

I have ten pages of my scribbling to send you. I finally said to myself she will not be able to read my shaky hand writing. I decided to mail to Linda and Robert to put on computer. I thought about putting on tape and sending to you but I have now sent that to them and now I have a copy of your email in which you mention some of my real close friends that I had when I was with ABS and I want to make a comment on that.

In my closing paragraph in this letter I told why I left ABS. To my knowledge Lyn Tremain, who you probably never knew, and I are the only employees that left before we were fired or given early retirement. Among those you mentioned was Harlan Cook. Harlan was one of my favorites. He had much to do with the early success of ABS. I'm sure Harlan was fired. If I'm correct that was when Rock still owned the company. Harlan was responsible for telling Rock about Don Belky. There's no question in my mind but Don had much to do with the development of ABS in the 50s. I've always thought Don got too big for his breeches. I think he was responsible for Harlan's demise. In 1975 Don was given early retirement.

I made a request to Don to come to Georgia in 1969. He was National Sales Manager at the time. He answered me by asking me if I knew the number of District Sales Managers. I answered about 55. He then said "have I answered your question?" "Yes, Don. I believe you have."

I said to myself, Neil, you have been a DSM (District Field Manager) longer than any of the others. If Don can not spend a day in Georgia to see the problems first-hand it is time for me go back home. I think I have said to you that I was fortunate and lucky to go with ABS when I did. I think I was also fortunate to make the decision to come back home to the farm.

This is a PS.

I today received your information about how your father-in-law got into the use of proved sires at that time. I have always said that the daughter-dame comparison the American index was certainly a great big step in the right direction. Of course it has really progressed and I feel that what Rock and his father did had much to do with the improved methods that they have in evaluating cattle today.