

Corinth, Mississippi
October 18, 1936

Mr. E. F. Salsbury
Salsbury Corporation
1515 East 75th Street,
Los Angeles, California

Dear Foster:

I have your letter of October 8th.

You may be sure I am aware of the fact that this has been an up-hill proposition and I am perfectly satisfied with the future possibilities. My only reason for making any suggestions at all is because I believe such suggestions to be for the good of all concerned.

Referring to the third paragraph of your letter, will say that I have no comments to make on the formation of the Corporation - other than just a few suggestions. I believe that will handle this to the best advantage.

Of course, when this proposition was first brought to me I accepted it as it was presented because of my confidence in it and in you. I have tried to carry out my part of it as originally promised. All that I now asked was some legal document showing my percentage of interest in the Corporation, regardless of the name it is operating under.

You mention, in the fourth paragraph of your letter, a gross on over-ride of sales. I still want you to know that I am not asking you for anything, or making any demands other than originally agreed upon, because I had enough confidence to go into this thing and still have enough confidence in your fairness and judgment to see that I get what is due me. I have our original agreement under the Motor Glide Company name but as we are now operating under the name of Salsbury Corporation I ask for the same agreement with the new Corporation so that I will be able to show any business man that I really am part of the organization.

I am not interested in any other of the business you expect to handle and I am not interested in loaning my name to any other business except the Motor Glide. I have never had any other thought except going through with our plans as originally suggested to me by yourself and Mr. Elmore. You will remember that I took hold of the whole thing and carried right through exactly as I told you I would, and whether you believe it or not, we got more action and more contact in a shorter length of time than could have been done otherwise in a whole year's time. Our advertising or publicity was exactly as good, and you must know that this is my asset and what I trade on. Other than our friendship, I feel that was the main reason why you came to me with the proposition. Though I feel that we have had many dollars worth of good advertising I, naturally, am not expecting any remuneration from this until you have put it on a basis where your personal investment is fairly secured. Before Miss Lyons left Los Angeles I had her call you to ask for a written agreement as per our original one, and that was all I asked of you in my last letter.

I was supposed to see Mr. Bendix before he went to Europe and I believe he is holding off until he can talk to me. It was just impossible for me to meet with him but he has some other things in mind for me also.

My biggest worry has been protecting ourselves from these other manufacturers and I sincerely hope that something can be done about that. It was my idea that if the machine was called the "Roscoe Turner Machine" we would get the greatest amount of advertising from my name and better guard against competition.

As you will remember, \$250.00 of the \$500 you mention was to buy into a project - the other \$250.00 went to apply on the expenses of my trip to Chicago. I have had other expenses since this date but this account was never balanced. We also made an agreement to take care of Miss Lyons on what work she did. When I get out to the Coast we can straighten up the whole account. It seems, though, that I am not the only one who is negligent in writing letters and conducting business affairs.

I will be in Los Angeles the 2nd of November and I hope that you will make your arrangements to be in town so that we can get together and talk over all of these things. We should certainly work together if we are to progress and I want to do that as I still feel we have something. I can't see that it is entirely my fault that we have not been able to get together for consultations more often. I have been operating clear across the Continent and haven't been able to rearrange my schedule. You certainly can understand this, for covering much less territory

it has been impossible on many occasions for you to re-
arrange yours.

I will talk to you about naming the new
machine when I see you. I am certainly glad to know there
is a possibility of getting a different type of engine.

With kindest personal regards, I am

Sincerely,

Roscoe Turner