

File name = SP/MARSHA

Marsha - Jeffrey House called. Expressed great "embarrassment" for the "confusion," claimed Sheldon did not know what he was doing. I was very unpleasant, saying how do I know that he (House) knows what he is doing and I don't get a call next day from somebody else saying something entirely different. We cannot deal with Oxford on any business if their rep does not know his/her business. He claimed he did not know about all our negotiations, only had Sheldon's letter of Sept. 10 on file, and that was a "mistake." I said we have to review all our dealings with Oxford, and would send him a complete file and explanation of our exchanges from the beginning. My own file is not complete, but I have listed what I have, below. Would you please complete this list in the form a draft of letter to House, beginning with "We hope your call yesterday was an April Fool's joke, as we cannot imagine a reputable and responsible business acting in the manner you have described. Enclosed, for your information, is a record (with copies) of our exchanges with various Oxford representatives in the matter of the Journal of Communication since... etc."

Please call me if needed, would be good to send letter today (Wed). Will be at home until about 1 pm, in office only 2-2:30 pm, then in NY, and in Wash DC on Thursday, coming back Thursday night. So if we want to send letter it would have to be ready before 2 pm. So, call me if you want to consult/commiserate. g

1. Letter from Marsha to Sheldon dated May 21, 1985, providing detailed budget figures in preparation for meeting in New York on June 6.
2. Meeting at Oxford on June 6. /describe/
3. Meeting with Sheldon at ASC on September 13, 1985. /describe/
4. Sheldon's letter of September 17, 1985 /Marsha -- this only mentions order fulfillment/
5. Sheldon's letter of September 10, 1985, formally proposing to publish JOC, including "printing, promotion, and order fulfillment." Letter repeats that "Oxford would take charge of printing arrangements..." Letter reiterates for the third time: "On the commission basis which we have proposed in this letter, Oxford would pay production, marketing, and fulfillment costs and would in turn collect all subscription and other incomes."
6. Our memo to Sheldon of January 17, 1986, conveying our intention to accept the Oxford offer and proposing a timetable for concluding the agreement and transferring the business and production operation.
7. Sheldon's letter of February 6, confirming the timetable.
8. Projected budget for 1986-87, dated February 14.
9. March 20 meeting at Oxford /describe/