

Sept. 23, 1955

Mr. W. Tilton,  
Tilton Indian Relics,  
1615 West 21st Street,  
Topeka, Kansas.

Dear Mr. Tilton:

I was surprised to receive a copy of Mr. Gipson's letter to you, relative to your decision to cancel your order for circulars for Drummers and Dreamers.

I am disappointed of course, and am wondering if this is because of some lack of business knowledge on my part. After all you know I am a rank amateur at promotion, but in days like these, and where I happen to be in a position to aid the publisher, I considered it a privilege to help get things lined up.

I had expected you to come through Yakima ere now, in view of your past announced plans. Yakima was host to the Northwest Federation of Mineralogical societies. This included several fine arrowhead collections. As I walked about the large building at the fair grounds where many cases were set, I wondered if this was the occasion for your contemplated visit. I do believe that you could have made some good contacts here. In fact I spent considerable time obtaining membership lists from local societies throughout the Northwest.

Last night I worked out a list of 250 names from my master mailing list based on historical followers, Indian relic hunters etc. to provide to a book dealer serving stores in Richland, Kennewick and Pasco.

As the promotion unfolded I was intending to work out lists suitable for various dealers in various regions and in various specialized subjects. My master list, based on several years work is so extensive that it will provide unduplicated names to many dealers. I had made a spot sampling of various regions and found that although D and D is not to be published until spring or early summer, 1956, it is meeting a good, substantial reception. My sampling stops and I continue to get the various selective lists into shape. There are weeks of work ahead.

You of course no doubt had sound business reasons for your action. I do hope you are reconsidering. Sincerely Click Relander