



CABLE ADDRESS
SALSCOR - LOS ANGELES



HEALTHFUL
RECREATION



PACKAGE DELIVERY



AUTOMOBILE PICK-UP
AND DELIVERY

SALSBUARY CORPORATION

INGLEWOOD LOS ANGELES COUNTY CALIFORNIA

December 16, 1937.

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

Dear Roscoe:

I wish to acknowledge receipt of your letter of December 14th enclosing my letter to you of November 16th, duly signed.

I wish to thank you very much, Roscoe, for your co-operation at this time. We are having a very "tight squeeze" at the present time.

For your confidential information I am working on a deal with the Firestone organization which involves the purchase of their tires at a slightly higher cost to us than the tire we are using and as a part of the deal we hope to get these Firestone Service Stores, an organization comprising over 600 stores in the U.S., to stock and sell MOTOR GLIDES. This we hope to tie into the Firestone National Advertising program.

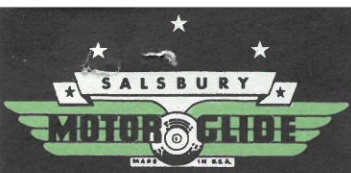
If you know any of the Firestone top men at Akron, please let me know as this would probably be the finest sales outlet that we could possible develop, and simply stocking their stores with two or three samples would take up our production for the next 2 or 3 months.

I think it is a great idea but it will take a lot of hard work to put it over and we need all the help we can get on it. Therefore, would appreciate any suggestion that you may have to offer.

Sincerely yours,

Hasty

EFS:k



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AUTOMOBILE PICK-UP
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SALS'BURY CORPORATION

INGLEWOOD LOS ANGELES COUNTY CALIFORNIA

January 29, 1938.

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

Dear Roscoe:

We have been making splendid progress with Firestone. Mr. Wilson said he was going to be in Akron in a few days and I thought it would be advisable for him to contact the Akron office, and also thought it would be splendid if you could be there at the same time as I am sure you could put the necessary "punch" behind the program to send it over with a bang.

Briefly, what we are asking for is:

First, permission to circularize the 600 Firestone Service Store Managers, acquainting them with full details of our sales plan.

Second, co-operation of the Firestone Company in tying in MOTOR GLIDE with their national advertising.

If this much co-operation from Firestone can be assured, we will equip the MOTOR GLIDE with Firestone Tires and use Firestone rubber products wherever possible, having in mind the seat cushion, rubber bumper around the hood, floor mat and handle grips.

In addition to this rubber business, which would be enjoyed by the Firestone Company, they should sell at least one MOTOR GLIDE per month in each of their 600 stores or a total of 7,200 machines for the year. This would result in a gross profit to Firestone of more than \$230,000. Muller Bros. along have contracted for 250 machines this year.

SALSBURY CORPORATION

January 29, 1938.

Col. Roscoe Turner.

Mr. Ryan, the Pacific Coast Advertising Manager, is sending complete details to Mr. Dean Tunberg, Advertising Department, Firestone Tire & Rubber Co., Akron. I have an appointment with Mr. Ryan Monday, the 31st, and will wire you Monday evening regarding the result of that conference and any suggestion he has regarding how we had best proceed in connection with the Akron office.

I am submitting to Mr. Ryan, and he in turn is to send it on to Akron, a copy of a ~~form~~ letter we would like to send to their store managers. *(Copy enclosed)*

Needless to say, I would appreciate any co-operation you may be able to give us along this line.

With kind personal regards,

Sincerely,

Foster.

EFS:k