

I think in 1966 it is sort of out of step for anyone to question the fact, that it is unusual ipso facto, for anything black to win a prize. Maybe your editors could take another look at that story since it is 1966 and there are black children looking more carefully at how things black are regarded because of our history in this country.

Mr. FENOLLOSA. That is very true, Dr. Matthew. Of course, it is a fact that this is where the term "black sheep" came from, directly from animal husbandry. This shows how these old things can be transferred to our society, although it is in the animal society.

Mr. DANIELS. Have you noticed any resistance by the school boards to purchasing your new line of multiracial or integrated books?

Mr. FENOLLOSA. No, sir.

Mr. DANIELS. None whatsoever?

Mr. FENOLLOSA. No, sir.

Mr. DANIELS. You did indicate in your oral testimony there was some increase in the price of your books. Can you give me any indication of how large an increase has been made by your firm in the sale of books in recent years?

Mr. FENOLLOSA. The increases have followed the increased costs we have been paying for the ingredients going into our books, mostly the printing paper, cost of plates, cost of research and development, and these are reflected by formula in the prices we charge.

Mr. DANIELS. How much has that amounted to approximately, percentage-wise, in the last 5 or 6 years?

Mr. FENOLLOSA. I guess around 10 percent. I don't have exact figures.

Mr. DANIELS. Would you say that is a reasonable increase?

Mr. FENOLLOSA. Yes, sir; but it may be too little.

Mr. DANIELS. I will ask the same questions I asked previous witnesses. Do you give school boards or boards of education who purchase your books any discount on the purchase price?

Mr. FENOLLOSA. Our list price has applied to it a standard discount of 25 percent.

Mr. DANIELS. That is uniform practice in the trade?

Mr. FENOLLOSA. Yes, sir.

Mr. DANIELS. Mr. Radcliffe?

Mr. RADCLIFFE. No questions.

Dr. MATTHEW. How many books do you have in your inventory, textbooks that are regarded as the integrated kind?

Mr. FENOLLOSA. That is a hard question.

Dr. MATTHEW. Do you have dual editions, one integrated and one nonintegrated?

Mr. FENOLLOSA. We have one version of our reading series, for example, in all our books. We do carry older editions in stock as long as there is a demand for them.

Dr. MATTHEW. Is there any cutoff point?

Mr. FENOLLOSA. When it is uneconomical for us to carry them, print them, or use warehouse space, we cut them off. We also must fill our contracts with a city or State. We must honor a contract. Then just as soon as it has expired, we put the books out of print.

Dr. MATTHEW. Would it be possible to supply the committee with some statistics showing the number of integrated editions sold in the