

Will you also please send one to Mr. U. A. McBride, Lock Drawer 300, Jefferson City, Missouri. Mr. U. A. McBride is a cousin of C. E. McBride, of the Kansas City Star. Mr. McBride is a former postmaster of Warrensburg, Missouri, and a very dear friend of mine. He is in the State House at Jefferson City.

While at this party I told the people of the wonderful effects of the Arch Normalizer and they all wanted one, so I am sure you will get your checks. Of course, I want you to write them the usual letter offering them the thirty-day trial, but I am sure you will receive checks from most of these people at once. Since Mr. McBride has a political position he may be slower in remitting. I understand that his finances are more limited.

Now, the best one. I wish you would send one to E. C. Quigley, of St. Marys, Kansas. Mr. Quigley is Supervisor of Umpires of the National League. His home is in St. Marys, and I see him quite often. I had my Normalizer with me in a grip and I took him up to my room and demonstrated it for him. I told Ernie Quigley of the great possibilities that he might have of putting this normalizer in each of the baseball camps. He said, "Sure, I can do it, and if it does the work I have untold contacts." So I believe that we can eventually make a deal with him that will mean much to us financially. I am still feeling that we could get together on a partnership deal that would mean more money for each of us.

I believe that it would be a good idea to let all of these fellows pay for the first one and then let the business deal come later. What do you think?

In regard to the U. S. Rubber Company, I will write you more fully at a later date. I have just returned from this trip, and want to have a little more time before I write you on this. I know so many of the U. S. salesmen who sell the Ked shoes, and I believe I could do more good by getting in direct touch with the individuals than by merely writing to the firm.

I haven't dealt with the local police department yet. I am individually contacting people who have confidence in my advice, and haven't yet put myself in the place of a salesman. I know the police here very well, although I have never slept overnight in one of their compartments. I will seize upon the first opportunity of contacting them.

With best wishes, I am

Sincerely yours,