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# BASIC INC.

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## MESSAGE

## REPLY

TO Dear Marian: I suppose you get tired of writing the same old words on the same old subjects day after day. And do it almost mechanically. I think I would.

Recently you have gone back to saying in your letters to stores about the CONCORDEX--

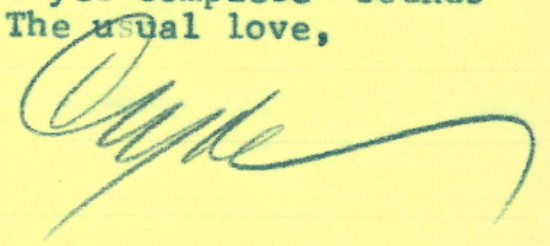
The official index....is not yet complete.

DATE

It is more than possible that readers of that sentence will think--well, there's no hurry, I'll wait until it is complete.

Christy told me on the phone a few weeks ago when I wondered whether I should plan a second printing of the Concordex that it would be a long time before the OFFICIAL INDEX was available. When I asked if it would be maybe a year or two, she said: "Oh yes, maybe more than that. We just can't get the time to work on it. We're doing very little on it."

Inasmuch as the CONCORDEX seems to help sell the U.Book where it's known, until the official index is out, it might help the U.Book and the Foundation to sell as many of the CONCORDEX as possible. If your notes could go back to something like: "We can't say when an official index will be available" (which is true, isn't it, and continue with "but we can recommend CONCORDEX by one of our long-time Urantian students. It has been very well received." etc, I would appreciate it. "Not yet complete" sounds as though completion may be just around the corner. The usual love,



BY

SIGNED