

Dear Old Ott.

Wed.

You do not know how pleased I was to hear from you to day & I am knocking off these few lines in reply.

Engle here still knows his stuff. Why Ott, if Redmond or Liedeman had to see the return in inquirer and sales that he gets from a column ad: they would drop dead. He has a million percent better follow up system and loads of real ideas that get the coin. Believe me I'm noting them too. I have learnt a lot from him. Do not worry he is not trying me up. I have turned down two of his contracts and he turned down mine, so there we stand. He gives me \$50⁰⁰ a week and I am supposed to have 20% in the company, I want 25% and 50% on other stuff. When Bretbert died that year they lost \$35000⁰⁰ & can you believe it Ott to day they are clear and with only six people working for him. He sure knows how to buy printing & is a million miles ahead on this over Redmond. He is one slick Jew.

Earle is in Europe, his wife's father died so they had to go over to settle the estate. No Earle is all for self & is very unreliable in business. I had a run in with Redmond today. He came in town & called me up. I went over, & he started to shoot junk into my ear but it did not work. You see he ordered three articles of me to pay on delivery. He called me up in Phila a week ago & shot off he knew all about what I was doing (he did want private stuff) & would not take them. Best Sal: I wrote demanding that the arrangement be turned over to me & a settlement for the articles. He returned articles by mail both & began to tell me he could reflect anything. I told him not after he ordered them. Then he wanted to charge the A.C.W. & up with ap & would not give up certain things. I gave him an earful before all of his help. He sure looked worried, but I held more than my ground. Knight my lawyer told me to return the articles with a letter of our agreement. I am also entering legal suit against him for \$17000⁰⁰ damages for overtime, books & other things. As long as he is trimmed I don't care if I get a penny. I have the dearest lawyer in the city behind me & we have a 50-50 agreement entailing me with no expense. He feels certain he can win & that all I want. You see Ott: he has been trying to block all my connections. He & Benj are trying to steal all my standings. He refuses to take any of my ads, but we are going to make him. If we win it will be a terrible blow to him as Liedeman & Barker will rush in with ads. He won't let them in with their weights. I have been sounding it all out & find it is all up to the postmaster general of New York, Phila: & Washington. The first two I met with their influential friends & they promise to side in with

me. We will use influence or a legal battle in Washington. Redmond will likely try to frame me, so I may have to keep out of Pinna Bavoid papers.

Redmond is worried about my stand & his stool pigeons are tracking me, calling up others on the phone to fish for information about me. Redmond is going to start an Assn. of his own. I said go ahead we won't recognize it or their records. We are the only legalized Assn. Klein is a swine always. He, Benny & Redmond are running a show here in June. Klein left Marvian for the world's welter weight title. They did not notify me so I am letting it go & on the eve of the match I will stop it as illegal. Give them their expense for nothing.

Well now about you & I. There is no question between us, we know one another & I consider no one but you as my pal & confidant. Everything I do in future is with Ud in mind. I was to have met the manager of the International Correspondence Schools today to interest them in my plan, unfortunately we missed each other, a week next Wed. we meet & if I can get them to consider my plan. Att. we are made. If not we will work together on another plan. For the June issue of Strength you will see an ad. called Man Power. I am advertising a Pick-a-Pard the Body Series. for 50¢ each. They will be small pamphlets by supposed best authorities on every subject. I am using the name of Col. Dowd, Blackie, Sox on all dead mens' authors. Now you write one or two & we will go 50-50 on the profit & expenses. We will have them written up, but not printed. If they go over good will rush the printing with money to do it with. I will also get credit on the printing. This way we can build up something & branch out into other ideas & manipulating the propositions. A friend paid for that ad. not me, & I will try & induce him to pay for another if they go good we can pay him back. When I get all the Association names we will begin to work something else. Anyway the four series I have now are "How I got a Sturdy Neck" Building a 46 inch Chest" Back Power for all" The Grip of Steel" by Hack, Sandoz, Lurich & Marx. About 5000 words to each one. Suppose you write the neck & the back. He writes the others. We can print a catalog with occasion in, use the Phila address where I have desk space. No one can trace me for the man who owns the office. we can't in dia to buy the material. Later we can run something from your address. Let me know quick Att. & I will get the dope together on

price of catalog with a few cuts. Let us get started & the way we will do is
you send out the books & accessories & receive the orders. We check & like
them. Answer this part quick so we can get busy & as I am able I will
send you a synopsis of mail order facts.

No, Ott, Phil was not disappointed in not getting the Easter
egg as she did not expect it. I wish she would write but you know
what kids are. Bernie always asks about you all. My God Ott
that woman ruins me. she has left our home & resting - house in
a hurry, leaving our empty & taxes to pay for & her rent & tra. If she
was moving to a different climate when it would do her some good I
would not care, but she is only going 18 miles away to be nearer her folks.
Honest Ott it takes more than I can make to keep expenses down.
Her doctor bills are terrible without her adding more & more, but she
has no consideration for me at all. I get terribly weary & discouraged
by times. I'm all alone staying with no home comforts & she has everything.
God knows when all will end, but I try to save on the side that
she does not know of, otherwise she would get it.

Well old man I hope Ethel feels better I was
very sorry to hear of her trouble, but use massage treatment & bed
Ott it is very helpful. She must take care of herself Gee I wish I
could see you. I get homesome for you old mug. This summer I hope
I can see you. Well so long Ott write soon

As ever your old Pal

5
Joy
A continental belt is 2 1/2 inches wide