

TELEPHONE CROCKETT 2268

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

FLORIDA-F. W. MARSH, PENSACOLA, FLORIDA ALABAMA-JOHN CRAFT, MOBILE, ALABAMA MISSISSIPPI-H. S. WESTON, LOGTOWN, MISS. LOUISIANA-MARTIN BEHRMAN, NEW ORLEANS, LA. FAST TEXAS-W. E. LEA. GRANGE, 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 12th, 1922

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

Dear Harral :-

The Live Oak County proposition is in a seridus condition. There are two of the commissioners opposing and are spreading the propaganda that they have called off the election. I believe that this is going to be the means of us carrying the bond issue with some votes to spare. That applies to the southwest corner of the county and Oakville. We will permit them to rest easy without being disturbed, but of course we will have the voting boxes and the voting places open according to law. I am going to Whitsett this afternoon, Three Rivers tonight and Simmons tomocrrow morning and am going to organize these people so they will get out every vote that is for the bond issue, and as the north part of the county is solid for it and with a light vote in the south part of the county and Oakville I feel it will give us a cinch on carrying the election. Jim Wells and Cameron Counties, I think will carry around twenty to one.

Dr. Johnston and myself plan to go to Beaumont and Orange about the middle of next week and will take Baird with us and put on a campaign for \$2,000 in those two towns. I feel sure that we will come away with the cash. The Doctor says he will go me fifty-fifty on anything that I suggest so I am trying him out on this. If we succeed as I think we will then we will try Liberty County after the elction, but we will hit them for at least \$500 and if we get by with that I don't see any reason why we shouldn't put Seguin over for the \$500 they promised.

The Doctor is getting his hotel business in shape so he can be away for a few days and he is willing to devote some time to the OST. He feels like with your work down there and our getting busy . on this we will soon be on easy street.

My plan now on the road directory is that on our way down to Orange that we will let the Doctor get a hotel ad, I will get an automobile ad and let Baird get a cold drink ad. We will just take one of each in each town as we go. I think by doing this we can pick up \$30 in 30 minutes in each town. If you have any suggestions to offer along any of these lines let us have them.

We are going to celebrate in a few minutes your letter of the 9th enclosing three hundred.

Very truly yours,

DEC: AH