

Dear Pal,

I did not get going to Canada as two of my tires went bloody then I got a call from Scranton to come up as they were balled up. I came & had to go back to Phila last Friday and came back here this morning.

The trouble was they thought they could do things and couldnt but made a mess. I straightened it all out, but hell, Atty it is no joke trying to do things above. We made mailings of 14 000 with rotten results, but they used Lieberman names which I was doubtful of. We found out Carl had lied. They are not names of his pupils but those he could not sell or collect from.

I want them to do some advertising in PC but they wont and I wont take our ad. If see they do not have a P.C. definite list & I cant see how they can expect to sell our stuff over 1000 names from one list or another but they dont think so. They are very nice to me but that aint putting it across. And they sure expect a big return if they could get it, alright, but they figure \$5000 a day. You know that cant be got without some great luck.

We are trying some more lists and if it dont pull we will have to write up another appeal but the trouble is I cant stand it being out of work & I cant get any. Maybe things will break better soon. Out of 14 000 we

get 5 enrolments on 1 week plan. Why the Man Power
book go 8% if I'd only money to buy right name and
make big snatching.

Did you get money from Redmond.

" " think about that ad: plan.

Have you any names we can work on

I am going to try & talk magayin to them

I wish you'd write. I hear from no body
only people who give me hell

Why in hell don't you write,

Well for plugging away for us & well win

yet old boy

Will soon love to all

George

How about that book idea. That bastard Klein
sold about 3000 of his. Can you beat it. 200 in one day.

As soon as possible I'll be up for not bidding
the business that keeps me down

Write to Phil's address