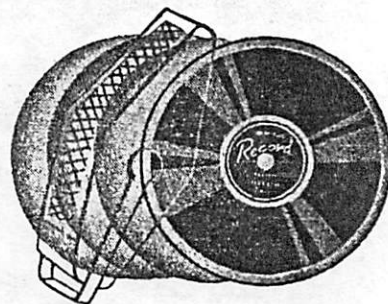


HOLLYWOOD RECORDING STUDIOS

P. O. BOX 87, PREUSS STA.
LOS ANGELES :: CALIFORNIA



November 22, 1940

Art Beal
San Francisco, Calif.

Dear Mr. Beal:

Thanks for your inquiry. I trust that this will be the beginning of a long and happy association.

The biggest problem for the capable amateur songwriter has never been the writing of good songs but the SELLING of them after they have been written. We have a plan for the solution of this problem and I know you will be greatly pleased with our method.

We offer song poem and lyric writers FREE melodies for their compositions. If you have a song poem or lyric with hit possibilities, we arrange for a professional music writer to compose the music for it. You and the music writer become partners on the song and share equally all profits from it. Song poem and lyric writers should not pay for melodies as any legitimate tune writer is happy to compose a melody for a good song poem or lyric WITHOUT CHARGE. He, like the song poem or lyric writer, depends on the sale of the song for his earnings.

To sell a song it is necessary to put it in salable form. To do this it should be RECORDED. The best proof of this is that the professional songwriters use this method almost exclusively. A phonograph record commands attention and the person listening to it hears the song the way you want it heard, not the way some careless piano player performs it.

Before any songs are recorded, our staff makes any necessary revision. This is done without charge. The master records on all songs are sent to the writers for their own personal use and pleasure. The other recordings are turned over to our sales staff to use in the marketing of the songs.

We are indeed fortunate in having as chief of our sale staff, Mr. Clarence Freed, who has close connections with leading publishers, studios, phonograph and transcription companies. If your song is accepted by us, Mr. Freed will personally handle the marketing of it. In the enclosed folder you will find his excellent qualifications for this position.

Chief of Staff
CLARENCE FREED

Musical Dir.
TONY STANFIELD
Bachelor of Music

Gen. Manager
HAS. FRANKLIN