

4-14-76

File

April 14, 1976

Mr. A. A. Zachow, President,
Advanced Concepts, Incorporated
Box 166
Bryn Mawr, Pennsylvania 19010

Dear Mr. Zachow:

As sales agent for URANTIA Foundation, we are responding to your letter of April 9.

Our policy allows us to sell URANTIA Books at discounts to bookstores only. To offer this to other groups places them in competition with bookstores, a practice which is frowned upon by the book trade. As you may be aware, our primary mission is not the sale of The URANTIA Book, but rather making it available to those who have expressed an interest in the teachings. This is done in a quiet person-to-person manner which avoids all mass advertising or other promotional activities.

We are currently out of the fourth printing of The URANTIA Book, and our printer has promised to have the fifth printing in our hands by April 26. Although this is their commitment, if you wish to order books, please allow an additional two weeks to fill your order.

The cost of the book is \$20.00 plus \$.57 for postage per book, or \$3.79 postage for a carton containing 10 books. As a nonprofit organization with limited staff, we are unable to send books on consignment. The cost of 20 books plus postage would be \$407.58.

You indicate a symposium you are conducting in May. However, you did not say whether this was a gathering to discuss the URANTIA teachings or if it involves some other material. Possibly you could let us know.

Thank you for your inquiry. We look forward to hearing from you.

Sincerely,

John Hales, Secretary
URANTIA Brotherhood Corporation

JH/ev

BMC: Stephen Dreier

Steve: We have quite a bit of correspondence with Mr. Zachow from years past. He is of a scientific bent, but we have no idea of his commitment to The URANTIA Book, or how he blends it with other of his ideas. Maybe you have heard something about him from Margery. I send this material for your information.