

Mem. re Chick Sale

9/14/20

In reply to Evans' letter, went to Keiths to hear Sale. Both Sarah and I were convinced that he could make an excellent thing of "He Knew Lincoln."

Telephoned his office for an interview, and saw him after his matinee performance, as he was leaving town. A charming, youthful, enthusiastic person. Takes me in his dressing room and launches forth at once in the rendering that he has in mind. He ezaggerates Billy Brown a little more than is necessary to get him over, in my judgment, with even a "Palace" audience. Very interesting to see how at this suggestion he immediately tones him down. He can make a beautiful thing out of it. He really feel it. He tells me a farmer on his Wisconsin farm heard somebody recite "He Knew Lincoln" and at once said, "This was made for Sale," got the book and sent it to him.

He tells me he thinks he made a great discovery, thumps his breast and says, "It grips me here." He and Evans both feel that there is a play in it.

Tells me that he is away for three months' work; will prepare the sketch while he is gone, and give me a private performance on return.

We made no terms. I told him I am willing to do it on a royalty basis. He says that we will see what we can make of it, and he will be fair with me. As I know nothing about the usual vaudeville arrangements, leave it to him. Mr. Phillips tells me that the usual author's return on such sketches is \$50 a week.