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field in Chicago. In addition, I have called another 12 men on the phone in his behalf.

These letters were to Publishers of all Chicago newspapers, to the Western Managers of a number of magazines, and to the radio chains. Very few of these people, though, can actually hire, with the exception of the Chicago newspaper Publishers. The others merely recommend to their Home Offices.

He has made the rounds and, while he hasn't landed anything, he is well-pleased with his contacts and has some good leads.

Out of these letters, he has had a number of men write letters of recommendation for him to their New York and Philadelphia head-quarters in the magazine field, and to the radio heads in New York City.

Of course, we could give him another 27 letters to cover the entire city. But I told him that I believe he should contact only the important ones at first.

He left for New York the end of last week and I have given him 17 more letters of introduction to important men there and am sending him approximately 15 or 20 more.

Mr. La Ban did not expect to come to Chicago and land a job right away. It simply cannot be done. But, through the letters I have given him here and in New York, he should land something to start on.

From my observation of him, he certainly measures up to your statements. This is to indicate to you that he is on his way, I am certain, to land something. I have had several telephone calls from people he has called upon and they tell me that everywhere he went he made a good impression.

I have given Mr. La Ban a lot of time and work, not only for him, but because of you.