

PUBLISHED BY THE MILO PUBLISHING CO. 2741 N. PALETHORP STREET PHILADELPHIA, PA.

January 3, 1927.

Mr. Ottley R. Coulter, c/o General Delivery, Uniontown, Pa.

Dear friend Ottley,

You must excuse me for being a little slow in replying, but 1 get so little time to myself it is almost impossible to steal the time that 1 wish to write you a long letter.

I received both of your articles which are all right. I would like to receive your third article for you see that we are banking on these three from you monthly. If you feel that you cannot handle them let me know because we cannot afford to take things on chance as it might mean that you could easily run us into thousands of dollars by waiting a few days over time.

If you came into this field you would take over the stuf that has been written by Russell and Dombenski, and also handle the Doctor's Department, but I think that you are not in position to come so there is no use considering it.

With reference to all you say on the subject will say that although you work with me it would not hinder your progress with us as I would be in better position to help you go ahead. The fact that you would not be writing in my field would not hamper you, but Mr. Redmond would not care to allow anyone else to write on that subject for the simple reasons that it is too costly a subject to experiment with. As you know 1 am going into the book field more than ever, and you would simply take over more of the stuff and probably handle the A.C.W.L.A. as well as other stuff.

I am afraid there would be no opportunity for you in the shipping department inasmuch as an oncle of Mr. Redmond handles that end.

When writing on the Men's Field you can consider any of the following subjects:- Calesthenics, Swedish, Concentration, Breathing, Stretching, Contraction, Dumb-bell, Spring, Expander, Club swinging, Massage, Wand drill, Speed drill, Suppleness, Pulley weights, Relaxation, Muscle control and Posing.

You know there is nothing in the world that I would like better than have you with me, but I positively would not allow you to come with me unless I know you had something



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permanent and that you would do well on. I miss you very much as I know there are things we could do together which I cannot do alone, but as you say you are not getting younger and have your family to take care of.

Of course, this job is one that would get your nerve as all the time we are working under high pressure and it is not the cynosure it used to be.

Unless we can do something more definite and positive, I would not desire you to give up where you are. If anything does develope which I think is worth your while I will let you know.

I am glad to see that you are doing so well and if you are getting to that satisfied state, take my advice and never leave. I have done exceptionally well in **one** way and another, but I have had so much trouble in the last three years that it has considerably over balanced anything that I have done. I wish it was possible for me to get up and see you for a few days, but I can't even go home. You must not think that because I don't write or send you any tokens of appreciation that I forget you, for I don't, but I am just so busy that it is constantly batting away for me. You must excuse more for this time, but let me have your other article as soon as you can, and tell me definitely whether you can give me three articles each month or not. They should all be in by the 15th of the month, so this third article I must have in before the 15th to be of any use to us.

Give my kindest regards to Ethel and the children, and take good care of yourself. With kindest wishes and best regards, 1 remain

Your sincere friend,

GFJ/CM