

STEVENS & BRAND

ATTORNEYS AT LAW

SUITE 1 LAWRENCE NATIONAL BANK BLDG.

LAWRENCE, KANSAS

RICHARD B. STEVENS
JOHN W. BRAND

October 15, 1940.

Mr. W. C. Simons,
Lawrence, Kansas.

Dear Mr. Simons:

I have the following suggestions to make concerning your statement to Mr. Hastings in the interview at Chicago with him, set for October 21, concerning the physical connection of railroads in this city; that your remarks be prefaced with the thoughts contained and suggested as follows:

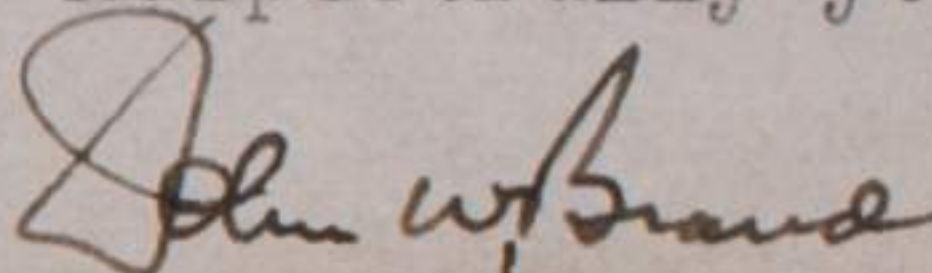
What we ask in regard to this connection may seem unreasonable to you because you have on your line all of the available and the only property suitable for industrial development, but in the interests of our community as a whole, and with the idea of drawing new industries to this location, we think it imperative with the view to industrial development to have this physical connection in order that present industries and new industries can reach all available roads.

The reasons for making the above statement are that it shows our appreciation of the position of the Santa Fe Railroad and it tends to take the sting out of our proposition, which, from their point of view, is that they are losing the business if they consent. In all probabilities, if we do not say something as outlined above, Mr. Hastings will counter with it, and it would appear to me that it would be best for us to make the statement first.

I am sure you are much better qualified than I am to sell Lawrence, but I nevertheless take the liberty of suggesting the following points:

The national trend and diversification of industry in the smaller communities, for labor reasons, for proximity of national resources and for national defense. Among other illustrations, I am sure you have in mind as to the advantages of Lawrence, the following might be used: good industrial sites, cheap gas, good schools, water level area for railroad switching, diversification of foods, satisfactory tax situation, good local government, low relief load, one of the best retail towns in the country, and proximity to the large Kansas City markets.

Respectfully yours,



John W. Brand

JWB:hfg