

April 19, 1949

Mrs. A. T. Klapis, Jr.
729 Eighth Avenue
New York 19, New York

Dear Pat:

I can't expect to half answer your good letter of April 12. I am very glad that Andy has started his work and feel sure that he will make a worthwhile hand at anything he undertakes. I didn't know what Andy would think about my mentioning his voice in my letter to Upjohn, but I thought it would not hurt. Nearly every reputable business likes to have someone in its employ who can appear well before the public. By the way, we have a very enjoyable singer in Clayton Stone, who is a member of our advertising force. He sings with the greatest of ease and evidently without embarrassment, and he has the remarkable ability to start on the right key without accompaniment.

In regard to Andy's career, I am not sure but what a good job bringing in a fair income and singing for pleasure on the side, might be an even happier life than to train for grand opera, then sing for a number of years as a leader and later on as a filler in.

I am glad that Andy's supervisor called on his wife, a real part of the double team.

It is rather odd that Otis King, who is with us now, is also studying Zoology. He is hoping to be a college professor. I think a salesman has to have a certain amount of confidence in himself and his company in order to make good.

As I read your letter, written in your own pleasing handwriting, it brings me almost face to face with you. I think things are going to work out satisfactorily for you, and I shall be happy to know that it comes to pass.

There is nothing especially new here to tell you. The Lawrence Hardware is still doing a fine business, although I think they are hedging a little in buying. I take this from a conversation I had