

Vienna, 31. May 1956.

Messrs. George G. Harrap
182 High Holborn, London WC 1.
c/o Mr. Walter Harrap

Power Production

Dear Mr. Harrap,

I am referring my proposition of 9th February concerning selling sheets for a continental edition of my book to the Springer Verlag Wien. In your reply of 5th March you said that your son and your nephew will handle this matter. I am afraid that the book might not be ready for delivery at the time of the 5th World Power Conference 17 - 23 June. Still quite apart from this missed opportunity I am feeling that distributing the book through Springer's could multiply the sales in non-English speaking European countries from two reasons:

- 1) Springer has excellent connexion to all booksellers for scientific works in Europe.
- 2) Springer is the owner of a series of technical magazines in which he is regularly advertising his books. Therefore, if the continental edition is published by his firm the necessary advertising would be done by him. Besides Springer will also publish the reports and proceedings of the Fifth World Power Conference to which my book could be a kind of handy small introductory booklet. The complete work of the 5th World Power Conference will contain something like a dozen volumes, costing perhaps 20 pound sterling.

Since my first visit to Mr. Lange of Springer's I only saw him once at a party. When I asked him whether he had heard of you he said no. I am not quite sure of course whether he is still keen on that matter but if he asks my opinion I should strongly advise him to accept your offer because I am certain that a book of 490 pages and 96 figures would cost twice as much if it is printed here in Austria.

If - what I am afraid of - the book should not be ready for sale during the 5th W.P.C., the opportunity should be taken to distribute prospectuses at the conference. Each delegate receives on registration a folder with the Conference programme, a ~~guide~~ guide through Vienna etc. Since I am a member of the programme committee I might arrange that a prospectus of my book could be enclosed to each folder. If you could send me in time a prospectus giving the title and price of the book together with a full print of the contents I should see to it that it comes into the hands of the delegates. 2000 copies would suffice. Can you manage to mail it for arrival in Vienna by June 15th?

Sincerely yours