

UNITED MUSIC, INC.
524 Penn Avenue
PITTSBURGH 22, PENNA.

ELMER W. VOLKMAN
President

ANTHONY L. LEY.
Sec'y - Treas.
September 8, 1945

Dear Mr. Beal:

Every store has among it's customers certain ones on whom the very success of the business rests. These are the satisfied customers who buy regularly month after month, year after year. I have regarded you as one of this class, assort of "CHARTER MEMBER" as it were.

Your name has been a familiar one here at United Music, Inc., but a recent examination of our records show your membership expires this month.

Perhaps at this moment you are thinking of renewing the same, so I am enclosing a membership list for your convenience.

We have tried and succeeded in making United Music, Inc. a honest legitimate song Publishing Co. so at this time we would like to take the opportunity to say a few words about the work we are doing to help all songwriters. Organization takes a lot of work, time, and money. The easiest of these three is the money. You merely pay a membership fee and you have done your part as a good member. The work is done for you by our officers and we all put many hours into our efforts. We receive no money and expect none. Time is required to make contacts. For example the men to whom we have written such as JOHNNY LONG, MILT HERTH JACK BERCH, the LANDT Trio and others, will know there is a United Music Club. While the immediate results are not apparent to you they do however have a definite value.

We are dealing in a field that has a poor reputation for honesty. Many people have spent a lot of money on crazy schemes. The amateur songwriting game has a bad name and everyone we contact has to be hammered down before they will even give us a break. There is so much corruption along these lines that decent, respectable people and companies are scared to have anything to do with it. Many unscrupulous men have gone to jail trying to chisol amateur writers.

The amateur is barred from everything and is licked working alone. This is why it is necessary for you to continue your aid in this battle of recognition for you and all amateur writers.

We are hoping to keep your name a familiar one here at United Music, Inc., and by your doing so, help yourself while you are helping others. Let's hear from you soon.

Yours for success,

UNITED MUSIC, INC.

Anthony L. Ley
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