

field. I have made a start with the greatest company of them all, The New York Telephone and Telegraph Co. I have been trying for a chance with the Ford Motor Co. for the past two years. I got it last Friday. One of my best friends knew the Asst. Mgr. of one of the big branches. That does not say that it is in the bag but even tho their local Ford Doctor likes it I couldnt get to first base without this mans kindly help.

I also want to reach the big Accident and Health Insurance Companies.

I am a real Irishman. I love my friends more than money and those who help me are never forgotten.

Do you think that it would be a good thing for you to select a particular coach of Track to try to interest Track Coaches and Trainers We might make more in the end. However that looks like a small field. We could rearrange the commission end of it for this purpose. If you get any other new thoughts on this subject drop me a line. It is a pleasure to work with you, and I am trying not to cross the wires. Regards.

FWL.

I will write letters of inquiry to all whom have been sold in your partb of the country. Will give them a little more time. Expect to get Earl C. check very soon I sent him a bill.