

Aug. 29, 1955

Mr. J.H. Gipson, president,
The Caxton Printers, Ltd.,
Caldwell, Idaho.

Dear Jim:

Glad to learn you are back. Hope you had a nice speaking trip.

I've been pegging along lining up my mailing list--libraries and individuals-- and haven't concentrated any on individual orders for the past two weeks.

I am however enclosing 1 check and authorization for an order of five books to a dealer.

It will not be necessary to acknowledge the check. Mr. Othus, as well as the other "trial cases" I've sampled, understand fully that the book will not be out until next year.

The dealer order, five books follows:

Frank Glenn , bookseller
Muehlebach Hotel,
Kansas City, Missouri.

[He's the gentleman who not long ago sold Huntington the Catlin Indian pictures and had big writeup in Life magazine.

I've pretty thoroughly covered the outlaying dealer field. Their general reaction is to wait a while, although you should have some dribble through. Several will catalogue Drummers and Dreamers.

I've had half a dozen letters from Seattle concerning the treaty centennial booklet. I've written to all of them and they want "U" and "D" but want to wait until closer to publication time, maybe pick it up on trip to Seattle for book tour. In that way and others I believe many dealers in the Northwest will be "sold out" even before they order.

That and other direct contacts with known purchasers shows me it's still a bit early to really get in as I had started to do. It will be much better later when a publication date is set, and at the rate I work, there will be plenty of time.

For your information I've had some offerings of good help such as a book tour at a university store with college professors sponsoring a tea and reception and inviting in other professors from across state to look over the host college's collection of Indian material; five store window displays --not little ones but with bit photos, Indian mats etc.

My problem, before the winter, will be to eliminate some of the late comers who want book parties...to do it diplomatically since I will not prolong the tour.

I have some ground work to do now in the Columbia Basin, where it will be hotter than in Yakima, at Pasco, Richland, Walla Walla, where it will be good and then I will be in a position to await developments.

Regards

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