



CLARENCE H. WHITE SCHOOL OF PHOTOGRAPHY
Four Sixty West One hundred Forty-fourth Street
NEW YORK

Nov. 21, 1922.

My dear Miss Gilpin:

Miss Mabel Watson, of Pasadena, California, is here in the city for a year, studying in Columbia. She is very much interested in the School, and says she is willing to go to Mr. Eastman to lay the matter before him.

Due to the fact that she has had a very wide business experience, having operated a studio in Pasadena very successfully for ten years, I believe that she could approach him and inspire confidence from a practical point of view as well as from the ideal.

Mr. John Paul Edwards also spoke to me when he was here last spring, and I think he would be a good person to approach the matter from the sales point of view.

I thought perhaps you could confer with these people about it and that something definite might be worked out. In view of the fact that the idea was yours originally, I thought you might like to communicate with them directly, or if you think best we can take the matter up with them. Miss Watson's address now is: 415 W. 118th St., New York City.

With kindest wishes from us all, I am

Sincerely,