

SALSBURY CORPORATION

1515 EAST 75TH STREET
LOS ANGELES, CALIFORNIA

February 17, 1937

OAKLAND OFFICE

1450 HARRISON STREET
OAKLAND, CALIFORNIA

Col. Roscoe Turner,
40 East Oak Street,
Chicago, Illinois.

Dear Roscoe:

Mr. Wilson left late last night, and in connection with the possible deal with Bendix we did not get down to any definite basis. He talked about several plans, and stated that they had been carrying on some development work of their own in connection with a similar machine.

I pointed out that I felt confident that any development work now being conducted was carried on with the thought of tying in with our program eventually, as no doubt your visit with Austin to the Bendix plant last February started them thinking about such a product.

One suggestion was discussed along the lines of their reimbursing us in cash for our development work to date and paying a similar amount in Bendix stock in consideration of turning over the deal to them. This would involve approximately \$50,000 in cash and \$50,000 in Bendix stock.

I believe that more money could be made out of a deal with them by setting up a bonus or royalty basis on a guaranteed number of machines. However, this is rather hard to forecast and I am passing along to you the information on the points that came up in our conversation.

Our engineering is well along at the present time and their motor can very easily be mounted in our frame with but very minor changes necessary. This installation would have an interchangeable feature which would have great sales value in that the motor could be used in the Motor Glide or in connection with outboard motor service simply by unfastening four bolts under the motor.



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Col. Roscoe Turner.

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I will be anxious to know whether you see Mr. Bendix or not and I understand he is coming out to the Coast, and I would like to get this deal on or off within the next two weeks.

With best regards,

Sincerely yours,

Foster.

EFS:B