

September 4 1923

THE FIELD MEN

Because they are no contracts, agreements or dependable records statements with regard to these men are always subject to correction

D H SHREVE

Colp says the contract or agreement was to provide Shreve the OST car and give him 75% of the collections; that Shreve was to mark the highway, where unmarked and pay half the cost of printing. Shreve says he was not to pay any of the printing. Inasmuch as the OST is up against \$500 or \$600 to get printed matter out to the people as promised this is a serious question. Shreve recently borrowed money therefore is believed to have no responsibility. He appears to be about \$125 00 over-paid on his commissions. There is a bill at the Johnson Printing Co, stated over the phone to be \$500 00. By Colp it is claimed this can be settled for some reasonable amount. Dr. Johnston, Colp and Shreve, it appears, all tried to help get out this advertising book. There was never any check-up against Shreve from the numbered receipt books provided for such purposes. A special audit is desirable.

R B THOMPSON

Given 25% for collecting memberships and furnished his own car. His record appears clean, but he was so handled that he made but \$651.60 in four months and gave several thousand miles service of his car. Thompson was turned down cold by the El Paso Chamber of Commerce. His reports indicate El Paso was ready to liberally support the OST. The office reports indicate El Paso turned Thompson down because of blundering here.

J W FRANCIS

July 14 I received at Washington a telegram from Colp, "Can close for sign printing posting and section map eastward on guarantee no expense to OST. Work to start immediately." I wired back asking what provisions were in mind for income to the OST. July 18 a letter in response said better contract could be made and Francis would pay OST \$1800 00 per year. July 24 telegram from Colp to Mobile said, "Francis on way East, wait for him." I reached San Antonio July 31st and found Francis was at Beaumont at manager of publicity. We have not yet learned the terms of his contract, and do not expect to now, but apparently valuable privileges were attempted to be turned over to him, including the magazine rights. It appears Dr. Johnston sent him out. A newspaper item ~~sent~~ handed out by Dr. Johnston says Francis would go all the way to St Augustine and that Dr. Johnston would accompany him, being gone some months. Francis got as far as Lake Charles. Was recalled by me.

At Beaumont Francis endeavored to get \$250 00 in cash and \$50 00 per month from the Chamber of Commerce. He left an unpaid bill at Burge's Garage for \$8 50

At Orange a contract was drawn by the Chamber of Commerce to pay \$250 00, 10,000 magazines to be issued monthly.

In the office at San Antonio I found invoices for engravings, among them a magazine cover plates totalling \$34 52 charged to the OST

E REDDRICK

Sent to Del Rio country to get advertising for section map. Secured \$630 00 in two weeks. Received 33 1/3% commission and 7c per mile for his car. This work also blundered.

All these men now recalled and not working.