

Personal

April 19, 1948

Owen W. Maloney
Box 1476
Maloney Crawford Tax Co.
New Orleans, La.

Dear Owen:

I have been wanting to write you a letter for sometime especially after my recent visit at Tulsa. Naturally when we get together we talk about our children and grand children.

Your Dad feels that you are making good and is highly pleased there with. There was one thing however that he mentioned to me that I thought I would pass on to you. It seems there is a company in New Orleans, which you will doubtless recall, that was formerly a good customer of your firm. For some reason no orders have come in for a long time. Your Dad feels that perhaps you called a time ago and failing to get next to the party you wanted that you stopped trying. As Grandfather to Grandson I will advise you to crack that nut just as quickly as possible. Go in to the place of business with a lot of assurance as if your visit really meant something and then talk turkey!

I will tell you an interesting incident which may be of value to you. George Holingberry has made a great success in advertising and now has a big agency of his own which, I think, deals in radio advertising. He has a magnificent home and always treats Dolph and Marie with great love and interest. Dolph by the way gave him his job in advertising.

The story I wanted to tell you is this. When George went to Chicago he tried several times to see the advertising manager of the Hearst newspaper, but never could get by the girl or man who stood guard. Finally the day came when he refused to be