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August 3, 1973

Mr. William E. Moser, J.P.,
19 Hurlstone Ave.,
Hurlstone Park,
Sydney, NSW 2193,
AUSTRALIA

Dear Bill:

Many thanks for your letter of July 14th and subsequent postal money order in amount of Canadian \$21.00.

I must apologize for the misunderstanding concerning the price of my book. Originally, I was handling all sales direct as a retailer as well as publisher. It was my intention to continue this method as I did not price the book with any mark-up. It was priced simply to recover my investment and I wanted to keep the price at rock bottom. As I did not intend to deal through other retailers, no discount was provided in my price.

However, as time progressed, and the number of retailers wanting to carry my book increased, I saw that this was a good outlet for distribution and so decided to sell through retailers even though it meant a loss to me. I decided I could not afford a loss of more than 20% and therefore set that as the discount. I would have to absorb that loss myself. In your case, you had been ordering repeatedly and I neglected to include the discount in your last two orders. For this I apologize. I had, somehow, deducted a discount of 10% on the last one but cannot explain this. It is so long ago now I have forgotten why I did this.

However, to rectify these errors, I have attached a revised invoice which deducts a 25% discount for your last two orders. The balance owing is now only six dollars Canadian. I hope this is now satisfactory. Your letter of August 23rd, 1972 which you mentioned, and of course your money order at that time, never reached me.

Sorry for all the confusion, Bill, and I do hope this revised invoice is satisfactory. Kindest regards,

Sincerely,