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Mobile, Ala., July 13, 1917

Stewart A. LeBlanc, Esq.,
Secretary &c.,
Mobile, Ala.,

Dear Stewart:

I have your return of Mrs. Phillips' letter of the 9th. inst. that I sent to you, and I have carefully noted your pencilled memorandum thereon. With reference thereto I would say, that I did talk the matter over at some length with Mrs. Phillips and it seems that your ideas and mine ran along identically the same lines. What I discussed with Mrs. Phillips was a try-out as Field Secretary for Florida. If that should produce result, then a further try-out as Field Secretary for the Eastern Division; say from New Orleans to the Atlantic. That it might prove practicable, if in the meantime the main cheese had not been found for the whole work, to do similar work with Locke or some one else in the west. Any guaranty of result is of course entirely out of the question, which Mrs. Phillips knows as well as we do, and in my discussion with her I made it very plain that my idea was that the Field Secretary should finance himself and his car and making his living out of ~~his~~ his share of what he collected--so far as my observation has gone, this is the universal method of Field Secretary in everything from the National Rivers & Harbors Congress down to the dinkiest little highway.

as any thing else

refers

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