

15 When I went to Alabama in January the OST was dead from New Orleans to Jacksonville---dead and ignored. Yet, on March 20-21-22 we put over at Mobile the Four-State Conference that cost \$2 100 00 - Alabama has now paid a total of \$5 000 00 to this OST work this year; she paid for that Washington work. Again, on August 22 and 23 seven auto leads left Mobile, led by the Chamber of Commerce and including an auto each from the Rotary, Kiwanis, Civitan, Optimist and Auto clubs. They visited every town to the Louisiana state line. There were received officially and socially at banquets, dinners and meetings by ALL the organizations of those towns. They discussed together the problems of their highway. Then they called on each town to underline its quota for the OST national administration and keep the work moving. Without hesitation, and with over-pledging, it was done. New Orleans papers and people caught the spirit and a great Eight-State conference is now suggested, or else this tied into the national convention.

16 You of Lake Charles, if we help you, can build up to this for West Louisiana. If you will guarantee expenses of a man (whose salary exclusive of expenses is \$200 per month) I will send him at once. Then get a group meeting from your civic and Incheon clubs and I will attend that meeting. Memberships should soon take care of expenses.

17 Printed matter will be needed. I think I can get San Antonio to pay for 8,000 more history booklets; she has already paid for and distributed 10,000. I am trying to get New Orleans to issue 10,000 copies booklets of some remarkable material the Mobile-Mississippi Gaatt auto tour developed, and I believe your merchants would cheerfully pay for 10,000 copies of a pamphlet in mind containing the Washington declarations.

18 This is not a statement of conclusions, but intended to help us think and act. Summer is over. I can't hold men in idleness, and Florida is waiting. Moreover, time is short to plan for the convention. I should also, before the convention, go west as far as San Diego and Los Angeles, or there will be no representation from the West at the convention. Mississippi, Alabama and Florida, with their money ready are calling. This is not an easy task I have. I will close with the words I used at the beginning---we want and need you, for this is a big, and at times a heart-breaking work. I never comfortably see my way clear to get done the things I see that should be done.

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