stopped by the guard and forced his way to the office of the big guy. Undoubtedly the imagination of the man was this. If this youngster can break through my guards, he can break down the guard of other fellows who might have had advertising for our paper. George got the job he sought and when he left to go into business for himself, he had become advertising manager for the paper.

I know it would do your Dad more good to have you see this party and break down his resistance than it would to secure a \$10,000 order from some one else. As I unterstand it at this time about all you have to sell him is the good will and ready cooperation that your company stands ready to give. Enough of business.

I think you write a dandy letter and I am always glad when we receive a letter from you or when I have the opportunity to read a letter you have written your parents. Your parents and Marilya came up for the Spring Track Meet and I had the pleasure of having your Dad with me and with John Simons while Blanche stayed at home with your Grandmother and Marilya was out with her boy friend. They left about 11 o'clock this morning for home and we certainly had a grand visit.

A little over a week ago your Grandma and I went down to Tulsa on Tuesday and did not return until Friday. We had a grand time with your folks. Their yard looks pretty and your father appears to be in splendid shape and in fine spirits.

When I see you ask me to tell you of the visit I had with Frank Seested of the Kansas City Star many years ago. In a way that may compare with the visit I asked you to make to the man unknown to me, but doubtless well-known to you.

Lots of love,