

Phila. Sat

Dear Pal.

I have just got your letter & its it is raining so hard I cannot do the running about I wish I am going to write you first.

I see you sent to Barker. The reason the check was as is is because the I.C.S would not make it out otherwise

Yes Ott I am badly mixed up, but there are many sides to a P. in the first place when I met Meyers I did not know he was Bruebart & Engle was OK to me then & Redmond was doing his word. I had to have a job & when Redmond turned down the job & made statement he would do all he could against me, I was sore & particularly when Engle (Bruebart-Meyers brother-in-law who runs the big-) told me if they could not use my name they could not employ me.

It was after I got the phoney checks the trouble began after I had left. I was not misinformed about the issuance of bad checks. Four

lawyers told me the same. It is a criminal offense to issue a bad check in payment for goods but services are not included in that clause. It is termed a debt which has to be collected & if they have not got the money you cant get it. I have since learnt that many businesses run their affairs on a short end bank account to gyp people & the law cant stop them. Since I came to Phila I had a similar circumstance was given 2 checks for work & cannot collect.

How use hell of a thing & if I get out of this I am never going to go in. I'll pay a lawyer to keep me out & not to get me out after I am in.

Redmond wants a settlement but Meyers letter covering same is phoney & the I.C.S lawyers warned me to keep away from him. Since Meyers can sue me for damages but as the lawyer says if you have not got it he cant collect. Anyhow he has done things which lawyers tells me absolves me from him

With respect to mail. It can be disputed which compels the P.O to return it to the sender marked "in dispute". If Redmond can be proved to be receiving it he gets in bad with the Federal law & it is to them he must be reported not the P.O.

Now for what interests you & I.

The big mailing began to pull last Mon & Shoemaker said it looked pretty good, but I dont think it will do as good as he thinks. Of course if we had it Ott we would be tickled to

In one day I counted 35 enrolments & received numerous 1<sup>st</sup> class prospect letters. Up to date I do not know how many has enrolled, but they expect to get between 6 & 700 pupils. The next tough job is to collect. I will get a report next Tuesday & will let you know.

I did not see Sherman last week but left a note telling him I thought they should advance me something. I only saw him for 2 or 3 min last week & he was telling me they would take care of me if this went over, but to what extent he did not say as he was called to the phone & I did not see him before I left.

Anyhow they are good fellows & appear to want to do the right thing but of course business comes first.

They are still testing lists & keep me busy writing new appeals & different letters & what with the big correspondence involved last week I have been at it night & day.

E. L. denies a shortage but the P. O. would not give as 15,000 stamps for nothing nor the printing issue that overplus. He claims he even made up for duplications but 105,000 for 120,000 does not prove it. Then there is a tremendous return mail from changed address etc which also cuts your percentage.

If we succeed in tapping other lists we will be O.K. but unless we do, we won't. Anyhow it will prove to me where 'life' lies & you & I can go & get it & make a good living if they can't.

We will know in 2 weeks whether they will do anything with the mag or not. They have not got the literature printed yet let alone send out as test. Gee but they are slow. A month means nothing to them. They forget the fellow like me who can't stand it. It's five months now since I made anything.

Well I am praying for the mag to go through. It will mean all to you & I. If this mailing is satisfactory I think it will have a chance, but the moment I know it goes I shall arise you.

Well, Att. I copy all the names I can & have gotten a few thousand so far we can use for our own uses. Don't be discouraged about the Ad. I did not get much over the price of the Ad but I got a nice few names, which we take into consideration & find our the names ran me very reasonable. The I.C.S. ads makes other names worth \$2-25 each. The price gives them the

best results, 5 names to Mike ran about \$, 25 PC ran very high. More than they were worth which reminds me that our ad in PC so far is rotten which goes to prove what Williams told me last summer. PC was not satisfactory to PC advertisement. In fact PC is obliged to take some ads on the contingent basis.

I have sent the M Books to those you asked me to. But all you will find many queer unreasonable things in mail order work. The photos will not pay on the basis of reproducing purchasers own. That has to be a select list. Our hope is in the issuance of photo sets of other athletes. I will send you one of those I have just gotten they are large size & cost  $3\frac{2}{3}$  each. P. Card size I can get for about  $1\frac{3}{4}$  each with text matter free. You see they make them up in sheets & the better that sheet can be filled the deeper it is. I worked out the sheet & sent for a price on 500 & 1000 sheet lots. The sheet has all different men which would mean 500 or 1000 of each.

Whether the ICS plans go over or not I am going to come up & see you just as soon as I know how things are one way or another. It is vastly important we talk together for various reasons. Your mail is always sure at the Frankford address so here hoping we burst through soon.

Always your loyal team mate  
Garry