



TELEPHONE CROCKETT 2268

PRESIDENT—DR. FRED B. JOHNSTON, SAN ANTONIO, TEXAS

VICE PRESIDENTS:

FLORIDA—F. W. MARSH, PENSACOLA, FLORIDA  
ALABAMA—JOHN CRAFT, MOBILE, ALABAMA  
MISSISSIPPI—H. S. WESTON, LOGGON, MISS.  
LOUISIANA—MARTIN BEHRMAN, NEW ORLEANS, LA.  
EAST TEXAS—W. E. LEA, ORANGE, TEXAS  
WEST TEXAS—WALTER SCHREINER, KERRVILLE, TEXAS  
WESTERN—A. H. GARDNER, TOMBSTONE, ARIZONA

MANAGING DIRECTOR—H. B. AYRES, SAN ANTONIO, TEXAS

SECRETARY—HERBERT BAYLISS, LAKE CHARLES, LA.  
TREASURER—M. G. MCNAIR, GULFPORT, MISS.  
FIELD ENGINEER—HARRY LOCKE, LOS ANGELES, CALIF.  
DIRECTORS—S. H. PECK, MOBILE, ALABAMA  
R. H. FLEMING, NEW ORLEANS, LA.  
H. A. McDONALD, BEAUMONT, TEXAS  
J. C. BAUMGARTEN, SCHULenburg, TEXAS  
MRS. JULIE RIEGLER, SAN ANTONIO, TEXAS

January 18th, 1923

Mr. H. B. Ayres,  
Pattle House,  
Mobile, Alabama.

Dear Mr. Ayres:—

Replying to your letter of the 15th. I am more than glad to know that you are meeting with the success you are in Alabama and I only wish we were having some of the same success west of the Mississippi River.

In Cameron County the county bond issue carried but the district issue fell down. We carried in Jim Wells County by a safe majority, while in Live Oak County we lost out completely. I understand this was caused by the people from Beeville taking quite an active part in the election and telling the hay-seeds down that way that the whole thing was a misrepresentation and that their taxes would be raised to an enormous figure. However, Colp was on the job with the committees and did everything in his power to put it over. He has now gone back down there and we are figuring on making a change with the people soon in Live Oak County thru certain road districts with which you are possibly much more familiar than I am. I also had him take Baird with him to see if there was not some chance of raising a little money down in that section. I figure that Colp will finish by tonight or tomorrow and return to San Antonio and as soon as possible we want to make the trip east about which we wrote you some time ago. I thoroughly agree with you as to the class of advertising and recommendations we should make along the line and we will carry them out to the letter.

Another thing I want to speak to you about; It seems to me Mr. Colp is just a little bit selfish when it comes to his expense account and salary and he don't seem to care whether any other bills are paid so long as he gets his. I have told Miss Huey in the future not to discuss finances with him in any way especially money coming in the office that you send or what comes in other than money that Colp and Baird might produce themselves. In the event you think I am wrong about this advise me and I will change my instructions to Miss Huey. Miss Huey has not been paid her salary but I have just asked her to make out a check for her salary and we will include in this check also some money for petty cash in the office.

I am enclosing you letters, together with carbon copies of such that I have answered and hope they meet with your approval.

We are enclosing you half dozen checks signed by your noble president and I wish you could fill in each one of them for \$1,000