

# International Protective Bureau

937-938 REAL ESTATE TRUST BUILDING

PHILADELPHIA

GEORGE J. McLAUGHLIN  
MANAGER

Sat.

Dear old pal.

I was under the impression that I had written to you in acknowledgement of the first two articles received. I got your last one yesterday, and hope you can get the others over quick- I mean the last one- because they boys are kicking and to make it worse Redmond walked in on me last week and the moment he saw me he nearly dropped dead. He was so startled he fell out of the door and run for the elevator. The girls in the office were all scared and rushed to me saying there was something wrong with the man. I did laugh.

Redmond called me up after he wqs out and was very brave at the end of the phone.

I had Allen take up the mail and get our books of the A.C.W.L.A. wether he got them or not or went up I do not know as he has not called me Anyhow we canbank on him.

I heard that Redmond went to Washington Fri on our trouble to see the third postmaster general who is the big boss on handling this stuff. Redmond coming into these offices was not an accident. He saw the ad and was investigating. Now he will get after me if he received any complaints from Man Power buyers. I want to avoid that, and it happens that the chest article is the biggest seller so far. We have not got the price of the ad back yet, but I have a good scheme to work on this deal later on. If We can still get advertising I will have these wrticles made up in neat well bound volumes, using big text and wide margins so that they make a couple of hundred pages, then, what we are selling for \$2.00 we will sell for \$5.00 or \$7.00 in five volumes. Inthis deal Carrol Gallagher will be the owner of this Man Power business and you the editor. I amout for two reason. One to avoid trouble with Redmond and on account of the I.C.S. but of course I will work it and we will splitt on our profits.

The I.C.S. cannot state what will be what until they have found the right channel to sellthrough. To do this it will cost them thousands of dollars. They find that there is too much advertising anymore to make it worth while. Direct mailing is there game and I am learning the kinks, so I will have it both ways. They naturally go after volume but they do things right. They have not got the booklet done yet or the bells made, but will be complete in the next few days and all mailings done by the 10th of July. They will work this way till fall and if that booklet does not sell they will make another and try that. The written agreement is that when they decide that theywill decide what is coming our way. If we have to go there and work there will be commission and salary, if they can get along without me being there for a while unless it gets so big then commission will cover it. They expect to sell a lot and must to get anything out of it as they do things in an elaborate way. I will send you everything as I get it which will be better than any letter explanation.

If it goes good, then othercourses will go out and youwill write some that is if they consider only commission and you will get what

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is in it, or we will work together and split, of course if we have to work an office we will get both salary and commission. Anyhow no one else can come into the I.C.S. and sell P.C. that is invested in me which means us. Anything that comes up I will decide on. Dont worry the contract is drawn up in a very satisfactory way and all we want is a little luck and we will be on easy street. In the meantime we will stick on this other proposition and work it with the hope that it will develop.

I bought 10,000 names from Leiderman and 5,000 from Strongfort to use for a mailing on our course. We will accumulate these names for our other proposition. I wish I could see you Ott, and if things break decent I will take a trip up and talk with you. At present I am tied up for money as Bess as cleaned me out. They sold my home last week and she has absorbed that money. Breitbart gave me two false cheques which I cashed and spent and now the bank is demanding I make good on it. Isnt that nice. Like hell it is.

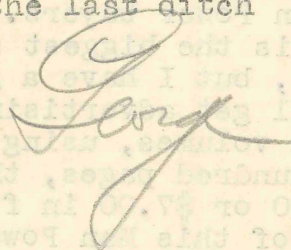
You would think that the bank would trim Engle for issuing false cheques, but they leave that up to you to do. They say they are not running law suits for clients but are only their agents. I wrote Engle but that is all the good it does me.

I had to work like hell this week as their copywriters fell down on the job and they rushed some work to me that had to be done right away. I had to stay up near all night to get it done last Night and mailed

I am using Gallaghars office as my own and he does anything I want him to do. He hates Redmond, and told him the Man Power was his own.

Well old pal, excuse more for now I will try and see you by driving up so goodbye for now with best wishes and love to all at home

Yours to the last ditch



*[Faint, mostly illegible text, likely bleed-through from the reverse side of the page]*