

Inkerman. Ont: Canada.

Jan. 15. 23

Dear Pal Ottley.

I mailed your letter this morning, & by the same mail I got your other letter. I feel so sorry that I have caused you to spend time writing me when your wife is in her present condition, as I told you in my last letter, I forgot all about her state, till Sat:, it just struck me, so I am very sorry, & I sure hope all will turn out well with her.

This last letter of yours was vastly more interesting to me than any previous letter received, as it was very human, & very appealing to me.

In consequence, I feel a nearer affinity towards you, & you will always have a real true pal in me. You know Ottley, it is very hard & a rare thing to find a real true pal these days, amongst our profession, of athletes. So much jealousy seems to prevail amongst them, that makes a man suspicious, & causes many to be deceitful. I have travelled around so much, that I find that I am always sizing a man up as soon as I see him, & somehow my intuition said here was an honest man, when I met you, & I know it, & appreciate your friendship as much as you do mine, & I know now we will always be pals.

You will see in my last letter of the booklet proposition, the other side of the question. I want you to know it, from all angles. Now there is some other thoughts I want to tell you. The books that Calvert said were failures I want you to look at this way also. The day for them books is past. They have had a tremendous market in their day, & have paid well, & whilst today, they do not bring in a big pile, yet they bring in a little, & have once paid big. I positively know it is so of "Muscle Control", & Hacks books.

Checkleys, or Cleeckleys, whichever it is, has had a pull, but now it is done. I know that all publishers try to discourage other parties from putting any material on the market, that will conflict with them, & theirs.

There is a lot of these things I could say, but I know you have reasoning power to read all this between the lines.

I know you are interested in these propositions now, & that is why I lay a few before you, because if anything can be done, we will do it, & know we can rely on each other, & I know your wife's feelings. Natural. You will value her more for them. Why I lay these propositions before you, is simply for us to get some ready cash, & whilst we are at it, we will get it big if possible.

Keep your wife out of the game, old man. A woman performer never is the home lover that a stay at home girl is, & we expect to get old some day, Ott:

You understand me old chap.

I love the life too, & would love to work as I have mapped out for us. Snyder is game, & on the level. Willoughby is a good man, & has the same st heart. As regards the Pullum bars, they are good, but I do not use them for my lifts, as I have a different style for two hand work, & it is getting to the shoulder that always bothered me, that is why I never was a good "clean" lifter, I am great on the Continental style. When I got a weight to the shoulder, it went up, & I have seen that what I could not get to the shoulder continental style, but had a man to help me up with, I could get it overhead. With help, before my shoulder went bad, I have seen the day when I could do 335 lbs. I have never said of this, for I could never hope to do my old figures anymore with the damaged shoulder, & it was not lifting in accordance with rules to have help, but I practised this way, & there is lots here who could

tell you it was so. I was powerful from the shoulders.

Now old man, I have one more Pullum bar left, & I see what you say about getting one, but forget it, as the duty would knock you cold, without the express. I gave \$25.00 for the bars when I got mine, & they stood me at 50% duty. I lost heavy selling to Snyder, but I am done with them, & I gave him the bar for \$15.00. Now it is a great bar for a snatch lift, or any lift, as far as that goes, especially for your type of lifter, as you are bound to be fast, & if you care to use the bar, I will lend you this one I have left as long as you want, & if anyone wants to buy it you can send it along. I could send it to you, & mark the buying price very low, so the duty would amount to next to nothing, & you could use it as long as you wanted.

I have thick bars for my use, & I prefer them better, as all I can do now is the slow lifts, as it hurts my shoulder to snap at a lift, particularly a one hand lift. There is a tremendous spring to ^{Pullums} them, & the revolving handles are fine work.

I do not believe Matysek gets anything like what he says, anyway if he does & could get the backing he says he can, why has he not answered my challenge to meet him, I told him I would meet him anytime, & I am not a worlds champion at any weight, anymore. Tho I have been in the welter & middle classes.

He is all bosh, & then some. You say you wonder how it does his business does not pay. I'll tell you, as I will tell you much of other stuff in this letter.

First, he is irresponsible. you have seen that. Next, he has no business acumen. His letters (personal writing) are such poor construction, that you have to be a grammatical gymnast to read them. Of course it has paid some, but he is a dissatisfied person, & I believe he has had backing for his course. Sure, those books are all Milo side kicks, & as I said before they did have value, & still pay dividends.

I have Pullums new book, but it does not conflict with us at all, at all.

The Milo Co, are going to handle it over here, but do not worry, I can write a book that will improve on his. I do not think it will sell big, as it is not taking yet, according to his letter to me, as he has received a big mailing list from me, & only two or three was bought, & they were all lifters or men using weights for development.

You say that a course will cost no more than the booklets. The course alone is the least expense Ott: Its the advertising. I have gone very exhaustively into this work, & Earle told me all I wanted to know, besides giving me advice. I also have helped other concerns with thiers. I helped Matysek when he first started, in fact.

Like yourself I am anxious to get the big money, but listen to me now.

Earle has promised me that if his business pays out big, he would float one under my name. Supposing he does this. I would want you with me. If it does not run one under my name, I believe I can work with him, & that if we run a course he will help us. He told me, if I ever wanted to run one to go right ahead, & anything he could do for me he would, What more than this do we want. I just received a letter from him to-day from Palm Beach, where he is staying, & he says that his business is three times bigger than when I was there. When I was first there, he had 49 stenographers, & machines that saved him 100 hired help. The last of the week he began to advertise in the Hearst papers, & put on a force of 54 stenographers. He wrote me later that the rush was so great he had 60. Now it is still bigger.

Here is a few things we should consider. I want you to, as it is always wise to think way ahead of time.

What shall we call it? I thought if we called it a company, & advertised that this company had hired you & I to run it as the two best men on the American continent capable of doing so. This would lift off the effect that we being pupils of Earle & Milby ^{might have} & therefore have just the same course to offer. ^{as they} They would have a different view point, this company way. We supervise, it would appear to them. Then. We want a course that does away with heavy apparatus, but the public must have something for their money. Earle has proved this. Can you think of any devise? If not we could run a concentration course, with a lifting outfit for advanced pupils, which would be extra. This extra is good. Again, I believe in asking a big fee, & introducing the instalment plan, by which a poor pupil can buy his courses by instalments, paying in advance. It gets many who would not pay first shot.

We could not go in now, as Earle says, the best time is the fall. Oct: That is when the P.C. rush is on. We would then have till next Sept to plan on. Why I say Sept, because P.C. has its copy made up three months ahead of time, & Strength two months.

I know from Earle now, the best mags to advertise in, & we would work them. I know exactly how to go at it, by studying his system whilst with him, & what he told me, & studying the ways of others whom I have helped, & some have done well, & others have not. So we will be forewarned of a few pitfalls. That is why I was anxious to get some big money, & for us to be together, so we could be getting ready for all this.

I believe we could condense on the cuts, from what other systems use. Earle is going to use me as his Canadian representative from Feb. & I shall see just how it goes, & get hold of the Canadian end, & keep a separate mailing list. I will know if Canada will pay then. He has a big Canadian end he says. I shall be getting experience, & can place circulars in myself for our books. Of course I do not know wether it will pay big or not, but I know I shall get an inside track of things, & pave the way for ourselves. This is all good stuff for us. You understand me. If Earle puts any concern across with me in it, that it means you in it too. I told him I would stay here for March or April, & would know then if his Can: end was any good, if not I was going to do something for myself, if not, (& here is a proposition for you Ott:) Even if we do not get the fairs. I am talking as tho we get nothing but have only our course in view, so look at it that way. I shall leave here, & hit some place where I can do better, so if you can strike a job in Pittsburg for me, get it & I will come. I will come anyway, & we will be there together for the fairs & everything that turns up. I am a blacksmith by trade & horseshoer, but I would do any work that paid decent. I would have my board to pay for, & the expense at this end would not be so heavy, as I own this place, so just her living would be all. Now you can see I mean real business, & mean to stick to you, & with you. You can look around as soon as you like, for I am convinced you mean to go ahead, & we might as well be together & work so. Even Earles Can: end will not interfere, as all the mail could be sent to me, & answered from where I am. My wife can do it for that, as the replies are all cut & dried.

I am doing nothing here, so you see it is no use me going further away from you when we have drifted together & mean to go ahead with some of these ideas.

About Sloans sub: that is alright as long as it is fixed up O.K. As regards the editor. I am afraid that even if he has his troubles with his mag:, when he has our money, he should be faithful to his trust. I am sure we are not asking much of him, when he is getting a profit out of it. I know just how things are going, & one big fault with Bernard, is that he has such fixed ideas. His British ideas are alright in Britian, but no good here. His mag: is too British to succeed in America. He features them too much, but in his columns & ads, I was hoping that we would have grown big, & we would have had all the names of our members in our own hands & could have canvassed them direct with anything we had to sell. As it is he is hurting his mag: & us also.

I just have a letter to-day from Gay. He wants me to write out a list of the best methods to do all the standard lifts. I can see myself doing it. Not I. Now Ottley, if I come to Pittsburg, I would bring all my outfit for our work. I have been making most of my living the last few years with my exhibitions, & I want to branch out bigger, that is why I say get a job for me, of any kind, & I will come, & we can study together, work up acts, & prepare our way for the course. The course is the big thing for us to look to. Books can always come after, as far as that goes. But I am sure that you will see if we get our bookings, that we can make good money with the pamphlets, etc. If we got once fixed up, I would try & get the handling of all the good British books on P.C. in America, & I can get them as I am in big with all of those people.

By the way. In your last letter you sent me a name of a photographer who made your photographs on postcards. I would like to get some as well finished as yours, & I will send you the money for 100 if you would send the post in for me. I sent away for some enlargements thru the Billboard, & got stung. They made rotten jobs of them, & did not do them all, but kept all the money. I wrote asking for the balance, but no replies come.

Now Ott: old boy, in your next letter, you do not have to answer all the material I have sent. Just tell me what you are willing to take, & any ideas you have to work out. Also if you would like to have me in Pittsburg, & if you will look out for a job for spring. If a good job crops up, I'd come right away. We can do so much more by being together than by writing, as you do not care for pen writing, I would bring my typewriter, & you could learn to use it.

Out of this all we should get something, & that is why I am working every point to make a chance, & as I said, in any deal I take you come in, & it is 50-50 all the way on our profits.

Hoping your wife will soon be O.K & yourself relieved of the anxiety.

Always your sincere Friend.

PS

Have you got a good photo of Earle if not I can send you one like in his acts:

George