

12 July 1993

To: AAWS
P.O. Box 459
Grand Central Station
New York, NY 10163

From: John Gillen
IWS Inc. Fax: 808-826-1466
P.O. Box 146 Tel: 808-828-1494
Croton Falls, NY 10519 USA

Dear General Service Office:

IWS will be pleased to print books for GSO at the following prices

Quantity	Description	Price Each
250,000	3 rd Edition Big Books Hard Cover	\$1.85
100,000	MINI EDITION of the first 164 Pages In a 228 page format to your specifications	.60
100,000	MINI EDITION of the 12 and 12	.70
100,000	12x12 Hard Cover	1.75

We will supply a quotation on any other printing request.

All books will be printed to your specifications.

We offer warehousing and shipping services. If you were to make use of this service we feel you could achieve very substantial savings. For instance, if you changed your pricing to reflect a \$2.00 price for the hardcover BIG BOOK and added \$2-3 per book for shipping and handling the savings in royalties alone would exceed \$400,000 per year.

Our fee for shipping and handling service would be well under \$1 per book. Of course AAWS could make this small change in pricing policy and achieve the \$400,000 saving whether it uses our service or not. If this policy were extended to include all AA literature the savings could well exceed \$700,000 every year.