Telephones Boston, 447 Back Bay Stoughton, 74-2

> Three hundred and fifty-five Commonwealth Avenue

> > November 8th, 1922.

My dear Mr. Powell:

Your letter of October 24th arrived 1 last evening. Your proposition outlined under eight headings is most attractive, although it calls for a larger expenditure in Panama than I had contemplated and omits a consideration of the time element which is so important in all private enterprises. You understand, of course, that my interest is purely a botanical one, that my desire is for herbarium specimens and that my measure of success is the number of specimens secured. The expenditure of two hundred dollars a month to be worth while would mean that the number of specimens collected and delivered would equal the money value of specimens as usually purchased. As an example let us ass sume that the rate per specimen was set at twenty cents. Then for each dollar expended, to be profitable, the venture should yield five specimens. That would be at the rate of one thousand specimens every month or twelve thousand specimens a year. While twelve thousand specime

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mens is not a large amount of material for daily collecting through a whole year, it is perhaps beyond the realm of reason when the time for field work is in a measure governed by climatic conditions.

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Although the advantages offered under headings b,c.d,e,&f of your letter of October 24th might prove attractive at some future time, I am unable to profit by them now. This being the case, my expenditure would be non-productive except for clause "a". Even if I wished to take advantage of the facilities offered for field men and experimental efforts, there is no immediate pros pect of my being able to do so, because I have no filed workers near Panama and have no means at present of dir ecting experimental work so far away from home.

You will understand, then, that my reaction to your proposition is stimulated wholly by present prospects and by the probability of successful field-work being done through a space of twelve months.

In my mind the thought is prevalent that a trial enterprise would be the wisest policy. Why not limit the peak-load to the best orchid season, say three or four Telephones Boston, 447 Back Bay Stoughton, 74-2

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months. When the flowering season is practically over, the man you have trained coulâ be retained in your garden at fifty dollars per month to do routine work and to make such excursions as reason would warrant. In this way I would have the feeling that my investment was wise and there would be no liklihood of the very human thought that my subscription to the enterprise questionable.

It is with the understanding that you will agree with me that I enclose as a preliminary draft to your order for two hundred dollars. If you do agree with me I am ready to send the necessary additional funds and equipment to carry on our project as outlined in my paragraph #4 above.

When you receive this letter please read it closely. I am sure that there is need for co-operation between us, not only for the pleasure that we should derive from constructive work in a fascinating flora, but for the advantages our efforts would bring to American of orchidologhyUndoubtedly the best plan is to begin. As our project goes forward modifications may be made and instituted.

Yours faithfully.

Calus. Ques.

Mr. C. W. Powell, Balboa, Panama. 62

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Ames, Oakes. 1922. "Ames, Oakes Nov. 8, 1922 [to C.W. Powell]." *Oakes Ames Orchid Herbarium correspondence files*

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