



George F. Jowett

# The JOWETT INSTITUTE of PHYSICAL CULTURE

INCORPORATED

597 FIFTH AVENUE NEW YORK CITY

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OTTLEY R. COULTER Asst Director CONSULTATION BY APPOINTMENT ONLY

Dear Ott  
I got your welcome letter yesterday in Philadelphia & as I have some time I thought I would write to you. The lawyers did go after Brutbart but it does not mean anything as he ignores the letter & I have not got the mail. He has no money anyhow & runs it with padded books. His brother in law is Samuel Meyer a prominent N.Y. lawyer who unfortunately has my case against Redmond. He also has the control in Brutbart but will not make good on two bad checks he gave me & I can't collect them as it is not a criminal offense to pass them for wages according to N.Y. law. I took it up but dropped it. I also told him I would not allow him to handle my case against Redmond, but it makes a rotten man. I learnt last Sat Redmond had stopped any mail that goes to N.Y. for me. I am going to report the P.O. master & Washington for complicity. He has no right to stop it but he has. Brutbart gets those testimonials through Tex O'Rourke & Curly who are promoting partners have a share in Brutbart.

Well Ott to be frank with you every day I take a few names. Of course with so much to do I can't copy many but I have got a few thousand.

We had an report on the big mailing & will not be before the first of the month & first of the next. I have not got the '24 or '25 names yet & by the way Ed gyped us out of 15000 names on our last order. Strongford & Filin

will not sell names. When Tree Shoemaker tomorrow I will ask him about Barker names, but 10 or per 1000 is a lot to pay for them.

The reason you do not see Schmidt or Barker ads is because Redmond won't take them. They think he is a joke here. I have a Xmas ad in P.C. & even in P.C. & P.M. Of course direct mail is cheapest, more profitable & quickly got if you can get the names. That's the hell of it. I told you Coale is running the mag; or going to with someone else. He is not bunk. I see you heard from Redmond. Don't be a joke. Don't bother to answer his request. If you have to say you wrote those books for Gallagher or he did not continue to advertise you are in order to get your pay. But as soon as they run out I will have new stuff made up with the M. M. A. name on.

I am getting some photo prices for 9x5 1/2 they charge \$32.00 per 1000 of good finish. I am getting quotes on post card size on requisition size <sup>on 12 pages</sup>. They should be about 1 1/2 cents each. Nice work. What are the Davenport prices?

Your mag; letter is Att but they are so damned slow here. I got the stuff all written but its getting it printed & mailed & Att. I can't hang out any longer. I simply have to get a job & I shall have to have a talk with Shoemaker when I see him. If they will go ahead with the mag I will get something, but I am tired of their slow moves. But they have other things besides us & I don't suppose we can expect them to throw them on one side for us, but its hell when a guy is making nothing. I sure have worked hard to make it go but I can't move them too fast. If we got the mag we would swamp them & I pray for it. I gave Berry his job a letter at that 250 week. Dorey is all for me & so are the rest I hear from them often. Pursel is on the staff & Dombrowski poses in my bed writes.

They are all afraid of us but I hope to god we give them a reason to be born. Glad you liked the catalog I am working up some new appeals. See you don't care for my new pose I like it for arm display. Hell you are miles ahead of Max Mahon & Berry he looks like a starved shit.

Well. Att. my plan is to get all the names I can & make  
some test & safe what money comes in so names can be bought &  
the mailings paid for & gradually get us a list of our own. Of  
course it means a little money even at the start but I will  
scheme that. If we get Barker names you copy as many as  
you can but don't hold them up too long. Scumble them on paper  
& send them to me & I will have them put on cards & stenits  
made. They can be then put in mailing order grouped &  
defined. Say Att is there a foundry up your way. See what we  
can get castings for, I'm sure we can work that Att.

The box address in my personal & will be our  
second mailing address we need 2 or 3. Example. I got a  
woman to write E. L. for name he will sell her what he calls  
good name, one million, but he would me

If I could only see you to talk things over. I  
hate writing I do so much & all these typewritten & queer  
things at the I. C. S.

Well if the boss says Att for Barker we will  
send you check tomorrow. Get prices for photos from Davenport  
& on castings.

All for now will keep you posted  
Your pal always  
Jerry