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4. At 0930, 12 June, the [] met with [] to draw up a contract for negotiations with []

5. The [] met with [] in his office at 1100 the same morning and gave him the Russian manuscript for Dr. Zhivago. [] stated that he felt the manuscript was in good enough shape for type setting and remarked that he had found a suitable printer, [] to do the type setting. [] stated that he would be able to complete the type setting by 11 July and to complete the photo offset plates by 18 July. Terms of the contract were discussed. [] said that the express terms did not appeal to him, that he preferred to undertake these publishing contracts on a strictly commercial basis, by this he meant that the Agency should turn over to him the manuscript of a book, and in some cases provide work and capital or a guarantee to purchase so many books, and that he in turn would handle all of the problems and costs connected with type setting, printing and binding of the book. Under this arrangement, the proceeds from the sale of such books would accrue to []. The [] told [] that he would have to check with Headquarters on this proposal and let them know our reaction later. In the meantime, [] was asked if he would consider our proposal to pay the costs of the type setting, photo offset prints and lay out for the book plus a [] fee for a time bonus to []. The latter said that he would undertake the project on a fee basis but that he would like to have a fee of [] for both phases of the operation. The [] said that this figure was entirely too high and that he was sure that it would not be acceptable at Headquarters. [] in turn asked that we consider his proposal rather than give him a fee. Mr. [] also commented that he would need [] for work and capital to cover the costs of type setting, etc. but that all of this amount would be returned at a specific date to the party that we designated. The meeting was concluded at 1330.

6. At 1330 the [] again met with [] and told him of [] reactions to our proposals and of [] suggestion of [] manuscript over to him. [] first of all remarked that the figure of [] was preposterous and that we should not agree to these terms under any conditions. Regarding [] own proposal, [] stated that he felt that this had its merits since it would be a lot simpler for us and would place the burden of financial responsibility on []. He stated further that if we accepted this proposal we should have [] write a legal note to the lawyer for the

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amount of work and capital provided and that the note should be payable within four months regardless of the status of the book. A new contract spelling out the terms of the agreement as [redacted] proposed was written. It was understood that both contracts would be taken to Washington, D.C., for approval before being turned over to the lawyer for negotiations with [redacted]

7. The [redacted] telephoned [redacted] at 1600 to say that his proposal was being considered and that we would contact him the following week regarding the final negotiations for the contract.

8. The [redacted] departed [redacted] at 1950 and arrived in Washington, D.C., at 2100.

[redacted]
SR/2, [redacted]

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30 June 1958

MEMORANDUM FOR THE RECORD

SUBJECT: Contact Report of Meeting with [redacted]
[redacted] on 11 - 12 June 1958

1. The undersigned departed from National airport at 1135 on 11 June and arrived at LaGuardia at 1245. From LaGuardia he went to the [redacted] Hotel [redacted] for a 1400 meeting with [redacted] Chief of the Agency's Commercial Division.

2. [redacted] looked over a draft of the paper written by [redacted] and the undersigned concerning our proposals for the publication of Dr. Zhivago in two phases. It was proposed that in phase one [redacted] would arrange for the type setting, manufacture of photo offset proofs and the lay out of the book. Phase two would consist of the printing, binding and distribution of the book in Europe. [redacted] would handle both phases of the publication and would be paid a fee for his services in each phase of the operation. [redacted] thought that this was a good approach to the problem -- particularly because of our desire to have the book published in Europe. He suggested that we talk to one of the business consultants that the Commercial Division used for such projects. [redacted] recommended that we employ [redacted]

3. [redacted] telephoned [redacted] and the latter came to [redacted] hotel room for discussions on the publication. [redacted] looked over the draft of our proposals and suggested that we confer with [redacted] legal specialist in such publication matters, [redacted] A meeting was arranged for 1830 at [redacted] office at [redacted] During this meeting, [redacted] was told of our intention to have a book, in the Russian language, type set and photo offset in New York and to then have it published in Europe. He was asked if he would handle the legal problems connected with the publication (signing of contracts, payment of bills, etc.). [redacted] agreed and an appointment was made to discuss the matter with him the following week.

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