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June 3, 1982

To: Dean Desi

From: Al Utton

Re: subscription rates for 1983 for NAT. RESOURCES J. and N.M.L. REV.

Soon we need to order the invoices for next year's subscriptions, so we need to make a firm decision on pricing now. The chart below sets out current pricing and cost (printing charges only) information, along with possible projected rates.

<table>
<thead>
<tr>
<th>Publication</th>
<th>1982 subscription price</th>
<th>approximate per copy cost (avg.)</th>
<th>approximate per subscriber cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>N.M.L. REV.</td>
<td>1,000 copies # 2 &amp; 3</td>
<td>$12.00</td>
<td>$10.65</td>
</tr>
<tr>
<td></td>
<td>1,100 copies # 1</td>
<td>1982 single copy price $7.00</td>
<td>paid subscriptions approx. 650</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>mailed out approx. 750</td>
</tr>
<tr>
<td>NAT. RES. J.</td>
<td>2,400 copies # 1, 2, 3, 4</td>
<td>$17.00</td>
<td>$3.75</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1982 single copy price $6.00</td>
<td>paid subscriptions approx. 1875</td>
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<tr>
<td></td>
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<td></td>
<td>mailed out approx. 1925</td>
</tr>
</tbody>
</table>

During 1981-82, two-year subscriptions were offered at reduced rates: NMLREV. offered two years for $21.00; NRJ offered two years for $32.00. A small number of these are extant.

For 1982, raising N.M.L. REV. to $18. would produce approximately $4,000. additional revenue.
Raising NRJ to $18. would produce approximately $2,000. additional revenue.

1981-82 year estimated printing costs NMLREV. $33,000.; NRJ, $36,000.
1982-83 year estimated printing costs NMLREV. $21,000 (250 page maximum per issue)
1982-83 year estimated printing costs NRJ $30,000.