

CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	FULL RATE
DAY LETTER	DEFERRED
NIGHT MESSAGE	NIGHT LETTER
NIGHT LETTER	SHIP RADIOGRAM

Patrons should check class of service desired; otherwise message will be transmitted as a full-rate communication.

# COPY OF WESTERN UNION TELEGRAM

Los Angeles, California  
February 12, 1936

COLONEL ROSCOE TURNER  
BLACKSTONE HOTEL  
CHICAGO ILLINOIS

*Confirmation*

TALKED TO CLAUSON SALES MANAGER AT OUTBOARD MOTORS THEY ARE DEVELOPING NEW MOTOR FOR DIRECT DRIVE AND ARE HOLDING SHIPMENT TO US PENDING YOUR ARRIVAL STOP TENTATIVE PRICE FORTY DOLLARS QUOTED WHICH IS OUT OF LINE AND MUST BE REDUCED TO AT LEAST THIRTY STOP HOWEVER HAVE TWELVE SHIPPED THURSDAY VIA FAST FREIGHT WITHOUT FAIL AND WIRE AFTER TALKING TO FACTORY REGARDS YOU AND AUSTIN

FOSTER

CHG:  
Telephone HE 8131

# The Motor Glide Company

1041 SYCAMORE STREET  
LOS ANGELES, CALIFORNIA



February 12, 1936

Colonel Roscoe Turner  
Blackstone Hotel,  
Chicago, Illinois

*file  
Motor Glide*

Dear Roscoe:

Enclosed is copy of telegram sent to you this morning.

You will note that I talked to Mr. Clauson, Sales Manager of Outboard Motors Sales Corporation, and he advised me that a new motor is being developed with a direct drive. We are, of course, greatly interested in this motor but can not wait for deliveries. He also said that some complications would arise if we took delivery of these motors at Los Angeles on account of their distributor here, and I suggested that he bill our Company at Oakland.

Apparently he had just received my letter and telegram a few minutes prior to talking with me over the telephone and did not appreciate the necessity of a real price on these motors. He quoted \$45.00 per motor and then reduced it to \$40.00. I think you will agree with me that he is just about fifty percent too high on these motors as Harry Reynolds tells me that in quantities of 1,000 or more a similar motor could be built here in Los Angeles for approximately \$15.00.

You will be interested to know that we have received a definite order from Harold Lloyd for delivery at Palm Springs as soon as possible, and many new leads are opening from day to day.

Please let me hear from you as I am anxious to know what progress you make in Milwaukee.

Sincerely,

*E. F. Salsbury*

E. F. Salsbury

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# WESTERN UNION

R. B. WHITE  
PRESIDENT

NEWCOMB CARLTON  
CHAIRMAN OF THE BOARD

J. C. WILLEVER  
FIRST VICE-PRESIDENT

CHECK
ACCT'G INFMN.
TIME FILED

Send the following message, subject to the terms on back hereof, which are hereby agreed to

2/13 1936

To E. T. Salisbury Metz Blvd

Street and No. 1041 Sycamore St.

Place Los Angeles Cal

Excellent cooperation by Everetts  
 personally put many articles  
 necessary change crank case all  
 our engines for chain drive motor  
 must be reversed also one you  
 have will get new case there in  
 ten days stop wiring prices Friday site  
 from Chicago ordering dozen engines reversed

THE QUICKEST, SUREST AND SAFEST WAY TO SEND MONEY IS BY TELEGRAPH OR CABLE

Roscoe Turner

Col. Turner

File in p. file

February 14, 1936

The Motor Glide Company  
Attn. of Mr. E. F. Salisbury  
1450 Harrison Street  
Oakland, California

VIA AIR MAIL  
cc - regular mail

Gentlemen:

It was nice to have the short visit with you over the telephone the other day as that gave us a little more of an idea of just what you were attempting to do. The suggestion of waiting to discuss the whole problem with Colonel Turner and Mr. Elmore was a very good one as each of us now understands the problem quite thoroughly.

I wish to confirm our verbal quotation to Colonel Turner as follows:

GLIDE MOTOR - complete, as discussed with Colonel Turner and Mr. Elmore, but without muffler:

First lot of 12	\$47.50 each
Second lot of 12	45.00 each
Lots of 25	43.00 each
Lots of 100	40.00 each

We are refraining from quoting in lots of above one hundred at this time as we feel from our first production we may learn something that will permit us to reduce our cost to you and there is no question in our mind, after we once become fully familiar with your requirements, that on a quantity of five hundred or a thousand motors, run through at one time, we should reduce the cost considerably.

While our terms are usually cash in advance on special work of this kind we are not going to conform strictly to these terms in this case because of having met Colonel Turner and Mr. Elmore.

Accordingly, if you will forward your check for twenty five percent of the value of the initial order of twelve we shall be glad to ship the motors C.O.D. for the Balance.

The Motor Glide Company, Page two

We are all very enthusiastic about this vehicle and we believe it has great possibilities. You can be assured of our fullest cooperation in helping to make it a success.

Yours very truly,

OUTBOARD MOTORS CORPORATION

W.C. Clausen  
MG

General Sales Manager