SALEM COLLEGE SALEM, WEST VIRGINIA S. ORESTES BOND, PRESIDENT November the twelfth 1 9 2 3 President McGill University, Montreal. Canada My dear President, Our college has very great need of further endowment. The Board of Direcotrs has directed me to lay some plans for an endowment campaign. Knowing that you have been successful in accumulating endowment, I thought perhaps you would be willing to give some suggestions to a fellow worker. If you have pamphlets or other advertising material which has been helpful in bringing the needs of your college before the givers I shall appreciate any help you can give. The enrollment has been growing so rapidly during the past four years that some means of careing for these young people is imperative. Yearly deficits are discouraging, to say the least. They cannot be permitted to accumulate indefinitely. I shall thank you most cordially for what ever suggestion you may be able to make. SOB: MPW Very sincerely yours, SO, Bond