



**ADVANCED CONCEPTS, INCORPORATED**

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URANTIA

April 16, 1976

Mr. John Hales, Sec.  
URANTIA BROTHERHOOD  
533 Diversey Parkway  
Chicago, Ill. 60614

Dear Mr. Hales:

I am not surprised you did not recognize the above stationary as I have always corresponded under my own name. If you will check with Ms. Marian Rawley you will find I have been one of the few outsiders pushing the URANTIA BOOK since 1958. I have convinced more than 100 individuals to purchase same on the Eastern seaboard. Also, I submitted to Dr. Sadler and Ms Rawley, in 1958 a detail graphical presentation of the Grand Universe. At that time I was able to prove that all known astrophysical data fitted within the arrangements given in the URANTIA BOOK without conflict. All data gathered since then by the satellites and probes still does not conflict. But my technical fraternities have not been able to accept the concept.

The fact that you will not grant me a discount for selling the books, as every other publishing house does, dismays me. I do not plan to wholesale the books but provide them only to persons who are serious in developing their understanding of the Spirit Realm. Part of my lecture, which will be "Cosmic Structure, Energy and Rhythms" will involve principals of the URANTIA BOOK and give credit to it. I expect to awaken another 200 people to its existence.

I will consider the direct purchase of 20 volumes if you will give me the standard bookstore discount. May I hear from you as early as possible.

Kindest regards,

*A.A. Zachow*

A.A. Zachow  
President

AAZ:mt