October 5, 1921

Mr. Charles Sale,
%The Empress Theatre,
Grand Rapids, Mich.

My dear Mr. Sale:

I am much interested in your letter of September 27, telling me about your success with the "He Knew Lincoln" act in Utica. It is very encouraging. I wish I could have been present.

I understand the dilemma in which you were put by the decision of your "Booking Office," and do not see that you could have done anything else than to go ahead with your old comedy sketch.

I have been wondering, however, if you could not persuade them to let you put on the "He Knew Lincoln" act once or twice in each town in which you are to act. Would this not be practical? You might work up in this way a demand for it which would convince the office that it might be wise to let you specialize on it. You will know whether this can be done or not.

I don't want you to give it up.

As for the play, I feel that if it can be worked out, its success would largely depend upon you, that you might create a character there as appealing and as drawing as Frank Bacon has in "Lightning". Do you think it would be possible to interest John Golden in it? It strikes me as his kind of thing.

I should like very much to talk this over with you. You say that you will be in New York the week of November 21. I am to be in Washington for the most of the winter, though I shall frequently come over here. I shall try to get here that week, and talk the matter over with you.

Very sincerely yours,

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