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March 8, 1971

Miss Laura Gilpin  
409 Camino del Monte Sol  
Santa Fe, New Mexico 87501

Dear Laura:

I finally tracked down the right person in the Fred Harvey Book Division. It only took three letters, four phone calls, and two years. I called the new Los Angeles office and talked to many people but got the name of Troy Hunt, manager of the Storeroom Division of retail sales for the southwest.

I called him and we have agreed on some future plans. He wants to look at some of our books with Enduring Navaho right on top.

I sent him a complimentary copy in hopes that he will send in a large purchase order. He also buys for Painted Desert, Dinosaw Caves, Cameron, and Albuquerque. Thought that tidbit might please you.

As soon as we get a purchase order from him, I'll let you know. You need not do anything except supply me with ideas as you get them. I had given up on Fred Harvey, but since they moved to Los Angeles maybe they will become more "Western" in their buying.

Will be there to visit you in early April. Take care.

Sincerely yours,

*Steve T. Rice*

Steve T. Rice  
Sales Manager, Trade Sales

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