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NEW YORK OFFICE - Principal R. J. B.

FROM LOS ANGELES OFFICE - Manager T. O. S.

DATE Jan. 8th 1934

RE Manager's Weekly Letter

*Attention
Burns
Why can't he get the insurance?*

NEW YORK OFFICE
JAN 11 1934
U.S. DEPT. OF JUSTICE

Refer this communication to the following before filing

FIRST

Dear Mr. Burns:

We have been rather busy here endeavoring to organize a department for solicitation of Crime Prevention Service and new cases. At the present time we have Mr. Howard Chapman in charge, and in addition to Mr. Chapman we have also taken on three other men, two of them being on a trial basis as far as we are concerned.

ACTION

SECOND

A great deal of solicitation was done by Mr. Chapman and by the undersigned in an attempt to put across our service in connection with guard duty during strikes and some of the organizations, including the milk associations, are now in a position to use our service. Unfortunately, however, we are absolutely unable to obtain any sort of insurance to cover our men and our prospective clients are very much adverse to signing any agreement that they will provide the insurance for our men. This was more forcibly demonstrated last Saturday when we finally succeeded in getting a guard into a milk plant through the offices of the Milk Association, only to have our client decline to sign the amended authorization form.

THIRD

Both Wheeler and Nick Harris are furnishing guards at \$6.00, per day, of eight hours, with insurance. There are many other strikes coming up and if you care to authorize me to handle same, for inside duty only, or otherwise, without having the men insured, I shall be glad to receive word from you to that effect.

FOURTH

Yesterday I visited Agua Caliente. Business has been rather poor due to the falling off of tourist trade from Southern California to Mexico. I talked with Mr. Radcliffe, Manager of the Hotel, and he seemed to feel that our service to the hotel has been very negligible, and that there is some contemplation of cancelling the contract. I attempted to point out the advantage of continuing, and believe that with the reinstallation of Warning Bulletins to regular subscribers we may be able to renew the contract. I also talked with heads of the Casino and the auditor with respect to having someone check the Casino at a close date, and I received some encouragement.

RJB:TOS

I am continuing to contact our regular clients and also endeavoring to build up future business from such people as Baren Long, who now owns the Biltmore Hotel, the Sheriff's Office, RKO Studios, and others of equal importance.

Principally, we have put into our Crime Prevention Dept., a great deal of actual service with but little cost to us. I feel sure that if you care to inspect the canvassing reports rendered by this office that you will see for yourself that a determined effort is being made by us to secure all of the business possible.

We want this office to be the best one in the circuit and any suggestions which you care to forward to the undersigned regarding ways and means of fulfilling that ambition will be appreciated.

Yours very truly,

LOS ANGELES OFFICE

Per 
T. O. Slack - Manager

TOS:ST