

Institute of FOREIGN TRADE

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April 21, 1949.

Dear Mr. Eccles:

You are certainly on the right track in your understanding of the American-Soviet relations as evidenced by the inclosed clipping. I have been hammering away at it for years, but without avail.

We are trying to win the cold war with ECA billions, a North Atlantic Pact and wishful thinking. From the President down there is much indulging in wishful thinking. It will get us nowhere. On the contrary it is working in the hands of the red fascists.

Nothing that we can ever do or say will in the least influence the Kremlin. You can no more make them cooperate with us for lasting world peace than you could influence a rattlesnake by citing the Scriptures of Love Thy Neighbor as Thyself. This truism has yet to penetrate the thick skulls of our so-called intellectuals. There is only one remedy for all of them: Let them go to the Soviet Union for two or three months and try to live as though they were in the United States or any free country. They will return the bitterest enemies of the Kremlin rattlesnakes and will accept some of our plans for the combatting of the evil.

There is much that ^{can} be done which is not being attended to. I have almost given up hope of ever seeing the Administration understand the steps that should and must be taken if lasting results are to be obtained. Not until the Russian people are liberated or aided in liberating themselves will the world know lasting peace, and even if we bankrupt ourselves in our present policy we will still be where we are today. Does this sound pessimistic? I am decidedly optimistic about the outcome, provided we make use of the opportunities present all around us. We are not doing this.

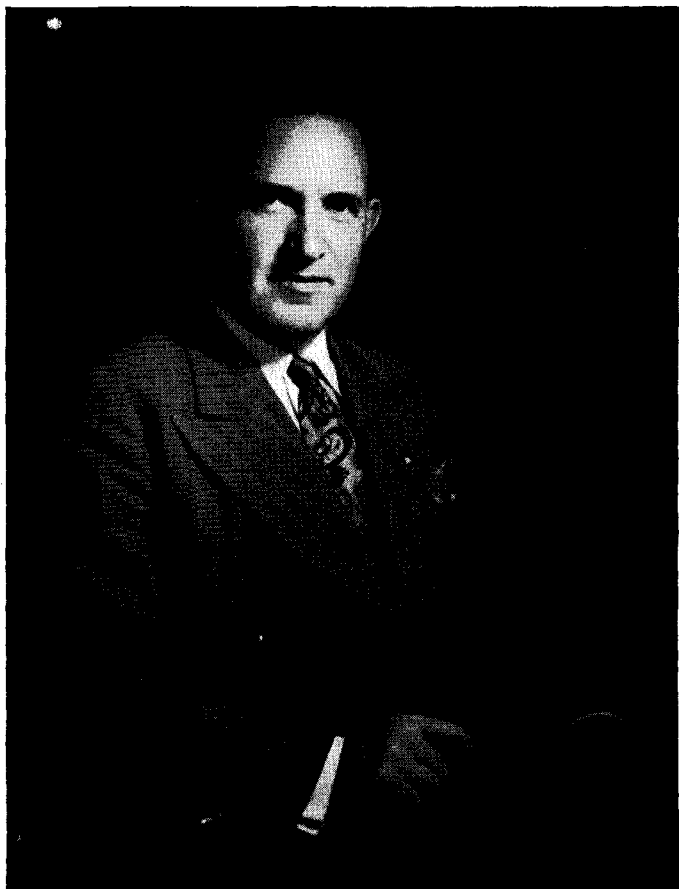
You will possibly recall that I was an associate of the late Edward A. Filene of Boston. All good wishes to you.

Cordially yours,


J. Anthony Marcus, President.

Hon. Marriner S. Eccles,
Washington.

A Speaker of the Hour



J. ANTHONY MARCUS

President

INSTITUTE OF FOREIGN TRADE

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**Outstanding Authority on Soviet Russia,
Eastern and Central Europe**

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J. ANTHONY MARCUS

President

INSTITUTE OF FOREIGN TRADE

Businessman, lecturer, author, linguist, advisor to leading statesmen, world-traveller — all of that and more is the record of dynamic J. Anthony Marcus.

"Incompetence in European foreign offices," says Mr. Marcus, "made World War I unavoidable. The Russian Bolshevist revolution resulted. Under the pretext of saving Europe from Soviet red terror, black fascism in Italy and brown nazism in Germany followed. The next logical sequence was the catastrophic World War II.

"If the American people must continue to bear staggering taxes; if the productive efforts of generations yet unborn must be mortgaged to pay for more defense costs, who is to blame? Why is there no peace now that the two major aggressors have been reduced to impotence? What can we learn from the bunglings of the recent past? How can an atomic war be averted? Have we the men and the experience to help us solve these problems?"

Millions of Americans are seeking an intelligent answer to these and other vital questions. At no time since the Bolshevist revolution burst upon an unsuspecting world in 1917 has it been more imperative than now for enlightened Americans to gain a better understanding of what makes the Soviet mind tick, since it is affecting the thinkings and actions of untold millions far beyond the Soviet borders.

Few Americans can claim a more distinguished record of understanding the Soviet riddle than Mr. J. Anthony Marcus, President of the Institute of Foreign Trade of New York. A native of Russia, an American citizen since 1915, he has spent many years in the Soviet Union since 1920 in the service of leading American business firms. In the introduction to Mr. Marcus' book "The Real Russian Challenge," Prof. Howard O. Eaton of the Oklahoma University, formerly of the State and Commerce Departments in Washington, writes:

"The American people need crystal clarity in their thinking or they will be sucked into a maelstrom of revolutionary forces. Mr. Marcus has contributed a highly valuable caveat which we would do well to heed. He knows whereof he speaks; his knowledge is more than learning; it is a deep sympathetic appreciation—a deep insight into the ticking of the Soviet machine . . ."

BIOGRAPHICAL

Born and reared in Russia up to his seventeenth year, Mr. Marcus landed in America with three English words in his vocabulary—street and hurry up. He saw his name in print less than three years later; he mounted the lecture platform four years after arrival, and saw his first book published nine years later.

Today Mr. Marcus rates as one of the world's foremost authorities on Soviet Russia. Since his first newspaper interview in October, 1914 in Houston, Texas, when he predicted the defeat of the Tsar's armies and the coming of the social revolution, he has been consistently accurate in every analysis and prediction on Russian events.

However, his long business experience in Eastern and Central European countries, his knowledge of the native languages and unusual understanding of the peoples there makes it possible for him to speak with no less authority on those countries as well.

Mr. Marcus has represented some of our largest industrial corporations in Russia and all over Europe, Africa, and Latin America. As buyer, seller, negotiator and promoter of our foreign trade, he has dealt with top-ranking officials of both business and government. In addition to his activities on behalf of private business, Mr. Marcus has from time to time held responsible positions in the U. S. government in Washington and in the field. Recognizing his keen understanding of world economic and political conditions, the late President Roosevelt appointed him foreign trade advisor in 1933 where he remained until 1935.

The recent war years found him again in Washington working behind the scenes and rendering valuable services to the nation.

To hear this versatile man speak on Russia, Eastern and Central Europe is to listen to the voice of one who has proven by past writings and utterances to be possessed of a rare understanding of the forces abroad which are now affecting all mankind.

COMMENTS

"Mr. Marcus is certainly an outstanding authority on the subject of Russian relations and the Russian people," writes the President of the Providence Sales Managers' Club to the National Federation of Sales Executives. "His manner of delivery and his eagerness to give everyone the facts of the situation were exceptional. Many of our members remained after the meeting to gather additional information about the current problems."

"I want to tell you again how much we all got out of your lecture yesterday," writes the President of the Rye Woman's Club, Rye, N. Y. "It was really one of the best I have ever heard. You gave it straight from the shoulder and it was very good for our souls. I have had many people either call me or stop me on the street to say how much they enjoyed it . . ."

"Those who heard you are enthusiastic in their expression of appreciation . . ." writes the President of the Rye Men's Forum.

At various times within the past thirty years, Mr. Marcus has written for the New York Times, the New York Herald Tribune, the N. Y. World-Telegram, the Washington Post, the Houston Press, Post and Chronicle. His articles have also appeared in the Nation's Business, "Plain Talk" and many other magazines.

His recent articles included: "What Became of Lenin's Dream?" in the Nation's Business, April, 1948; "How the Soviets Steal Our Industrial Secrets," in Plain Talk of November, 1948; "Freedom in the Soviet Union," in the New York Times, January 8, 1949. "Gravediggers of Liberty" and "A Patient Speaks" are scheduled to appear in the near future.

SUBJECTS:

1. How Can America Meet the Soviet Challenge?
2. Can Congress Do the Nation's Job?
3. What Americans Should Know About Stalinism.
4. Is There Communism in Russia?
5. Can Pump Priming Solve Europe's Problems?
6. Can Education Promote World Understanding?
7. Can East and West Cooperate?
8. Russian and American Gravediggers of Liberty.
9. Is America Ripe for World Leadership?
10. Socialist Monopolies and American Free Enterprise.
11. Business' New Role in the Atomic Age.
12. Can Management and Labor Cooperate Successfully?

May 12, 1949.

Mr. J. Anthony Marcus, President,
Institute of Foreign Trade,
205 East 42nd Street,
New York 17, New York.

Dear Mr. Marcus:

Your letter of April 21 and the enclosures are very much appreciated. I have just recently returned from the West; hence this acknowledgment is overdue.

It is particularly gratifying to me to have your favorable comment in view of your intimate knowledge and experience.

Again thanking you, I am

Sincerely yours,

M. S. Eccles.

ET:mmm