

\$ 1.50 M.O.
pent.

Takerman. Ont: Canada.
Jan. 23. 23.

Dear Pal.

I received your welcome letter O.K. yesterday, & was pleased to hear from you, & you will have received my other letter, re the asso. I know you will accept it, & I have the money you sent in to Bernard, as he sent it to me, & I have another sub to send you. Willoughby, I keep well acquainted with what we do, as he is a good organizer, & game for us. He approves of you as Treas., & I have been thinking, perhaps if we cannot get members for \$3.00 we should take them for \$1.50, as that is the asso fee, & they can buy the mag from the news stands. I came to this conclusion since we are now by ourselves, we should do what is best for the asso.. The members have the privilege of saving 50 cts, by subscribing for the mag: with the asso. I should have sent you a sample of how to have a record certificate made, & if I have time, I will make one out for this letter.

Yes, Pullum wrote me that Strength was handling his book.

Calvert got in touch with Pullum, thru me, & some others. I sent him addresses. I do not think Pullums will sell big, as you know, British goods do not as a rule sell big in U.S.A.,

No, Pullum has got over most of his difficulties. He wrote me that Aston, Wheeler, & some others got wise to the effect that they were being made pawns of against Pullum. It seems Iack supplied the money, & Saldo started the thing going using these other parties, & thier influence with the press. Wheeler is back with Pullum now, & Aston & he are good friends. Yet he told me he had to mortgage his property in order to raise funds to go ahead with that book, as he went behind with his course, thru the others knocking him. Yet I beleive Pullum has more prestige as the Camberwell instructor, than as a successful mail teacher. His course is very cumbersome. He gave me it for inspection.

No, Ott: His book does not encroach on scientific lifting. Because he does not define the scientific part of a lift, very little more than others have done. He simply gives the ruling of the 42 B.A.W.L.A. lifts, & then shows how it should be done to comply with the ruling, & with little scientific explanation. You can understand that that would be impossible for to explain 42 lifts in one book.

I have many letters from many of our lifters, who tell me that if I put out a book it would kill his for the real science of the game.

He cannot market his course over here, as he requires weights, & he cannot sell it for the British price, & employ an agent, etc, over here, & advertise & succeed. He is not known enough anyway, I beleive me, the Milo people mean that he is not going to be known anyway, because I know why.

I saw thier letters to him, & altho they asked for articles from him, they would not print them, & when I mentioned him in my articles, they would not print it, nor of any of the other British lifters. They would just sometimes mention the names, & that was all. Why? Sure, you know.

Now, Ott: I am going to tell you some more confidences, which may surprise you, but I would not tell any others. I may be wrong, but it pays to watch.

Earle told me, that a course bearing my name would be a success, & other P.C. experts told me I was the most asked about thru the mails. This is worth knowing. Well, Earle says he would use my name in a course when he saw the opportunity. Did you ever read between the lines re this, old man? I suppose you noticed, that I do not talk a lot. Earle did, & said I must think a lot. This is right. I am a deep thinker, & sometimes I come to conclusions way ahead of time, & think over these thoughts, Ottley. He said Hysons course was not paying. The thing struck me, that only in the event of Hysons course playing out, would he consider me, or in the event of his playing out would he consider me. He would be repeating his financial success at my expense, & perhaps try to pay me as he does Hyson. Which is I would say is only a pittance. He agrees that he only runs Hysons course as a stand by, & to help his. He might do the same with mine. You have noticed how he speaks of Hyson in his own ad: which hurts Hyson. I would not allow that. Again, he says he only wants to have a certain amount, & he would be satisfied. I know he has trebled that amount, & I believe it is only a means to put me off, & still hold me. He is astute. I told him I had to have something before spring or else I would quit the game. I have the idea that he wants me, as I am a big booster, so he said he was making me his Can: age agent on a commission, & to stay here. You look at the Feb: issue of P.C. & tell me where he mentions me as such, & how much of a living could I hope to make out of such an advertisement. He said it would be in the Feb: issue, & larger in March. Now I believe my thoughts are right. He wants me as a stand by. I have often wrote him to get me a good job, thinking for all I have done he would, but he always puts me off with promises of what he will do for me. Him talking about helping me might go verbally, but what if I asked him, then I would find out, & I do not believe it is wise to tell him our ideas, for a course, for he could hurt us, simply by not advertising me, & advertising others as his best pupil, & boosting fake stuff as he did for Atlas, which would make me look inferior. My plan is to go ahead best way we can, & then we will know when we are ready, & ask him, & if he says some put of answer, we can shoot in our ads, & ask him to not print me more, & we have prevented him from boosting any other over me, & got an ad in where he is at the last moment, cannot shoot anyone to replace me. If he will, we will work with him. You know Ottley it is wise to think like this, for I have found it is this that counts, for I have been let down too often & take no more chances. Just you & I know this. I like Earle, & give him credit for his business astuteness, & business comes first with him, & whilst he would still be our friend, he would only look upon outing us, as one wrestler would at putting a hold over the other man, by him not thinking ahead. You get me.

The book idea we can do some seputing for, & I believe convince some Co. to handle for us.

I understand your position; & that is why I say we can do better together. Whilst we are apart there is very little definite can be done, as this writing never does sufficiently, as you know, & involves a lot of time. You have the right ideas of a course, & I am not going to write anymore about it, because the next thing is for us to get together.

I believe we should run our course in the Co name, because I know the reason Neubauer failed was because Earle had used him, & some others too.

Now old man, I am not going to write much more, for I think our long letter writing is over, since we are both agreed to get together.

I think the fair business is our best asset, but we want to work out our act so we can tell the agents what we have, & can give a try out for them if they wish to see it, & have a name for ourselves.

Now about me coming. I thank you a thousand times for your splendid offer, & I appreciate it. But I would not dream of coming & not paying for board till I got a job. I will be glad to stay with you, as it will make it so much better for us, but I would like you to see some of the places where I might get engaged, & they may not be just ready for me, which would give me a chance of fixing all up here. You see Ottley, I own this place & business stand, & I would like to get rid of some of the stock, & get in accounts before leaving. I want to leave here, as there is no business anymore here, in my line to pay.

Of course if you could get a job, & it needed quick coming, just wire at my expense, as I can arrange things with my wife to fix up. I am commencing now to make things shipshape. Of course, I would not wish to come until your wife was good & ready, & well, that would be soon enough.

Now I have a pair of big bar-bells, & if you think it wise I will bring them, we will need them for our act, & I will bring Pullums bar for you to use, & his book, & course, etc. Other stuff we can make when I come, for acts.

You cannot get Pullums book yet over here. He sent me one as a gift. I will send you it to read & study over if you like.

The only job I do not want, is to be a horse shoers floorman all the time. I work at the fire, & am willing to take a spell at it on the floor, or floor for my own work. That is all. I can work on newspapers, in fact I am good for must work. Only I do not want to be working late hours, as that would hurt us working up our show.

Now old man. I am leaving all till I see you, when we will discuss all from every angle, & index our conclusions for referance. I will come just when you think it is time for me to come, & you can handle me. I told Earle we were putting out booklets & asked for his mailing list, & we will see what answer we get. I am with you all the way, & will be ready anytime. Good ideas you should index, as I do. Do you notice the Matysek is not advertising this month. I expected this after the Milo wrote him up last month in thier ad, as thier pupil winning the contest. Little advertising this month.

Well, I guess I will close, & hope that your wife will soon be O.K. & that you strike something soon for me, & we will soon be getting things going.

Your sincere pal.

George

We will leave the photos all same

I am afraid the match is
going to fall thru, as I have got no
answers from Marinneau for some time.
I gave them till this Wed night or it
was off Snyder got the title.

We can rely on Snyder as he is anxious
for me to help him & is grateful for what
I have done for him. It would be
wise when you have time to call
him to cling to me, as you know I can
help him. You understand. Don't tell
him we are together.

This last sub is for E.P. Rose
Hewerstick
NY