

ERNEST A. BARBEAU
RADIO STATION CONSULTANT
84 FURMAN STREET
SCHENECTADY 4, NEW YORK

June 2, 1947

Dear Frank:

Confirming telephone conversation this noon, I have written Miss Rogers in confirmation of our discussion at Camp Pinnacle this morning.

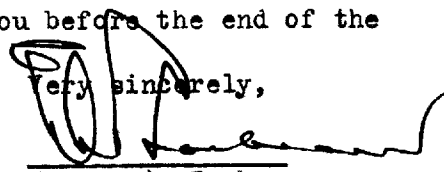
I am convinced that Miss Rogers is definitely favorable to our proposition - that is, to the idea of selling us a site off their land. She explained that others of her group are also likeminded while others are definitely opposed. She hinted that a better proposition from us both as to cash and free broadcast time might receive more favorable consideration. I sensed that she is perhaps one of the leaders of her group and her opinion carries considerable weight.

She stated that her group is more alert today to the use of radio for promoting their activities than ever before. But, of course, it is easy to detect that the group is also putting themselves in the best bargaining position. Hence its willingness to even consider negotiating. Therefore, I emphasized very definitely that we want to give them every flexibility in its deliberations incident to selling us a piece of their land. I don't care what shape or form the tract offered us is, just so that it meets the need. I staked off the parcel we inspected that cold windy morning but told Miss Rogers that the contour can be anything they care to make it. That will make it so much easier for them to consider.

Meantime, now that you have obtained the list of names comprising the Board of Trustees, it may be possible for Mr. Plumb or other members of your group to go to bat with some of these people prior to the forthcoming June 9th meeting.

I will be in touch with you before the end of the week.

Mr. F. L. York
General Manager
The Troy Record Company
Troy
New York

Very sincerely,

Ernest A. Barbeau

EAB/MW

enclosure.