

-4-

You're no doubt busy as usual, Lertuak, and planning Convention too. Give everyone our regards - we hope Peter's health has improved.

Erma looked tired when we saw her the week before we left - this is a hard time for her I know and I hope it will be over quickly. I mean the divorce, of course, since if no one's had time to write you about it you may not yet know - but I imagine you do, "Sing ho for the life of a bear". But not of a human!!

Has your vacation ended or is it not until after convention? I hope it will be a very pleasant trip in every way. We intend to see as much scenery as we can - Tues. we'll drive up to Sequoia for the day, Paul has Xmas decorating appts. Wed. & Thurs. from Tulare north to Stockton - then we'll go down to L.A. Fri. & hopefully look for an apt. to rent for a month. You'll hear me again soon.

Love, Lee and Paul
P.S. - Thanks for sending book, Lertuak - check enclosed.

Sh. in. - The \$120 is for the two \$50 pmts for May & June plus \$80 for July 1st, our mail will be forwarded to us from Phoenix, so if this is wrong let me know & I'll correct it.
Dear friends,

If I hadn't filed this envelope away in my "Important Papers to Take" file you would have received these checks much sooner. I just unearthed my file upon arriving inakersfield Monday. Our "Guggenheim Collection of Humor in Modern Art" opened Tuesday at the Valley Plaza Shopping Center here and will continue through Sunday. Our portable museum, which consists of 28 pegboard panels, variously dark royal blue, light pink and white in steel frames, is located in the center of the mall and is doing well considering the interest in art here is "nil" according to an artist who has his paintings which are for sale displayed in the mall near us. We had 200 people in Wed. one of the nights the stores are open they'll also be open tonight

says the only thing wrong with it is that it's in Lakeland! Gosh, you'd love the colored strands of beads hung in a swirl from the ceiling and lit from above in the mall and a lovely fountain in another part. Maybe you can see it sometime.

Lula and Lani and Tina are having fun swimming in the motel pool twice a day - we bought L. and T. life jackets to wear so we wouldn't worry about them. Marc helps us, of course, and we'll miss him when he starts school. He has to be there Sept. 20th. He had to have a physical exam for Stanford before leaving Phoenix - the only thing wrong with him seems to be flat feet!

We left Polly in Phoenix with a nice widow who used to be a nurse and who takes care of several elderly ladies. She (Polly) has her own room and I think will be happy for a few months.

so I imagine we'll do well today and tomorrow. We're charging only 25¢, which the center will receive, since they're paying us \$175 a day. Our next engagement will be at Century Square in W. Los Angeles and will begin July 11th for two weeks. From there we'll go to Costa Mesa, then Escondido & another I've forgotten. Early in Sept. we'll be going up to the San Francisco area where we have dates in San Jose, San Rafael, and San Leandro - all shopping centers with malls. Most are enclosed, air-conditioned malls, since we have no roof on our show. We do have our own lights and the whole effect is quite attractive. As soon as we have our pictures developed I'll send you a print, taken in this center, which is only 3 months old and one of the most beautiful I've ever seen. The manager

PO Box 559,
Lone Pine, Calif, 93545
July 25, 1967.

Mrs. Lee Perella,
4744 W. Clarendon,
Phoenix, Ariz. 85031

Dear Lee:

This is being written to you as you are handling the payments. Let us get the business part overwith first.

The last payments made on the three Notes, prior to the remittance of \$120.00 with your letter of June 30th, 1967, was on April 21, 1967. The new Note, to replace the first and second Trust Deeds on the Patio and for the sum of \$8,029.11, is dated June 1, 1967, with first payment of \$60.00 due July 1, 1967. As shown in your copies of the Record of Payments Books in red ink, the following amounts were due for the interim period between April 8th, 1967 and June 1, 1967:

| | |
|--|---------|
| 6% Note with face value of \$8,000.00 ----- | \$65.04 |
| 7% Note with face value of \$10,000.00 ----- | 95.57 |
| Total ----- | 160.61 |

Your remittance of \$120.00 I first applied to the May, June and July payments due on the unsecured Note with face of \$3,000.00, so that it is paid up to the 1st of August, when the next payment of \$20.00 is due. The remaining \$60.00 I applied to the 7% Note reducing the balance due to June 1, 1967 to \$35.57, and so reducing the total balance due on the First and Second Trust Deed Notes during the interim period to June 1st to \$100.61. This payment is for interest only. There remains the first payment on the new Note ~~for~~ for \$8,029.11, due July 1, 1967 of \$60.00 principal and interest. Thus the total still due on all of the Notes to bring them up to date is \$160.61.

On August first an additional payment on the new Note of \$60.00 and \$20.00 on the \$3,000.00 will be due and continue to be due on the first of the month thereafter.

the \$160.61

If necessary, could be added to the face of the new Note, but I prefer that it should be paid so that the obligation may be reduced.

Retain the old payment books for the First and Second Trust Deeds on the Patio for your files. In the future send the blue payment book and the one marked "Franklin F. Wolff (\$3,000.00 Face Value)"

The arithmetic on the above computations is somewhat complicated and I suggest the Marc check it.

Now for something more felicitous. Gertrude and I are glad to know that things are looking so promising for your exhibit. Good fortune attend your effort.

We were delighted to receive from the Dean of Admissions of Stanford a card stating that Marc had been admitted. I think that all he needs is a chance to get going and he will hold his own. If he does choose philosophy, I, for one, would heartily approve. No doubt there is less money in it than producing for mass-man, but there are other and greater compensations.

We returned from our trip on the 21st of July. This time it was only a thirty-one day trip. We took the west side of the "Range of Light" as the first main item, striking pay-dirt at Kernville and working up to the Olympic Peninsular. We gave special attention to the Sequoia groves, finding three we had never seen before as well as covering the better known groves again. High water everywhere. We experienced oppressive heat at Red Bluff and snow two stories high at Rainier. Shot up Crater Lake and found more white volcanoes in Oregon than we realized existed there. We went down the Columbia from The Dalles to Portland. Back down the Coast to Monterey, then across to the "Range of Light" and back by the way we started.

My best wishes and hopes for Paul and yourself; congratulations for Marc and the best of fortune for Linga, Tina, Rani and Polly.

Most sincerely yours,

Franklin F. Wolff

The FIESTA PATIO
as a Limited Partnership

I - Capital Requirements

1. Down Payment on Jacoby property, \$5,500.
2. Payments on Jacoby property and est. Lease payments on adjoining lot, December thru May, no income offset; payments @ \$93 and lease @ est. \$50 ... \$858
3. County & other fees ... \$500 est.
4. Drafting of detailed construction plans... \$900 est.
5. Display & Game Equipment Estimates:
 - a. Sierra Views--33 backlit color blowups, mounted... \$2500
 - b. Modern Art ---Materials, photos, and captions for approx. 28 paintings ... \$300
 - c. Mirror Maze---approx. 20 full-length mirrors & heavy sheet glass @ \$50 ea ... \$1000
 - d. Telescopes ---Three in permanent mountings ... \$600
 - e. Padded Cell---Foam Rubber, canvas, rings, frames ... \$400
 - f. TV Pitch ---Simulated TV Sets, interior, etc. ... \$500
 - g. Status Cymbals...Cymbals, Canvas, interior, etc ... \$500
 - h. Light Fantastic...Interior, special wiring ... \$500
 - i. Miniature Golf...Playing equipment plus materials for all special effects, tubing, mechanicals... \$1,000
 - j. Materials; signs, and lighting for about twelve humorous exhibits...@ \$50 ea ... \$600
6. Major electrical sign ... \$2500
7. Seven painted road signs @ \$150 ea ... \$1050
8. Tickets, passes, prize coupons, handouts, lobby signs and other printing ... \$1,000

EXPENSES OTHER THAN CONSTRUCTION ETC.

\$20, 210

CONSTRUCTION, REMODELLING

20, 202.00

1. Remodelling major building ... \$3500
2. Remodelling minor building ... 800
3. Upper level platform, golf course ... 4500
4. All fencing & labor ... 1600
5. Games housing & roofing ... 1200
6. Two metal staircases & balcony ... 2000
7. Supervision booths ... 300
8. Surfacing, etc., miniature golf course ... 1500
9. Flagstone patio & fountain ... 900
10. Upper studio & stairway ... 800
11. Flags, canvas screening, poles & lights ... 1500
12. Painting ... 500

\$19, 100

Total Capital Needed..... \$40,000.00

39, 309.00

II - Capital Sources

- A - From Perella mortgage, Prescott ... \$25,000
- B - From Perella savings & income due... 3,000
- C - Recommended Wolff investment ... 6,000 *
- D - Needed from other investors ... 6,000

* Secured by equity in Lone Pine Residence

- III - Admissions and Prices: Adults will be charged 50¢ to enter Patio, children under 12, 25¢. These "cover charges" will entitle adults to 2 tickets and children to 1 ticket worth 25¢ each, to be used at attractions inside Patio as follows:
1. Modern Art Museum & Telescopes ... 1 ticket
 2. Sierra Views & Previews Photographic Display ... 1 ticket
 3. Mirror Maze ... 1 ticket
 4. TV Pitch, Light Fantastic, and Status Cymbals... 1 ticket ea.
(these three Games will feature merchandise & service coupons as prizes for winners, publicizing Lone Pine businesses)
 5. Padded Cell will require no ticket
 6. Miniature Golf will require two tickets, adult or child.

Local Motels, filling stations, and restaurants will be enabled to buy name-imprinted courtesy tickets at the discounted price of 12½¢ per each ticket actually redeemed, on a monthly billing basis. These tickets will not be usable for admission to the Patio itself but only for attractions inside.

- IV - Seasons, Days, and Hours Open : The major open period will be from the beginning of June until Labor Day... 92 days. On these days the Fiesta Patio will be open from 10:00 A.M. to 11 P.M.

An additional 13 Saturdays preceding and following the Summer Season will be "full-open days" of 13 hours as above. Then in addition there will be 10 Friday evenings and 6 Sunday evenings in the pre- and post-season with open hours from 5 to 11 and from 4 to 11 respectively.

This gives 113 days open @ 13 hours per day, for estimation purposes.

- V - Basis of Estimation of Attendance: "Per automobile" is the basis, since all traffic counts have been by automobile.

a) Between 3,000 and 4,000 automobiles, excluding trucks, enter Lone Pine on the average summer-season day in 12 hours.

b) An average of 110 vehicles are parked in local Motels on the average summer-season evening at 7 P.M.

c) An estimated 30 to 50 camping vehicles are parked at local camping facilities and at Whitney Portal.

d) An estimated 200 cars stop in Lone Pine for lunch between 11:30 and 1:30 on an average summer-season day. (Dinner stoppers cannot be distinguished from motel stay-overs but an additional 50 vehicles that stop but do not stay is conservative.)

e) "Sherwood Forest" outside of Independence averages about 65 cars per day in the summer season and about that many on autumn weekends also.

f) "Contents -per-car" is taken to be two adults and one child. This is called a "family unit" for purposes of estimating attendance at the Patio. This count is conservative, since families with children will tend to constitute a much greater percentage of total attendance.

g) Average attendance per open hour: (In "family units")

| <u>Hour</u> | <u>Minimum to Remain Open</u> | <u>Minimum Expected</u> | <u>Optimum</u> |
|-------------|-----------------------------------|-----------------------------|----------------|
| 10-11 am | 3 | 4 | 5 |
| 11-12 am | 4 | 5 | 7 |
| 12-1 pm | 5 | 6 | 8 |
| 1-2 pm | 5 | 6 | 7 |
| 2-3 pm | 4 | 5 | 6 |
| 3-4 pm | 4 | 5 | 6 |
| 4-5 pm | 5 | 6 | 7 |
| 5-6 pm | 6 | 7 | 8 |
| 6-7 pm | 8 | 9 | 12 |
| 7-8 pm | 8 | 9 | 12 |
| 8-9 pm | 6 | 7 | 12 |
| 9-10 pm | 5 | 6 | 8 |
| 10-11 pm | 3 | 4 | 5 |
| | <u>66</u> | <u>80</u> | <u>100</u> |

In the above estimate, no account whatever is taken of local patronage from children, teen-agers, or adults, nor of visitors from nearby communities.

VI - Operating Profit and Loss Estimates

- A - Overhead 1. Hourly "wages", with attending personnel ranging from 3 minimum to 5 maximum, depending on anticipated traffic-per-hour; Paul Perella, Lee Perella, and a replacement adult @ \$1.50/hour; Marc Perella and replacement teen-agers @ \$1.30. Wages figure for 113-day operation based on 13 hours per day, allowances being made for short days on off-season Fridays and Sundays...\$8,000.

| | |
|---|-----------|
| 2. Land Payments & Lease @ \$145/mo. | ... 1,740 |
| 3. Utilities @ \$100 in summer months | ... 300 |
| 4. Utilities @ \$75 in April, May, Sept., Oct. | ... 300 |
| 5. Insurance, public liability, @ \$250/mo. for 4 mos., \$50 (fire etc. only) for 8 mos., | ... 1,400 |
| 6. Telephone @ \$10/mo | ... 120 |
| 7. Bookkeeping & other services, avg. \$50/mo | ... 600 |
| 8. Additions, replacements, upkeep | ... 600 |
| 9. Rental on road signs, incidental printing | ... 440 |
| 10. Allowance for contingencies | ... 500 |

YEAR'S TOTAL OVERHEAD ...\$14,000.00

- B - Factor of "expenditure per family unit" must be set as exceeding the absolute minimum of \$1.25 which is the amount of admission.

.Minimum average: \$1.75 (one of both adults and 1 child buy 1 extra ea.)
 .Expected average: \$2.25 (both adults buy 1 extra, child 2 extra)
 .Optimum average: \$2.50 (both adults 1 extra, child 3 extra)

(Note that for family unit to play miniature golf alone will require \$1.50 expenditure. For each member to visit each attraction, excepting "Mirror Maze" for adults, will require \$5.50, and without miniature golf, \$4.00)

- C - Combining 3 levels of attendance with three levels expenditure:
 MIN & MIN: Income \$13,051.50. Loss \$1,000 unless wage-hours cut.
 MED & MED: Income \$20,340. Profit \$6,340.
 MAX & MAX: Income \$28,250. Profit \$14,250.

- D - Anticipated goal of operation is based on the "minimum expected" number of family units (80) and the "optimum average" expenditure per family. This anticipation is in recognition of the extra business to be expected from local and valley patronage, and the extra income to be expected from the several vending machines positioned under the balcony in the patio-proper.

Using these figures, Income is \$22,600 and profit is \$8,600.

- E - It should be noted that the "break-even" level of operation is obtained with the minimum attendance, an expenditure of only \$2.00 per family, and with no account taken of local patronage nor of income from vending machines.
- F - The effect of discounted "courtesy tickets" will be felt only in the expenditure per family. If a family unit is given 3 such tickets by their motel operator, for example, they may not use these for admission, but only after entering the Fiesta Patio. If they purchase no additional tickets, therefore, the income from this family is cut to \$1.25 admission plus 37½¢ courtesy tickets redeemable, or a total of \$1.62½¢. It is felt that the extra volume of patronage, combined with the factors of families who buy tickets in addition to courtesy tickets, will offset this. If courtesy tickets prove hard to redeem, slow-pay users will be discontinued.

VII - Return to Investors in Partnership or Limited Partnership

In a partnership where a \$6,000 investment represents 15% of the initial capitalization, the following returns can be expected on the bases outlined above:

1. At minimum attendance, minimum exp/family....none.
2. At median & median...15% of profit= \$951. This=a 15.8% rtn.
3. At optimum & optimum.. " " = \$2137.50, or a 35.6% rtn.
4. With "anticipated goal", 15% profit=\$1290, or a 21.5% return.

Tuesday, Aug. 30

Dear friends,

I am sorry we have been in such a state of confusion brought on by our moving from our Clarendon address to a house about a mile-and-a-half northwest of it. Our address is now 5645 West Camelback, same zip code. A number of things precipitated the move: No. 1 is the fact that we needed an office since Paul, with the backing and financial and moral support of Cleveland Amory, is launching a conservation group here in Arizona (to begin with) called The Wildlife Guard (will try to find some printed matter to enclose on it). Its aim will be to try to preserve the remaining wildlife we have, try to help increase and bring back some almost gone species, and abolish completely the government's poisoning program in this state. If all goes well here, then we will carry on into other states in the West. Paul has lined up speaking engagements for Amory and himself in all the colleges with any size student enrollment in Arizona for a week in October when Amory will fly here from N.Y. We will rely mainly on young people's support; in the future, come electiontime here in Arizona, we'll be relying on their voting power. Paul's received much interest from faculty and many students at A.S.U. and U.of A. He goes to Flagstaff tomorrow to locate a sponsor up there, though the auditorium is reserved for them(us) for the night requested. I have to be brief about this, so I hope to enclose something else on it.

Another reason, though less important, for our move is that we needed more concrete driveway in front of our house to accommodate the art-show trailer and the Conservation Exhibit trailer, which will be returning in Nov. after a few more shows sponsored by Bank of America in Calif. We will have to sell the trailer and ship the individual display booths back to each conservation organization, but this will take awhile and the trailer must be parked somewhere temporarily. The city naturally doesn't want a huge trailer parked on the street indefinitely, and of course there's also the very large truck-camper that is pulling that exhibit. We will have to sell that also.

Then there were three unpleasant boys living next door which we were anxious to get away from. It seemed the right time to move. We had fixed up our house about as much as we cared to, doing some repainting on the outside, and it looks as if it is now sold. The real-estate man said today that he felt pretty certain the couple will qualify for a F.H.A. loan, so that will be a relief. Our home here is a joy; we have been in it 2 weeks and we're much happier. We have a very large swimming pool built in in a lovely back yard which has some citrus trees, other trees and nice flowerbeds with lots of flagstone, some grass. The girls are loving the pool, as are Paul and I, as it's almost too hot in Phoenix to get any other form of exercise in summer, though we have been riding bicycles in the evening too. There is a large front yard with wide driveway and extra concrete by garage to accommodate trailer. Three large birch trees in front yard and several more trees down side of house, which is on a corner. House faces north; it's white concrete block with pretty yellow shutters. Has a very large entryway, large utility room off of it to east; living room, large, is now an office set off from entry hall by wood folding door - Paul's fixed up office very nicely with desk for each of us and extra door-desk for more working space, plus our old filing cabinets, old white couch and tables and good old reclining chair from Lone Pine days. Kitchen faces entrance hall and is combination dining-room, kitchen, which we are planning to change little by little (new wallpaper on dining wall, etc.) Have a dishwasher (nice for Linda especially). Door out to covered patio and pool area. Another door near back door leads into a small den, which is now our living room, very pretty and cozy; we bought a new very comfortable couch and a wall-hanging wood unit to house the stereo and record

collection, etc., also two handsome orange etageres (bookcases to us) to go on either side of the piano. Using our old large orange contour chair and table there, so it's quite nice. Floor is carpeted, as all the other rooms except entrance, utility, and kitchen, with nice shag carpeting. Off living room is garage, storage to us, though there is a very large storage shed behind garage. Down hall from office are 4 larger-than-wehad-before bedrooms, bath, and private bath with our front bedroom. Best thing about place is that all the rooms have wood panelling in combination with painted walls, except for office which is completely wood panelled, and this makes a much better insulated house and much more attractive. Believe that covers the essentials.

Marc and Ripple just left last Sun. for Taos. They had been in LaHonda gathering their belongings together. I may have told you, or may not, that Stanford University contacted us about sponsoring the Guggenhead Collection for 10 days there, at just about the same time that Marc had indicated they wanted to go to their old location to pick up their books, records, and belongings in storage there. So we let them take the art show over to Palo Alto and make most of the fee they paid us. After it got set up they received such terrific response to it from alumni meeting there and local public that they called and asked to keep it two more weeks, so Marc and Ripple had to stay a little longer than planned but made a little more money also. They had bought a very old 3/4-ton truck in Taos to drive to Phoenix, so they made more than enough to pay for the truck and their trip and a bit to take home. Marc gets odd jobs in construction work around there and they seem to get along just fine. Many of their friends in LaHonda are moving to Taos and vicinity or have already moved; civilisation is beginning to encroach on that region of Calif. He and Ripple are well and happy and we certainly enjoyed having them here. We had a lot of hard work to do, cleaning our old garage out, etc., but it was easier with their help.

We had a nice letter from Harry Newman last week; he said they got to come up to Convention and I'm so glad they did. I had intended to write to you just before moving but got so busy I just couldn't find the time. Sorry about delay in sending this last check, Dr. Wolff; I just got my office records unpacked. We hope your Convention was a pleasant one and well attended by the group. Haven't seen anyone here lately, except Erma one day when I went to the office with Paul; they are supposed to come over next Sunday afternoon for a swim and snack, also the Shores and Christopher and wife (can't spell his last name); Mike and Willow Pounds are going out of town somewhere. Erma has been busy since her mother died, as most of the legal problems fell on her shoulders with her brothers living elsewhere. She had to fly to Houston last week, and Marc and Ripple were disappointed that they missed her. But they had to get back home; they were worried about their garden.

Must close now and start trying to get caught up. Sorry if this is a bit unintelligible but you understand I'm sure. I'm getting too old to move - but it surely is good to be here and not there on Clarendon any more! We look forward to having you come to see us this Fall, when I'm sure you will be coming to Phoenix??

We send love to you - and please ^{give} Peggy our love when you see her. (By the way, the leadoff funny item in Amory's column in this week's Sat. Review was sent in by Evelyn Eaton of Independence, Cal. Tell her we enjoyed it.) Will try to be better at corresponding; you're always so nice bringing us up-to-date with the news, Gertrude. Do you know you could make a fortune making furniture with the excellent work you do!!! I had no idea furniture had become so expensive! Best regards, *Lee*

May 25, 1972

Dear Friends,

I am very sorry so much time elapsed between communications and payments. The Perellas are trying to get back on their feet and right now it looks promising, but we have been waiting to receive a little money from several sources and thus the delay. Paul is representing the L.C. Williams Co. of Houston once again as "Director of Mall Programs", which only means that he calls on the larger malls around the country and works out special Christmas decorating programs for them. This is, of course, a very expensive operation for us as most of the traveling will have to be by plane. Paul just returned from his first two-week trip, and he started in Colorado Springs and wound up in West Palm Beach with Indianapolis, Grand Rapids, Toledo, Cincinnati, Nashville, and Chattanooga in between. This sort of traveling is too much too fast by auto, but when he leaves again on June 9th he plans to drive if he doesn't have so many far-flung cities to visit. He expects the next calls to be closer together. The factory is no longer owned or run by Mr. Williams, which eliminated the main obstacle, and the man who is now President of the firm used to be the General Mgr. and someone Paul always liked working with. They seem to be much more efficient there now and has advanced Paul traveling money (against future commissions) so we don't have to worry about how we can finance his travels. He is glad to be doing something he likes and knows about and has some good prospects from his first trip. These he will no doubt have to see again, as mall-decorating is much more complicated than the type of presentations he used to do to cities. Installation is much more of a factor, as well as storage; but the factory has beautiful decorations available for indoor use, so we are very optimistic.

I am staying very busy what with the end of school approaching - Linda's graduating June 8th (along with some 899 others) and is exceedingly busy. She is a student representative and her steady boyfriend is Pres. of the Senior Class, so much of the planning for the Senior activities has fallen on their shoulders. Last week she gave one of the speeches at the installation ceremonies for new members of the National Honor Society, of which she became a member last year. Last night she and many other

seniors were honored at a Senior Awards Banquet where those who were awarded scholarships from various sources were presented with certificates. She received scholarships and student loan offers from A.S.U. in Tempe and NA.U. in Flagstaff. She has declined both, partly because of the extra cost involved in living away from home or commuting to Tempe, partly in the cost of paying back the loans. (Marc is now paying back Stanford \$15 a month on the loan he received from them.) She has decided to go to Glendale Junior College for two years, and has applied for help from them. They have not received their scholarship allotment as yet, they have advised her by letter, but they are considering her scholarship application. Even without aid from them, it will cost her less to attend that school than to have accepted the offers of A.S.U. or N.A.U. The tuition is only \$250 plus the purchase of books. I'm sure she could work out a payment plan on the books if necessary. Besides, she expects to have a job this summer. She has her application in any number of places and is going to see about a job at a nursery school nearby this a.m. Because of transportation limitations, she has to try to find something in the west part of town and this limits her. But I think she will because she's smarter than average. I hope she gets one at the nursery school, as she's had a course in Child Development this year and they had the responsibility of caring for toddlers during the class period. She also plans to be a teacher, and this would give her an opportunity to practice and learn. She only had three courses this year (only needed one to graduate) - Government, in which she made the highest grade in her class; Child Development; and Speed Reading and Vocabulary, in which she also made the highest grade. So, naturally, we're very proud of her; and she's pretty too!

Marc is still in Taos but just returned there from Texas; he has some friends in Austin whom he visited, and he spent a week in Dallas with my parents; whom he hasn't seen in about 5 years. They were so glad to have him and he seemed to enjoy being there. He is still as sweet as ever but a little lonely I think, since he and Ripple parted - still good friends but not together.

He is working, construction work mostly; I hope he'll be able to come to see us but his truck isn't running properly so I don't know when that will be.

Rani and Tina are just fine and busier than anyone else; they have received awards in track and art and music and are both A students, which is lucky. They are going to be in different classes next year - Rani's going into a combined class of 3rd, 4th, and 5th graders who work on their own more, help each other, and spend more time in creative endeavors (after they get their required basic work done); the main requirement for this class seems to be responsibility, and I think Rani will be very happy here. She is much more steady and self-disciplined than Tina and tends to accomplish what she knows she has to do before doing just the things she likes to do; Tina tends to do the ~~latter~~ opposite. But Tina is a very sweet, outgoing person with much drive and talent. They both enjoy their ballet and acrobatic lessons and this summer they're going to take a 6-week piano course being offered at the nearby Jr. High, which is within walking distance. They like to play and this is so inexpensive that it will give them an opportunity to find out if they'd like to study piano more seriously. I play when I have time, but I signed up with Western Girl for temporary, part-time secretarial work, so I have had a few jobs of a few days length at a time. I won't get a full-time job unless I really have to, because if Linda is working this summer I'd have to pay out a lot for babysitting; and if Paul's prospects are good I might have an opportunity to go on a trip with him sometime later. I want to go to Dallas to see my folks, as my Dad isn't well, though the L-Dopar controls the Parkinson's Disease to the extent that he's able to drive just around the neighborhood. I've also been sewing some - when I can get the machine away from Linda. She's made her dress for the Senior Banquet and is working on her formal for the Prom Sat. night.

Now I've pretty well brought you up-to-date on the Perellas, superficially that is. How are the Wolffs and Lillian and Peggy, et al? Will you be coming to Phoenix in the Fall? We hope so. Paul doesn't have

any of the malls in California (they were already assigned to someone) or he would come to see you. We hope you are well and look forward to hearing from you soon.

Best regards to all;

Lee Parillo

P.S. - Paul is very disappointed with the way his relationship with Erma turned out. We had a Christmas card from her and he wrote her a note in January but that was the last communication. He doesn't go to Fred, of course; I don't think he ever felt any better when he did and we certainly couldn't afford him.

January 2, 1974

Dear Dr. Wolff and Gertrude:

I can't thank you enough for the copy of "Philosophy of Consciousness-Without-and-Object". It is truly a priceless gift, and you must know I really mean that.

I am extremely glad the book has been published. And its manner of publication is in my opinion excellent. I realize that the entire work could not have been accommodated in a volume this size, but I feel the selection for inclusion may well have been optimal. You have here a book which is within the easy reach of not only the scientific but the general audience. I fervently hope it achieves good distribution.

But even should it not, at this time, I strongly believe this book will live and grow in recognized importance. The message it presents is important above any other. It may be beyond many today, but it will never be less than wholly sufficient for any perceptive reader. In my humble opinion, it is an aeonic document and deserves to be protected and valued throughout all the future of this and other worlds.

I am not as familiar with the scientist's mentality as you are, but I do know the egotistical, self-serving, self-protecting mentality of men in general. Even so, I cannot conceive easily of a prejudice so impermeable that it would entirely prevent the infusion of at least some of this clear, bright light. I recognize my own prejudice, of the opposite sort, in regard to this book. Still I will say I find the presentation absolutely faultless. Taking alone the section that presents the basic argument to the scientist, I find every sentence strong, direct, without unnecessary, sequential, and incisive. As each possible avenue for counter-attack appears, it is met and wholly blocked. You have spoken of "more satisfactory than Satisfaction". Well, to me this book is more admirable than admiration. Again I thank you for this gift.

Coincident with reading the volume I turned over a new leaf of my own. Much purification is ahead of me, particularly in the coming year. I wrote at length to Erma. I tell you as I told her, that although I cannot effect a conciliation between the "required" worldly attitude for success in business and the kind of consciousness produced by your teachings and hers, I refuse to compromise any longer. I choose the latter at all costs. Thus I must place faith above self-reliance. Still, there appears to be a chance that I can pay my monetary debts this year--thru opportunities other than steady employment, but which seem almost dropped in my path. Hardly anything do I desire more strongly than to meet such obligations.

May 1974 be your best year ever - both of you! All my family send love. Marc will be with us for a few days soon.

Sincerely,

Paul

September 12, 1974

Dear Dr. Wolff & Gertrude:

It is with a sense of deep shame that I write now to say that once again I have failed to found a viable business. This one made Number 20 since 1971. I really don't know what to say any more. Every time I have gotten up I have been knocked down again; nothing to which I have turned my hand has prospered.

At length I have concluded, possibly irrationally, that these circumstances were not chance, and that I was programmed to go thru such a period, lose all face with everybody, fail to meet my obligations, be pushed to the gates of mental breakdown, suicide, utter defeat. Well, if so, the program failed to break me in the latter three regards, though it fully succeeded in the first two.

It is very hard for me to understand why my karma would be allowed to damage you. I can only hope that time and circumstance will permit me to make all right with you. If it does not, then I will carry forward my debt into the next incarnation and pay it then. Meanwhile I will keep trying now. I am looking for a job; this market is greatly depressed, salaries are low, much unemployment. If Lee had not been working for the past two years, and her mother had not given her money also, we would have lost everything. I am also being sued at this lovely time for recovery of advances made to me against commissions which I failed to earn in 1972, selling Christmas decorations. The suit is entirely unfair and wrongly brought; I am counter-suing for breach of contract, asking \$75,000. On advice of my Jewish lawyer. If this should materialize I could pay off your debt in full.

I presume you already know this: the date on which the "1975 developments" will begin is January 4th. Erma told me this with great definiteness on two occasions. I wrote it down and still have the words,,, "dramatically...geographically...unmistakably". This makes me wonder what might be due to transpire between now and then. After much self-struggle through the past years, despite great hurts, I believe in Erma; now it is time for me to act like it. I have been consoling myself with alcohol for seven years now. Once before I quit completely, but my meeting you was the precipitating cause and the strength of my resolve. This time I must do it without a word from anyone, must conquer it again and permanently if I am going to be of any service in the future. At this, at least, I will not fail, though I'm sure it won't be easy.

Somehow I feel sure Erma is prevented from initiating any contact with me; otherwise she would be guilty of neglect of a friend, and she is too loving a person for that. So I won't make it harder on her by bothering her until just before 1975. But if you can give me any guidance, it will be appreciated.

Once again, my deepest apologies for letting you down again and again. All I can do is confirm that I will keep trying to pay you what I owe materially; what I owe you spiritually I could never pay; your words are the core of my deepest sense of values, against which I will always make every measurement. Lee joins me in sending love,

Paul