C. T. LUDINGTON
ATLANTIC BUILDING
PHILADELPHIA

June 17th, 1930.

Mr. Olin D. Wannamaker,
Yenching University,
150 Fifth Avenue,
New York City.

Dear Mr. Wannamaker:

When he was last here I took Dr. Stuart to see Mr. J. Stogwell Stokes and Mr. Rose of the John Price Jones Corporation, who this letter will introduce to you.

Mr. Stokes, who was a great friend of my Father's, has had a very great deal of experience raising money for the Museum and other causes and has a very high opinion of Mr. Rose's firm with whom he is now working on a project, which appears to be going over successfully. I think Dr. Stuart was much impressed by the conversation we had with Mr. Stokes and Mr. Rose, and I know that I was. It seems to me that Dr. Stuart ought not to be as burdened as he now is with the problem of raising money and it also seems to me that the method employed is too hard on him and not too good in the results obtained. Certainly Mrs. Ludington and I put in a great deal of time and effort down here and while it is too soon to say that the results were very meager it is nevertheless true that we felt somewhat discouraged.

Dr. Stuart brought out the fact that a larger campaign might be worked out in the future and it seems to me that it would be well worth your while to talk the matter over at length with Mr. Rose. It seems to me that this business of raising funds has become a real science and that if we are going to get the best results in finishing up the Yenching Endowment and the collection for the allied universities we would do very well to go to the firm which appears to have been the most successful in this business.

I am afraid I have been of little real assistance and at the present time I am so tied up that for a couple of months at least I do not see much hope of being able to attend meetings and being thoroughly useful but I hope that this situation will change in the future.

Very truly yours,

C. T. Ludington

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