

International Protective Bureau

933-938 REAL ESTATE TRUST BUILDING

PHILADELPHIA

KEYSTONE, RACE 7039
BELL, PENNYPACKER 9440-9450

July 11.27.

Dear Pal.

At last I am able to get down to answering your last letter and the material for the booklet. The reason I neglected writing was because I was anxious to get the booklets out and had to proof read them all and see they were put out. So far I have sold \$31.50 cents worth of those booklets. The ad cost \$35 and the booklets cost me \$130.00. The ad is not what you would call a flop as it went in at the bad time of the year and we could just have well got \$70. as well as what we had if I had had the money to make up a larger book. The names are worth \$1.25 each at the regular ad value. the books we have for other ideas to work on the only unfortunate part is that Redmond saw me. Last Sat they put on a show in New York and advertised it as being under the auspices of the A.C.W.L.A. They never asked our permission and pocketed the dough on a fake match. I refused to put the same match on for Klien because Marineau had gone back too far. That's that. It will implicate Redmond more.

I got some of the stuff belonging to the A.C.W.L.A. last Friday but not all. Redmond only gave me about 1200 names when we had between 3000 and 5000 which he agreed. All the minutes of the meetings and the asso business they denied evidence of despite the fact that Berry wrote all the meetings up and had them after I left. They have purposely destroyed them to get rid of all evidence that proved me as the president and that the asso was a real body. They expect to win all over to their side others so that they will deny us and go over, but its a long lane that has no ending. I expect to see a printer this afternoon and put a proposition up to him re a little magazine. If I win with him we will charge just the mag sub for membership and float another asso besides our own to take in other health seekers inclusive of women. The asso itself is not a money maker There is a lot of work attached to it. If we could have kept up at \$400 a year we would have made some dough. however I will let you know when I have made out with the printer.

The announcement Redmond made in the mag was O.K. to me but they sure are going out of their way to try and hurt me. I understand they were to serve the papers on Redmond in New York last Sat.

As for the I.C.S. I got through with my work on the course last Week. I have not received any letter heads yet which I will. I have your name on as assistant director and will have some letterheads sent to you. For some strange reason they omitted your photo from the catalog after I had laid it out. I took it up with the head and he said he was sorry and would pull a cut on the next batch and put your name in with picture very conspicuously. I said I desired it and he previously understood so it was a slip up with the director of illustrating in getting photos balled up. In the follow up I had your picture inserted and I will see to it that you appear conspicuously all the time as it should be. They are going to send out 250000 first crack and after that they can tell me what they will be able to do. In the meantime I am seeking to get the publishing idea over using your name as editor. Your name will be used as such on the new mag if I manage to get it over. That will give us a chance to advertise our stuff and branch out.

Bess sold our home as I told you but it was at a big loss. She

sure keeps me broke. I have needed money bad Ott. I have been sleeping out in my car at times because I had not the funds to pay for a room. I am free from that now and hope to be because I am determined to sink them guys if possible. They think they have me tied up and have passed that remark but they will have a fit when they see our stuff and the ads. They are trying an ad in brief stories where Earle runs a page. I have written up two ads. Redmond cannot buy space there either.

I am real glad to see you have saved so much and paid it on your home Ott. Stick to it. Dont send me a penny old man I will battle through somehow. I am waiting and hoping that the I.C.S. will be our silver lining and the axe to kill the rotten brigade. If I get hard put to it I will come up to your place and stay a while. I could do a lot if I was there but for both of our benefit I can do more down here. If I get the printer interested today it will be a big avenue and I will see that you get some money out of it, but as a separate person. That is I do not want him to know we are together so I can make then give a good percentage for your stuff as I will pass on it.

If we cannot make a deal with the printer we will use the A.C.W. L.A. names to sell on.

I had the booklets made up to fit an envelope to save buying them. Maybe they do not look like half a dollars worth but the value is far above what any of the others could give them. I will send you a set today and as many more as you want. I shall send out a circular over the names and when we have paid the cost I will go fifty fifty with you.

Same on other stuff we will write up.

As I get things clinched I will let you know and will try hard to get up and see you, so now I will ring off with best regards to you and Ethel and the children.

As ever your old pal.

2
250.00
412.50
23.125
556.25

250.00

500.00