

1955, January 5.

Mr. C. C. Pinckney,
3470 Old Altamont Road,
Birmingham 5, Ala.

Dear Mr. Pinckney:

In accordance with the suggestions in your letter of Dec. 27, I am pleased to enclose a cashier's check for \$75.00 payable jointly to you and to Mrs. H. O. Chitwood. I also think it well that you have the other one for \$25.00, but it occurred to me that it would be better for this one to be payable solely to you. I think you might be able to maneuver better with it in that form. For example, if you felt it was appropriate to your position and attitude in the matter, you might say that you were supposed to get that much out of the affair and you would be willing to sacrifice it.

Human nature being ever the same, it is not surprising that Mrs. Chitwood should tie her demands to her wants (the hot water factor). If this persists and we have to go higher, let me know. I bought one of the Bluff, Texas, stones some years ago because the man wanted to buy licenses for his farm trucks, and the price was the cost the licenses! Another time a man wanted to buy an \$18.75 War Bond for his daughter, so that became the price. This is the true type of meteoric market.

I apologize for not answering quicker, as your letter has been in my hands two days, but the rush of commercial matters at this time of year has got me. I was sorry to get the one note from you that you were called off on a family emergency, and hope all goes well in that direction.

Have you heard anything of anybody coming in there and actually making house to house canvasses of the region around the Sylacauga fall?--Nininger, Las Paz, any amateurs, or agents for museums?

Happy New Year.