

# GADSDEN COUNTY CHAMBER OF COMMERCE

QUINCY, FLORIDA

January 2, 1932.

*Show cost here  
Special date to use at Jax  
Marsh to use at Jax  
if he can't visit the  
Road Dept.*

Mr. H. B. Ayres, Managing Director,  
Old Spanish Trail Association,  
Mobile, Ala.

My dear Mr. Ayres:

Your letter just received.

I am enclosing you a program. You will note that Mr. Marsh has place on the first day's morning program. I have written him to write you, immediately, care of the Battle House, regarding your going to Jacksonville, and where you can reach him in Jacksonville by wire or special delivery letter. Headquarters is at the Mason Hotel, Jacksonville, but Mr. Marsh may not stop there, although all delegates are supposed to do so?

At this late hour, I think it will not be possible to get you place on the program, or to get time sufficient for you to tell what you wish to tell about the OST matters. I have asked Mr. Marsh to try to get in a few words at some later time, before the convention adjourns, and to be sure to have them include the OST in the official road logs that will be printed as the result of this meeting. The meeting is not of road associations, but of Chambers of Commerce and Motor Clubs, to get together on an official road log giving several routes from Chicago and the North to Florida, -- to off-set the work of the fake logs that have given misinformation, cutting out towns that would not buy space in their advertising books. This is the purpose of the meeting, and for this reason, I do not think it would work out well for you to attempt to present the OST at this time, -- but, of course, this is something you will have to think out for yourself. You could hardly begin the Florida work now, as financial conditions are such in all of North Florida that you could hardly get any memberships for the OST; everyone is "flat", including myself; all Chambers of Commerce are having a hard time collecting dues, and everyone seems to be "carrying" everyone else? I cannot attend the Jacksonville meeting; have not seen a salary check for over two months, and the local treasury is flat. After February, it might be possible for you to get the cooperation in Florida that ought to be given the OST: I do not believe you can get it earlier. If you can line up Mississippi and the Mobile section, it will help you to get Florida enthused. I hope you can get good support at Mobile and the Mississippi resort towns; they get tourists who never care to come to Florida, -- the rich kind! I am sorry I have no more encouraging news to write you today, but I hate to think of your spending your good money to go to Jax, only to be disappointed. With best wishes, I hope Mr. Marsh gets my letter and will write you. He will have to leave Pensacola not later than Tuesday night to reach Jax in time to be on morning program on the 5th.

*Very Truly,  
F. R. S. Phillips*