

70 Wilson Street, Brooklyn, N.Y.
March 4, 1928.

Colonel Parker Hitt,
War College, Washington, D.C.

Dear Colonel Hitt:

Although my experience with you as a correspondent has not been such as to encourage epistolary effort on my part, yet I am taking up with you once more - and this time in a wholly formal way - the subject of my cipher principle and its executant device.

I offer through you to the United States Government the right to make, and to use in its various departments, as many of my machines, of as many different models, as it deem advisable.

In consideration for this right to use both my principle and my device, I ask that the United States Government give me such compensation as it may consider adequate - the judgment of the United States Government in this matter to be accepted as final.

You will recall that in a telephone conversation subsequent to that letter you wrote me, you were good enough to say that you would be glad to have me call on you at the War College when my machine was completed, and you volunteered - very kindly - to put me in touch with the right persons.

Well, after lengthy investigation (which has been hampered, of course, by the fact that I am financially unable to afford little more than my spare time to this matter) I am satisfied that it would require anything from \$6,000 to \$10,000 to build a couple of machines, along the lines of my original plans, for demonstration purposes. I have come finally to the conclusion that it would be foolish to go ahead with the erection of these machines without being au fait with the requirements of the several departments, as well as the specifications they might designate.

For these and other reasons I have concluded that it were best for me to submit my principle to the War Department, for instance, together with a couple of inexpensive, but operable, working models for examination.

I intend coming to Washington in the course of a few days - probably this week - and I am writing now to ask you what you think of my idea, and whether your offer to introduce me to the "right people" is still open?

And now, Colonel Hitt, speaking as one business man to another, may I remind you that I am making the simple effort to introduce to the United States Government a machine which I believe to be - so help me the Eternal! - the only perfect thing of its kind in existence. Not alone do I offer to submit to any tests which may be devised to try my principle, but I invite them cordially. If in these circumstances I derive any emolument from the subsequent exploitation of my machines - say, from foreign governments and industrial enterprises - and if I were to make material acknowledgment to you of any assistance you had given me in helping to launch my device, I say emphatically that I cannot see how even the most rigid code of honor would thus be violated either in the letter or in the spirit. If this matter appear to you in a different light, or if you view it from another standpoint, will you be good enough to say so explicitly, and I shall withdraw this whole paragraph, with an expression of my apology.

Very truly yours,