May 7, 1968

Mrs. Nell Dorr
Villa Serena
Nettleton Hollow Road
Washington, Connecticut 06793

My dear Nell:

I am glad that you had second thoughts about coming down tomorrow. At this stage our meeting together would really prove nothing more than a very pleasant reunion for me.

Meanwhile there are things in connection with your book which do require corresponding with you about.

1.) The list price. This morning the last of the three bills came in from our producers, which I am holding here. They total just over $28,000, which if divided by 5000 finished books, puts the cost of production at about $5.63 a book.

If we were to sell the book for $10.00, as we originally planned, this would leave a difference of less than 40¢ a book, because we have to sell the books to our customers at an average of $6.00.

The only way which will allow any margin after paying for the books is to charge $12.50. I hope you do not disagree with this price change. Actually the book is worth it and I don't think it will cause us to lose any sales. But may I please hear from you on this point.

2.) Our Sales Manager is suddenly faced with an enormously enlarged inventory of books. This partly because of our own increased activities in publishing, and partly because we are taking on the books published by the Museum of Modern Art and also the Museum of Fine Arts in Boston which we will distribute. As you know we store and ship from here. I understand his problem and so I do not hesitate to ask you whether you might have a safe place at Villa Serena (somewhere in a dry building), or somewhere perhaps at Dorr-Oliver, where we could store 2000 copies of book until our sales of OF NIGHT AND DAY substantially cut down the quantity of 3000 books which we plan to hold here. This is only a thought and a suggestion. It would be nice if we could store with you or Dorr-Oliver, but if not you may be certain we will obtain space elsewhere for their safekeeping.

3.) Review copies. If you would prefer to mail from Washington those books which you wish to inscribe especially to individuals, we can

supply you with the necessary shipping cartons or book-bags. This might be easier than coming to Greenwich to do it here.

Meanwhile among the copies which we are going to send to people of prominence, etcetera, and ask for a few words which we can use for promotion, any names with which you can supply us will be most useful. I know you spoke of church people and this is a very good area. So please put down as many names as you can think of and we will do a little cutting and pruning here. I would hope to keep the total number of review copies at 50, of which 15 will be sent to our regular review sources.

So much for the moment and with my very best again.

As always,

B.

Burton Cumming

BC:jct