

Urbana, Missouri.  
Route #1,  
Sept., 15th., 1939.

Bear Phog -

Received your letter of August 12th and better late than never will answer it this morning. Have had lots of company this last month, and it has been so damned hot and dry havn't had energy enough to whip a cat.

Claude Nichols was here August 23rd and said that he had mailed you a bottle of "Sporodyne". Think you got the wrong impression in regard to my letter. Did not want you to give it to the trainer but wanted you to keep it for personal use, or if you had an exceptionally tough case to try it out, and I am sure it will open your eyes. I asked Claude to mail you a bottle and one to Dr. Hub - Little Hub turned his over to a skin specialist in St. Louis, and is very much interested. Even Big Hub is sitting up and taking notice as he got some for North Mehornay for some kind of a skin infection and it is getting the job done. I have gotten three bottles for three of my friends in this section, and it made real converts out of them. I am not the least bit interested in the sale of it, only I am a good friend of Claude Nichols at Versailles who has the distribution of it in this section of Missouri. Murray Nichols, who was our ex-partner in the Automotive business is in Dayton, Ohio looking after the sales of it for his brother Harry Nichols. Murray was in Kansas City last Saturday and was telling Hub his troubles in getting it in the big chain drug stores, but says he thinks they are over the hump now as the two last months have put them in the black. Dr. Scholls have offered them fifteen thousand for it, but they claim if they sell they want a royalty also. Lets forget all about the damned stuff as I am not trying to sell you anything, but thought I was putting you hep to something that would be a benefit to you, and really think it will be. Know there are scads and scads of remedies on the market, but the old world does advance and sometimes someone finds something that is head and shoulders above the rest of them.

Over night Hub had a chance to dispose of the business and he let it go - He was dumping every cent he could get hold of in ~~the~~ business and each year we went further and further in the hole, and it is a cinch we didn't get anything out of it. I did not average thirty five dollars per month out of it, and Hub a very little more. Dr. Needled poured cash into it, and was carrying the load, and finally said to turn it loose. It was practically given away as Hub sold it for \$1,000 to Ted Kuhn, and he was able to clean up all of the back rent and outstanding wholesale accounts and quit with a clean slate. Told Hub I had gotten a letter from you and he said that he would pay you for those tires you traded in when he saw you. Think he was out in Lawrence when you were down South. Am sure he used two of the tires on his car - I did not hear from you, and I didn't touch them. He is trying to collect some of the old accounts but when I saw him last week he was having very little luck.

As you remember I told you I was fixing up this farm with the intention of operating it on the shares, and have been down here most of the time for the past year. I would go in and help Hub on the first of the month, and then back as quickly as possible. Have it pretty well stocked and am getting started. Getting it all in Lespedeza, and it will be a stock farm on a small scale.