

P. S. I have just picked up the invoice for the WTJ brochures. I am enclosing it herewith. Like everything else these days it runs higher than the figure which the printer gave me, which was \$50.00 or \$51.00. However, he did set the type for the front and back covers of the 71 Journal which was extra, as you see. Edward's brothers would have been just about double this price for the covers had they done them. I suspect the other difference may have been for folding the Journals which was not in the original figure I think. Will you please pay this directly to the printer as per the address and thus save me the trouble of running it through my accounts? CWC

February 8, 1971

Mrs. Michaeline Nowinski
Sales Coordinator
Edward Brothers, Inc.
2500 State Street South
Ann Arbor, Michigan 48104

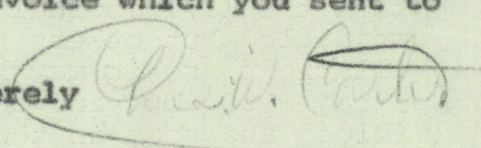
Dear Mrs. Nowinski:

Your letter of February 4 in reply to my inquiry of January 30 concerning the apparent overcharge on the recent printing of 2077 copies of the 1971 Wesleyan Theological Journal for the Wesleyan Theological Society is at hand and I reply.

I fear that I have not found your explanation of this discrepancy satisfactory. You have given me no breakdown of the difference in the cost of this job from that quoted to me by Mrs. Fisher. Even allowing that the cover on this job cost \$18.00 more than on the previous jobs or the quote given me by Mrs. Fisher, it is difficult for me to see that the 96 pages printed in the 1971 Journal should not have cost substantially less than the 116 pages upon which Mrs. Fisher's quote was based. This simply does not figure with me.

However, since the job is now done and delivered and there has occurred a change in the personnel of the office of Sales Coordinator since the first quote was given me, I am not disposed to pursue the matter further. Therefore, I am requesting Dr. Ralph Thompson to pay the bill as per the invoice which you sent to him. I am

Most sincerely


Chas. W. Carter
Gen. Ed. WTS

cc-Dr. W. Ralph Thompson

Dear Ralph:

The foregoing letter may appear a bit curt, but I consider it justifiable. While the job is well done and on schedule, I fear that Edwards Brothers have taken financial advantage of us. Their quoted figure to me on this Journal (1971) done by itself was on the basis of my original estimate of 116 pages, whereas in the end it turned out 96 pages, or the same as last year in size. Nothing was stated to me about any difference in the price of this cover over any other cover stock until this last letter in which Mrs. Michaeline Nowinski indicates that it cost \$18.00 more than the other stock. However, allowing this, she glosses over the fact that there is a difference of 20 pages of printing under the original quotation of \$605.00 on the projected 116 estimate, even though I called her attention to this fact in my last letter requesting

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an explanation. She gives no figures and no satisfactory explanation. However, there have been three different individuals in this office of Sales Coordinator during the past year, and two since negotiations began on this job- Mrs. Fisher and then Mrs. Nowinski. Whether they fired Mrs. Fisher and abrogated her agreements or just what I do not know. In any event I do not consider that it is worth pursuing further and so it would seem best just to pay the invoice as it was sent to you and forget the difference, except to watch the Edwards Brothers rather carefully in future dealings. They do good work and promptly. This is of course important. As I figure it, this 1971 Journal is costing us just a fraction under 40¢ each when all expenses of preparation of the copy, the extra run of 77 copies and freight are computed. This is a bit higher than last year, but it is still a very good price-far under a printing job which would be at least \$1,200.00 for the 2000 WTJ. When averaged in with the other Journals which cost us so much less in the reprints (less than 30¢ each on the 1000 1966 reprint) it is not at all bad, and we stand to have a fair margin of profit even on the "lot sales" as advertised on the new flier. Our main problem now, as I see it, is how to handle the Journals pricewise through our publishing houses, if any will handle it for us, and allow them 40% discount under the retail price of \$1.00 per copy. This would be all right if they were retailing them individually, but if they give a dicounted "lot price" as we do they would make little or nothing. So it may be necessary for us to peddle them all ourselves. I am thinking of some possibilities, but shall reserve my thoughts until they are more mature. If you have any ideas please let me know. Possibly we can discuss this matter further at the February Executive Committee Meeting. Incidentally, I have written both Mattke and Blackstone suggesting that there be a joint meeting of the Executive and Program Committees when we meet. I do not have time for two separate meetings, and the expense would also be much greater. I hope you have written them likewise. I have no word from either of them as yet, but anticipate they will concur. I would rather go to Circleville Friday evening and have an all day meeting on Saturday and return Sunday than to have two separate meetings.

You will have the new WTJ flier in the amount of your 500 requested copies before now. I think it is quite well done, though it is not quite as striking in appearance as I had anticipated. I am not quite certain of the impression it will make on others, as they see it. It is neat and different. By printing it on light green paper with brown ink we got a two color job with one run. He did not screen the different Journals in the photographing process as he thought the cover print would be clearer and more readable without the screens. I could wish that the 1971 Journal table of contents were a bit more distinct and readable, but others here who have examined it say they can read it all right, so it may be my fading vision, ha. Anyway, it is different. I had 5000 done and so if you need more there are plenty here-some folded and some in the flats. The boy who delivered them Saturday night did not bring the bill. I shall try to get it and enclose it in this letter if possible, if not as soon as I can get to Jonesboro. The quoted prices on the flier are what you and I had agreed upon for the Journals, according to my files, I believe. I suppose this was approved by the Executive Committee, or if not that they will concur.

I received yesterday the 2000 Journals you sent (50 each of the 1967, 1968, 1969 and 1970). Thanks for the prompt delivery. The count is right.

Now, for some less pleasant information. You wrote me in Barbados that you had lunch with Dr. Lawrence, I believe, when you were in Marion. Well, he was taken to the hospital about a week ago with a serious back complaint. Examination revealed cancer of the prostate gland, which has been removed now, but further surgery followed yesterday. We understand from his wife that his condition is not at all hopeful. Poor fellow. We do hope he will either recover or not have to suffer long. Your prayers will be appreciated in his behalf. He is in Marion Gen. Hospital. CWC