

SALSBURY CORPORATION

1515 EAST 75TH STREET
LOS ANGELES, CALIFORNIA

OAKLAND OFFICE
1450 HARRISON STREET
OAKLAND, CALIFORNIA

October 8, 1936.

Col. Roscoe Turner,
2353 Hollyridge Drive,
Los Angeles, Calif.

Dear Roscoe:

I have just received your letter of October 3rd upon my return to Los Angeles, and I am indeed sorry that you were unable to see me while I was in Chicago for I, too, would like to discuss with you this entire Motor Glide situation.

Needless to say, it has been rather an up-hill proposition for me and has required an investment of many times the original amount that I thought it would. However, the possibilities still seem to more than justify our confidence in the idea, and we are proceeding to go ahead with a definite program set up along sound lines.

As I advised you last April in a letter which is still unanswered, a corporation has been formed to handle the Motor Glide as well as several other propositions which I am handling at the present time. The Motor Glide has run into so much expense that I have not yet felt justified in handling it exclusively, although it may be advisable to do this in the near future. Not having been able to see you for more than a few minutes at a time during the past several months, it has of course been impossible to discuss with you any of the policies and problems in detail which have confronted us, and I have been very much disappointed in not having been able to get together with you and getting a sales program established which would permit us to capitalize on the publicity which has been obtained to date.

I also wrote you in April regarding your ideas on what kind of a permanent arrangement you would like to have in the Motor Glide set-up in view of the incorporated arrangement under which we are operating at the present time. You have mentioned two or three times that you would perhaps rather have some gross over-ride on the sales made or some other basis which might be more satisfactory to you than a percentage of the net profits, and I want you



Col. Roscoe Turner.

October 8, 1936

to know that I am perfectly open-minded along this line, and would like to consummate in definite form any reasonable program with which you will be perfectly happy and satisfied.

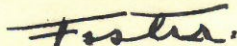
My discussion with Mr. Bendix at South Bend did not get beyond the stage of his instigating certain investigations on the part of his engineers and employes into our patent situation as well as our engineering design. He left immediately for Europe, and it is contemplated we will get together upon his return and discuss the matter in detail at that time.

I have been in communication with our patent lawyers and other attorneys with reference to possible action against some of the concerns starting to build competitive machines, and expect to take some definite action along this line within the next few days.

Not having heard from you further in connection with the \$500 advance which was made to you in February, which I understand was intended to get the ball rolling on some steam development program, I would like to set this up in your account with the Motor Glide activities, and also the payment for Motor Glides which have been sold by you and for which we have not received reimbursement as yet.

I hope that it will be possible to get together within the next few days and discuss our situation in person rather than through correspondence. I will look forward to hearing from you regarding a definite time and hope that you are back in the best of health and fully recovered from your accident of a few weeks ago.

Sincerely yours,



E. F. SALSBURY,
President.

EFS:B

P.S. - We have found that the Johnson four-cycle motor will work entirely satisfactory on a standard model

Dol. Roscoe Turner.

October 8, 1936

- 3 -

and will cut our motor cost approximately in half. This should permit us to sell a Motor Glide for somewhere in the neighborhood of \$90 to \$100, and I have been thinking that it would be advisable to consider the use of your name on this model Motor Glide which should be the big seller and our popular model. I would be glad to have your reaction to this idea.

E.F.S.