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Dear Laura:

I owe you a letter of explanation regarding the delay in books being shipped for the Los Alamos book fair. You ask, "Why were they shipped by freight?" This happens to be motor freight and the scheduling was checked very carefully to offset any possibility of their arriving late. However, it did occur and there seemed to be no excuses for changing the instructions which we gave to the shipper on this particular order. Apparently you had books of your own that you had to unwrap and use. I am glad that these were available although I realize it was a nuisance.

The question of your selling books directly has been brought up by local bookstores, and I think the complaint can be easily nullified if it would be possible for you to send certain requests that come to you to your local bookstores in cases where bookstores are available, making quite a point of the fact that you are directing them to that channel. I realize that many of the requests for books come from people who might ordinarily be out of touch with a bookstore which was stocking your book, in which case these are all good plus sales, but for public relations in the long run I think it will help both you and ourselves if we can maintain the interest and enthusiasm of the local bookstores wherever possible as they will, I hope, be continuing to sell this book for many years to come.

Things look encouraging as a whole on THE RIO GRANDE and the sale continues steady. You have helped tremendously in the Southwest to aid it and we all appreciate this very much.

Best personal regards,

Sincerely,



Walter L. Goodwin, Jr.

Miss Laura Gilpin
Box 1173
Santa Fe, New Mexico

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