

Aerocar

Celeb

GLENN H. CURTISS

GARDEN CITY, N.Y.



Mr. Carl G. Fisher
M i a m i, Florida.

Dear Mr. Fisher:-

If you have decided upon the type of boats eligible for this year's races in Miami, will you kindly send me the list? I might be able to get up something for the contest. Among other things, I am bringing down an aerial propelled craft which, if successful, might be used for an exhibition run. In case you decide to have straight-away hydroplane trials for the mile record, we might get the old "Miss Miami" out again.

I am expecting to get down between Christmas and New Year's and any information you can give I should have at once, regarding the boat races, so that I will be able to arrange for the necessary equipment before I leave.

I have your note about Mr. Palmer and was very glad, indeed, to have your comments on him.

Yours sincerely,



G. H. Curtiss

GHC/H

December 17. 1919.

December 23rd, 1919.

Mr. Glenn H. Curtiss,
Garden City, New York.

Dear Mr. Curtiss :

I have yours of the 17th : We will have the same old type of races this year that we have always had - namely, displacement runabouts and express cruiser classes for two days.

Anything you bring down that is fast we will be very glad to put on for an exhibition.

As soon as the new Allison motors are completed I think I will have something that can do about 45 miles per hour - but it won't be for this year.

Hoping to see you soon -

Yours very truly,

CGF:R

April 30, 1928.

Mr. Roy D. Chapin,
Detroit, Michigan.

My dear Roy:

Enclosed find copy of a letter to Glenn Curtiss. Glenn Curtiss has the greatest trailer that was ever made in America. It is the cheapest thing built, it is absolutely noiseless. It has a coupler joint that is as simple as an old shoe but it is perfectly wonderful. This trailer is going to revolutionize touring in this country, and I think the coupler can be used in street cars and railroad cars, modified, of course, and really designed for that particular purpose. I am tremendously enthused about it and of course I naturally thought of you and Howard with your little Essex.

Gar Wood looked at it yesterday and he wants to start building them next week. I had three or four good engineers with me the other day when I visited Glenn Curtiss and saw this trailer, and everyone of them is tremendously enthusiastic and wanted to jump to the job.

Glenn built this trailer for advertising purposes; he never had any idea at all, I don't believe, that anybody wanted to buy one. His principal idea was to build a light sign board that he could drag on through Wisconsin among the farmers and sell them farm land. I wish you could see it and ride in it. Six of us the other day rode at fifty-five miles an hour behind a Ford in this trailer over some rough road and the trailer rode much better than any Packard I have, without a single sound. I told Glenn I wanted to buy four of them at once and he asked me what I wanted with them. He seemed very much surprised to think anybody wanted to buy one of these trailers.

I am trying my very best to get Glenn stirred up to the enormous possibilities of this trailer for touring and for light delivery work. You can turn around a square corner with this trailer faster than you can in a Packard. Another thing, with this trailer you can go over any kind of wet greasy streets without skidding.

Mr. Roy D. Chapin,
April 30, 1933,
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The trailer has no chassis; it is made of wood and airplane wire, and the Universal joint is an airplane wheel with a rubber tire on it.

I don't know that you would be interested at all, but I do know that seven or eight hundred thousand other people are going to be interested, and of course I am bringing it to your attention as quickly as possible and am doing everything I can to see that Glenn protects himself as quickly as possible with his patent applications, and also with contracts which will bolster up his patents. I have offered him \$50,000. for a one-third interest in his patents if they are granted.

You know, Glenn is a very conservative man and very much more on mechanics and philosophy than he is a salesman. I don't believe Glenn could sell gold dollars for ninety-five cents apiece, but he could certainly make gold dollars as good as the mint could make them if he wanted to do so.

Glenn's idea was to establish a little manufacturing affair down here at Miami to give work to these poor people. Of course, that is all right, but it will take some big factories to turn out these trailers as fast as they are going to be called for, and I think Glenn is dead wrong in his idea of confining any part of the business particularly to this section where freights are high and very little skilled labor.

I don't know just what Glenn will think of this letter but I am sending him a copy of it. I am on my way north on Thursday, stopping off at St. Simons for a couple days with Howard.

Yours,

CGF:F

P.S. Four hundred fifty Hoosier Shriners called on me this morning at 8.30, and with proper ceremonies they made "Rosie", my pet elephant a member of the Shrine, being the only female in the world a real Shrine member. How's that for publicity?

ROY D. CHAPIN

DETROIT

May 8, 1928

Mr. Carl G. Fisher,
Port Washington,
Long Island, N. Y.

Dear Carl:

I should think that it would be a wiser plan for Glenn Curtiss to hook his trailer proposition up with some company that is already established in this business. As you know, building up a national sales organization to market anything is a terrible job, and I should think Curtiss could make the most money out of it by either licensing the rights to manufacture or manufacturing the essential portion of his device and letting the body people everywhere make the balance.

Of course, I haven't seen the device other than the photograph which Curtiss showed me in your office. If Howard is familiar with it, we will have a chance to talk it over as I expect to see him next week. Incidentally, I expect to be at the Ritz in New York the early part of next week and if there is anything special on hand you can reach me then.

I hope you and Margaret are both feeling fine.

Sincerely yours,



RDC:J

May 10, 1928.

Mr. Roy D. Chapin,
Detroit, Michigan.

Dear Roy:

Just before I left, I had quite a talk with Glenn, and we thought as you do, that the best thing for him to do would be to license various manufacturers to build these trailers. Trailers run into such a variety of models that it is hard to get the various models ready for exhibition in a short time.

It seems to me I can see a lot of people going from their country homes into the theaters in these luxurious trailers which offer several times the comfort that any automobile has at the present time. A lady could take four or five guests in comfort with a trailer, also she could have an additional lounge, toilet, a dressing table with all her combs, powders, etc., and the interior could be highly decorated and still have a very reasonable cost.

I am very anxious to get three or four of these trailers at Montauk for this season. I believe you are going to be agreeably surprised when you see this thing.

I expect to go to Montauk tomorrow evening, returning Sunday night. Hope if you are in town the first of the week you will give me a ring and see if you cannot come out and stay over night with me.

Yours,

CGF:T

Port Washington, L.I.,
May 10, 1928.

Mr. Roy D. Chapin,
Hudson Motor Car Company,
Detroit, Michigan.

Dear Mr. Chapin:

I have your letter of the twenty-eighth. I have been so busy this is the first opportunity I have had to answer.

The hotel we are considering leasing, to be financed and built by the Montauk Improvement Company, will come up for consideration at the Executive Committee tomorrow. The whole idea was to use one of the Miami Beach hotel organizations to operate this hotel. Of course, the big idea was to have somebody else furnish the money and everyone agrees that we need at least two more hotels; and naturally, we want to conserve our funds for other improvements.

Had a talk with Keys last night. Our financing will be closed up on the fifteenth of this month. Keys has arranged to take over the conversion rights and sell the bonds for the entire three million, so that the money can be spent on any part of the property. This places the conversion rights on about \$700,000. in our control. I think this is satisfactory to everybody.

Spent two days on the property with LeBoutillier, and the organization is functioning better than ever before.

Sincerely yours,

RHT:T

Robt. H. Tyndall

Aerocar

July 12th, 1938.

Mr. Roy D. Chapin,
Detroit, Michigan

Dear Roy:

I have a memo from Chase regarding the Presidential cottage. I have told him to see that you get it.

I spent the most of yesterday with Glenn Curtiss in the new trailer. Up to this point the mileage on this trailer has been 3,600 miles, over all kinds of roads, and the trailer is apparently absolutely perfect. Also the little Hudson seems to be standing up perfectly, no trouble of any kind, and the driver reports a satisfactory trip north.

There are two or three little things about the trailer that should be changed. I think the nose is about two inches too long, and the door about an inch and a half too narrow. I am having Purdy Boat Works put some trimmings on this trailer right away, such as gun racks, racks for fishing poles, toilet facilities and a few other little touches that will help its look considerably.

We have not yet come in contact with anybody who has not seemed to think that it is going to be very successful. I know I will need about four of them in connection with Montauk, and these four trailers will certainly save me about \$20,000, to say nothing of quiet operation and lack of expensive upkeep.

Glenn is going to call me up today and I believe he depends upon getting the trailer to you out in Detroit the early part of next week.

Caley Bragg was over yesterday afternoon and had a ride in the trailer; he has telephoned Chrysler and he wants to come over this morning and

Mr. Roy D. Chapin,
July 12th, 1926,
Page 2.

take a ride in it. Galey is going to take the "Shadow K" today with some friends to Montauk and I may send the trailer out this afternoon to bring them back tomorrow so that they can have a 100 mile road trip.

Glenn seemed to think that if you and Howard wish to do something with the trailer we should by all means give you a chance to get a good start, for the reason we are all more or less tied up together, and this suits me exactly.

But on the other hand, I think we should have a meeting and decide on a policy of licenses so that we won't get into a lot of patent fights. This will actually save all the companies trouble even if they have to pay into the parent company a small license fee. It seems to me it would be proper for you and Howard, as individuals, or your companies, to buy a small amount of stock in the parent company, then pay the parent company a license fee-- have not any idea yet what it should be. This parent company will make the stockholders a profit as well as protect them from poor manufacturing methods and infringements of all kinds.

I am going to fix up one of these trailers for my own use, which is probably going to cost me complete with the Hudson about \$4,000. Such a trailer will answer the purpose of two Rolls Royces and my investment will be much more secure as well as a diminished upkeep. I have already taken the matter up with a few people who fall very fast for the idea of specially fitted boudoir for a lady to entertain her guests going into the theatre. I have not any idea how many thousands of these trailers can be sold for this purpose alone. Also it makes a most ideal and economical transportation for school children.

Mr. Roy D. Chapin,
July 12th, 1926,
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Mr. Roy D. Chapin,
July 12th, 1928,
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I wish we could get several of the old timers together in this company and have a very strong board of directors which will look good on paper to bluff out patent infringers. If we had had a strong board of directors in the beginning of Prestolite it would have saved us several millions of dollars and we would have entirely controlled the oxy-acetylene welding in America as well as several foreign countries. But we only had to offer our selling ability and of course the other fellows made very sharp trades with us.

I was talking to a very prominent railroad man the other day, one who understands blue prints very well. He caught the idea in a minute. I had suggested to him that two of these trailers carrying ten people each could easily stay with any limited train for a distance of 100 miles between stops, and the cost would be perfectly ridiculous as compared with railroad transportation. I have a very strong idea, which may sound quite foolish and possibly it is foolish, that railroads will only be used to hold freight — cattle, horses, wheat binders and plows, in just a few years; that the rights of way of the railroads will be paved and that small and compact cars such as this trailer on a somewhat enlarged plan with a heavier tractor burning Diesel oil, will handle the transportation, except the through overland trains from coast to coast — and I am not sure that this kind of transportation won't wipe out the overland trains.

The pig iron in a driving wheel in a modern locomotive weighs more than this complete trailer, and a set of drivers weigh more than the Hudson and the trailer combined. I know you can remember dozens of times when you have stepped into a sleeper that only contained six people, and sometimes

Mr. Roy D. Chapin,
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only four, and yet this great mass of iron was being hauled across the country. Probably the weight was 50,000 pounds to actually haul 700 or 800 pounds.

In this connection; if you are interested and Kettering has already told me he is interested, to join about seven or eight of us old timers in a company to perfect Diesels, I would like to have you. I started out to do this job alone and already have \$280,000 invested with Treiber. Treiber has had sixteen years experience in the business and is generally credited with being the smartest Diesel engineer in America -- or for that matter, in the world.

Treiber has perfected and has running at this time a 700 h.p. Diesel that runs as quietly and smoothly as your Hudson engine, with a weight per horse power of around 21 pounds. He has perfected, built and is running at this time on the blocks a 2500 h.p. motor at around 30 pounds per horse power. He will have ~~this~~ on the blocks in a few days a 300 h.p. motor for the Consolidated Shipbuilding Corporation. This 300 h.p. Diesel will weigh approximately the same as the 300 h.p. gasoline motor which they have been building for several years. It will weigh less than Winton's 300 h.p. gasoline motor. Such a motor could handle a 50 foot trailer between New York and Chicago at a cost for oil of just a few dollars, possibly \$10.00 or \$12.00. 3000

On account of the troubles I had in Miami, I had to slow down with my general plan on Diesel work although I am still carrying on and we now have over \$100,000 worth of business come in which helps out considerably.

Have had a letter from Mr. Kettering day before yesterday asking me if I did not think it

Mr. Roy D. Chapin,
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would be all right for one of his engineers to drop down and see Treiber and I wrote him it certainly would be all right. So far, I have interested in the general plan Mr. R. E. Olds, Mr. Henry Joy, one of our small stockholders, and Kettering says he will be glad to join a small group to go ahead; but for some reason or other I have not been able to think of the group that would fit into the picture best. At the present time I can only think of R. E. Olds, yourself and Howard Coffin, Kettering, myself, and possibly one or two others.

I don't think it is going to cost more than \$200,000 to complete the job and know what we can do with these smaller sized Diesels. We have no plant to speak of and very little overhead. We rent space from the Brown Boveri Company who, as you know, have the finest marine and engine shop in the world located at Camden. You might not be posted, but I understand it cost the Mellons and others over a hundred million dollars. They are so much interested in Treiber they give him space in the factory and provide at very nominal cost for the use of tools, etc. Treiber is completing for them now a rotary Diesel which is very simple and looks like it will be very successful.

I am not fooling with Diesels or Trailers either to make a lot of money, but I do like to keep in the limelight more or less with these new inventions that are tremendously interesting. For instance; if not for Florida complications, I would be completing at this time the fastest yacht in the world and would right now hold all world's records up to 2,000 or 3,000 miles, and this would be worth while to do. Also I would have had perfected a 50 h.p. Diesel motor for truck purposes. Treiber tells me that a 50 h.p. motor is much more simple and easy than a 50 h.p. gas motor, except to control

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injection and carburation at low speeds, and this he thinks could be whipped if he had more time to work on it.

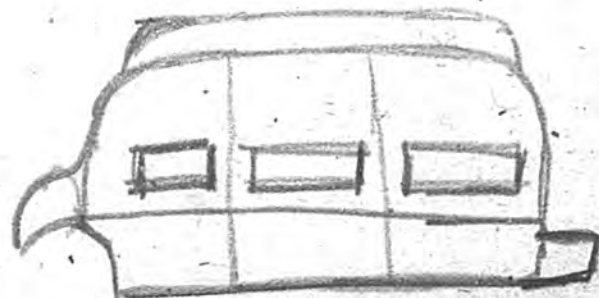
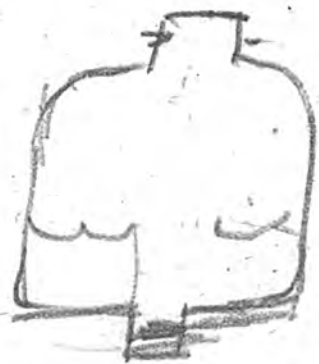
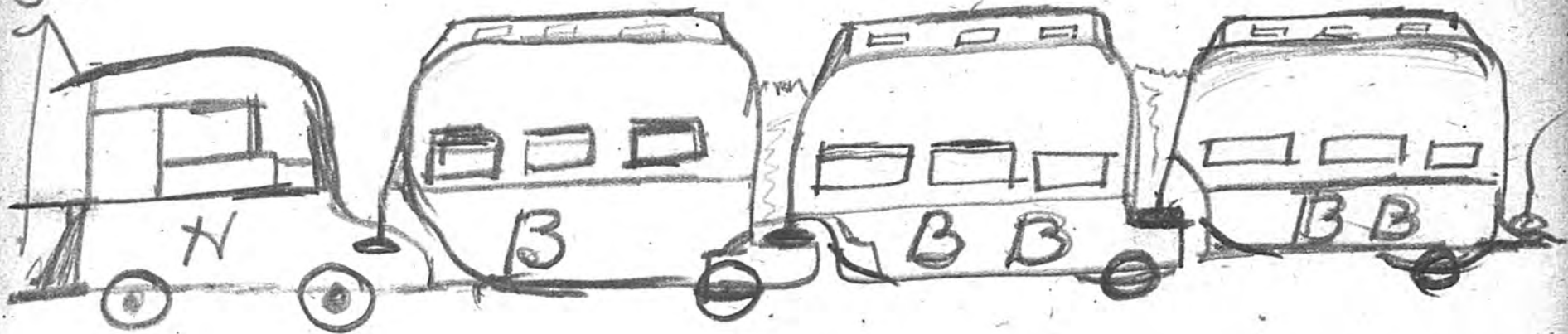
My idea was if we got a crowd of eight or ten of us together who have had experience in manufacturing, we would have a bunch of very strong assistants and a lot of organizations to help on the job, with practically no more overhead than we have now. Wish you would think the matter over and if you are not interested, say "No", and throw this letter in the waste basket. I am asking Treiber to send you a photograph of the 2500 h.p. he has completed, also of the 700 h.p., of which we are making a pair for Harold Vanderbilt's new yacht which is a complete copy of my "Shadow K". This yacht will be finished in about three months; then I will have to step down from having the fastest Diesel yacht in the world, to Vanderbilt who will take my place. But as soon as I can get in shape to throw about \$500,000 into a new boat I will step out in front again. Wish you felt like speculating \$200,000. or \$300,000 on a fast boat.

Yours,

CCF:T

P.S. ~~When the trailer is in Detroit, I wish you would call up Gar Wood as I want him to see this improved outfit.~~

Robert



July 24, 1928.

Mr. Roy D. Chapin,
Detroit, Michigan.

Dear Roy:

Regarding the Curtiss trailer:
Glenn has appointed me Sales Manager to open negotiations with builders. It seems to me this is the proper thing to do to protect our company and also to protect the patents. I presume your company will be a part of the owners of the parent company.

Howard has been quite ill and I only saw him yesterday for a few minutes. In the meantime, several manufacturers are very anxious to get busy immediately. Moskovics of the Stutz wants to build two machines at once, one for the New York show. He particularly wants to specialize on the more luxurious models which will probably cost \$4,000.

Glenn and myself and Howard Coffin thought we wanted you to have the best get-away. No reason why these pictures with the Hudson coupe cannot be shot to all your agents, if you are interested. There is no possible chance, it seems to me, to confine manufacture of this trailer to any one company. Competition and fights on the patents would at once start in with a rough house. On the other hand, proper licensing will make the parent company very strong and help sales, in England, France and other foreign countries. I would like to hear from you as to just what you want to do and what I can do to help you and the Hudson Company.

The word is spreading now very rapidly about this trailer. We have several people here in the east now who are telephoning and wanting to

Mr. Roy D. Chapin,
July 24, 1928,
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know just when the trailer will be in so that their engineers can be in to see it. Up to the present time, I am not authorized and do not feel like I want to do anything except sell the outfit, await a general meeting of our stockholders, and have a fixed plan to proceed with certain royalties and licenses and other general agreements which will make it easy to talk business.

I do not yet understand the arrangement that has been made with Briggs but I imagine it is entirely satisfactory and I am, of course, delighted to know the Briggs Company are sufficiently interested to want to build the bodies. This is, to my mind, great business, although the Briggs Body Company cannot build half the bodies that will be demanded after the trailer commences to be seen in different parts of the country.

Almost every person who has seen this trailer wants to buy one. The fact that it can be made at a very low price and is very economical to maintain is a great selling point. Also a big point, Roy, is the fact that it appeals to the imagination of men and women who want a change from the old type touring car. Yesterday I rode 100 miles from Montauk to Port Washington and I could not keep from my mind the comparison of this 100 miles in a cramped position, unable to move unless you get out of the car and ran around a ring in the road, and the last 100 miles I rode in this trailer. There just is not any comparison. I would not have a Rolls Royce as a gift, or any other car including your own, if I could afford to buy one of these trailers and have a driver. I am quite sure when I say it is only a question of time until you and Inez will puff all up with pride over your trailer car trimmed inside probably with pink velour, with cigarette cases and other nick nacks on the walls, in the bureau drawers, etc.

I hope you will get busy; but if you are not interested in the thing, let me know immediately, and if you are interested in it, let me know about what plan you wish to pursue so that I can at least help.

Yours,

CGF:T

ROY D. CHAPIN

DETROIT

July 28, 1928.

Mr. Carl G. Fisher,
Port Washington, L. I.

Dear Mr. Fisher:

Your letter of the 24th just came in this morning, and I am forwarding it to Mr. Chapin in California by air mail. An early answer should be forthcoming.

When Mr. Chapin left for California, he left the entire Detroit arrangements concerning the trailer in my hands. Previous to his departure, he and some of the other Hudson officials, together with some of the Briggs people, inspected the trailer, and of course were all deeply interested. The Briggs company, as you know, spent two or three days going over the design, and then expressed to us their desire to proceed with the redesign and improvement of the original. They also wanted to know whether or not they could become interested in the holding company, what share they could have, and what the cost would be. This information was passed on to Messrs. Coffin and Curtiss, but they came back with the word that nothing definite could be done for two or three weeks concerning the holding company, but that they thought it advisable to proceed at once on improved designs, etc. This word was in turn passed on to Briggs, but nothing can be done further with them until their Mr. Goudie returns to Detroit the first of next week.

It was my understanding that you would probably want to confine the building of the trailer to one company, and I believe Mr. Chapin was of the same opinion. It may be, of course, that if you permit several body builders to manufacture these trailers, Briggs will not have such an enthusiastic interest. However, until we can know definitely whether or not they are interested in proceeding immediately without definite information as to license, participation in holding company, etc., I will not let them know that you are considering the possibility of licensing a number of manufacturers.

After I have had a chance to discuss this further with Mr. Goudie the first of next week, I shall be glad to communicate further with you.

Very truly yours,

Lewis A. Garred

Answer

Charge to the account of _____ \$ _____

CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	FULL RATE
DAY LETTER	<input checked="" type="checkbox"/> DEFERRED
NIGHT MESSAGE	CABLE LETTER
NIGHT LETTER	WEEK END LETTER

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

WESTERN UNION

NO.	CASH OR CHG.
CHECK	
TIME FILED	

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

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

JULY 30, 1928.

MR. E ALVAN MACAULEY, PRES. PACKARD MOTOR CAR COMPANY
DETROIT, MICHIGAN

WHEN WILL YOU BE IN NEW YORK HAVE VERY INTERESTING TRAILER INVENTED BY GLENN CURTISS WHICH I THINK WILL REVOLUTIONIZE ROAD TRANSPORTATION . THINK IT IS QUITE TO YOUR ADVANTAGE THAT YOU SHOULD AT LEAST KNOW THE GOOD POINTS OF THIS TRAILER AND BE THOROUGHLY POSTED. WOULD OF COURSE BE PLEASED IF YOU SEE FIT TO GO FURTHER IN THE PROMOTION OF SAME

CARL G. FISHER.

CGF:T

Send same to J. G. Vincent, Packard Motor Car Co.

ALL MESSAGES TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays, the sender of a message should order it repeated, that is, telegraphed back to the originating office for comparison. For this, one-half the un-repeated message rate is charged in addition. Unless otherwise indicated on its face, this is an un-repeated message and paid for as such, in consideration whereof it is agreed between the sender of the message and this company as follows:

1. The company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the un-repeated-message rate beyond the sum of five hundred dollars; nor for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the repeated-message rate beyond the sum of five thousand dollars, unless specially valued; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure messages.

2. In any event the company shall not be liable for damages for mistakes or delays in the transmission or delivery, or for the non-delivery, of any message, whether caused by the negligence of its servants or otherwise, beyond the sum of five thousand dollars, at which amount each message is deemed to be valued, unless a greater value is stated in writing by the sender thereof at the time the message is tendered for transmission, and unless the repeated-message rate is paid or agreed to be paid, and an additional charge equal to one-tenth of one percent of the amount by which such valuation shall exceed five thousand dollars.

3. The company is hereby made the agent of the sender, without liability, to forward this message over the lines of any other company when necessary to reach its destination.

4. Domestic messages and incoming cable messages will be delivered free within one-half mile of the company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this company concerning messages until the same are accepted at one of its transmitting offices; and if a message is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender.

6. The company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the message is filed with the company for transmission.

7. It is agreed that in any action by the company to recover the tolls for any message or messages the prompt and correct transmission and delivery thereof shall be presumed, subject to rebuttal by competent evidence.

8. Special terms governing the transmission of messages according to their classes, as enumerated below, shall apply to messages in each of such respective classes in addition to all the foregoing terms.

9. No employee of the company is authorized to vary the foregoing.

THE WESTERN UNION TELEGRAPH COMPANY

INCORPORATED

NEWCOMB CARLTON, PRESIDENT

CLASSES OF SERVICE

TELEGRAMS

A full-rate expedited service.

NIGHT MESSAGES

Accepted up to 2:00 A.M. at reduced rates to be sent during the night and delivered not earlier than the morning of the ensuing business day.

Night Messages may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such night messages at destination, postage prepaid.

DAY LETTERS

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the standard night letter rate for the transmission of 50 words or less and one-fifth of the initial rates for each additional 10 words or less.

SPECIAL TERMS APPLYING TO DAY LETTERS:

In further consideration of the reduced rate for this special Day Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Day Letters may be forwarded by the Telegraph Company as a deferred service and the transmission and delivery of such Day Letters is, in all respects, subordinate to the priority of transmission and delivery of regular telegrams.

B. This Day Letter is received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely, and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of regular telegrams under the conditions named above.

No employee of the Company is authorized to vary the foregoing.

NIGHT LETTERS

Accepted up to 2:00 A.M. for delivery on the morning of the ensuing business day, at rates still lower than standard night message rates, as follows: The stand-

ard telegram rate for 10 words shall be charged for the transmission of 50 words or less, and one-fifth of such standard telegram rate for 10 words shall be charged for each additional 10 words or less.

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In further consideration of the reduced rates for this special Night Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Night Letters may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

No employee of the Company is authorized to vary the foregoing.

FULL RATE CABLES

An expedited service throughout. Code language permitted.

DEFERRED HALF-RATE CABLES

Half-rate messages are subject to being deferred in favor of full rate messages for not exceeding 24 hours. Must be in language of country of origin or of destination, or in French. This class of service is in effect with most European countries and with various other countries throughout the world. Full particulars supplied on application at any Western Union Office.

CABLE LETTERS

For plain-language communications. The language of the country of destination may be employed, if the Cable Letter service is in operation to that country. Subject to delivery at the convenience of the Company within 24 hours if telegraphic delivery is selected. Delivery by mail beyond London will be made if a full mailing address is given and the words "Post London" are written after the destination. Rate is approximately one-third of the full rate; minimum 20 words.

WEEK-END LETTERS

Similar to Cable Letters except that they are accepted up to midnight Saturday for delivery Monday morning, if telegraphic delivery is selected. Rate is approximately one-quarter of the full rate; minimum 20 words.

July 31, 1928

Mr. Lewis A. Garred,
Office of Roy D. Chapin,
Detroit, Michigan.

Dear Mr. Garred:

Replying to yours of the 28th:
Mr. Curtiss, Mr. Coffin and myself talked considerable about licensing several body companies to make trailers, and I believe it should be a part of our contract to allow each body company to have some of the holding stock. I think it would be impractical to make any attempt to limit to any one of the body companies the building of these bodies, for the reason that the other body companies would at once start to make their own bodies in wagon shops and in other shut-down automobile plants.

By having some superintendance over the construction with our contracts and license agreements, we might prevent; first, accidents; second poor construction and other faults. I already have shown the trailer to two manufacturers here in the east, both of whom were very much interested in the trailer and probably might want to purchase their bodies from the Briggs Company, but they certainly would want to use their own tractors and probably make some changes of their own in the tractor.

Mr. Moskovic was here the other day and he wants to build a couple in his plant but he wishes to use the Weymann body, and I am inclined to think that that body might be very popular. There certainly is a great deal of interest in the trailer, especially after one takes a ride in it and sees the possibilities.

Mr. Lewis A. Garred,
July 31, 1928,
Page 2.

A great deal depends on the patent being good. The best way to make it good is to have some substantial men acknowledge the patent and make the royalty so reasonable that manufacturers would prefer to pay the royalty rather than get into a big long drawn-out argument.

I wish we had made a proper deal on a royalty basis with Prestolite. It would probably have saved us ten or fifteen millions of dollars besides other lawsuits that lasted over ten years, only to find in the end that the patents were invalid.

Very truly yours,

CGF:T

PACKARD MOTOR CAR COMPANY

DETROIT MICHIGAN

Answer

August 1, 1928

Mr. Carl G. Fisher
Port Washington
New York

My dear Carl:

I am just in receipt of your telegram regarding a trailer invented by Glenn Curtis, but I am not sure whether this has to do with a trailer for motor cars or a trailer for trucks. Naturally I would like to receive further information regarding this outfit, altho I doubt if the Packard Company would be interested in producing anything of this kind.

I don't know just when I will be in New York but probably some time within the next few weeks. I will certainly make it a point to look you up when I am there.

Thanking you for your courtesy, and with kind personal regards, I am

Yours very truly,

J. G. Fisher

JGV:UL

August-3, 1928.

Mr. Glenn H. Curtiss,
Country Club Estates,
Florida.

My dear Glenn:

I have yours of the 28th regarding the set-up of the company. Anything you decide to do is entirely o.k. with me. I feel as though I butted in your company in the first place, but I am so interested and wrapped up in the possibilities of this trailer, I can not help but want to help in the promotion of it as a unique and practical method of road transportation. Of course, I can not give the matter a great deal of time except to help get it started, and I think after it does once get started, it is almost entirely a matter of negotiations with additional companies and a fixed plan of royalties. It will be quite a job to get up this preliminary schedule of royalties so it will be quite satisfactory and will not show favoritism.

All the people I have come in contact with are, first, reliable and honest; and second, wealthy enough so that an additional extra profit by being either tricky or selfish would not appeal to them, and I believe we can keep the patents and the control in the hands of this caliber. Most of the manufacturers who really amount to anything in America really are old acquaintances of all of us and we know their past business transactions and reliability. This conditions of affairs makes it much easier to proceed with the plan without great delays whenever we have once organized and have a definite policy to pursue.

Whatever you want to do in the organization is entirely satisfactory with me. Notify me the percentage you wish to allot to me and the amount you wish me to forward in payment of same. I have just gone over your set-up for the incorporation. This is entirely satisfactory. If at any time it is found necessary to make a change in any plans, this Board of Directors can easily be gotten together, and I am satisfied there will be no arguments or jockeying for position.

In talking with Howard yesterday, he suggested that we have a Patent Holding Company and in addition to this a Royalty and License Holding Company, and I think his suggestion is good. I have had at least ten or fifteen different engineers who would like to purchase a small amount of stock in this company or corporation. They do not care at all about the set-up, placing confidence in our organization, they know

August 3, 1938.

Mr. Glenn H. Curtiss,
Country Club Estates,
Florida.

My dear Glenn:

I have yours of the 28th regarding the set-up of the company. Anything you decide to do is entirely o.k. with me. I feel as though I butted in your company in the first place, but I am so interested and wrapped up in the possibilities of this trailer, I can not help but want to help in the promotion of it as a unique and practical method of road transportation. Of course, I can not give the matter a great deal of time except to help get it started, and I think after it does once get started, it is almost entirely a matter of negotiations with additional companies and a fixed plan of royalties. It will be quite a job to get up this preliminary schedule of royalties so it will be quite satisfactory and will not show favoritism.

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Mr. Glenn H. Curtiss,
August 3, 1928.
Page 2.

they will not be behind wall paper. I think it is desirable for us to have some sort of stock that we can sell in small quantities to various engineers and manufacturers of parts who are very much interested and while they themselves would not be producers of either tractors or trailers, they would be of vast benefit to us in talking and explaining our patent to both engineers and individuals. Also I think that before any of this stock would be issued, these various engineers and purchasers will acknowledge our patents, all of which will very much help strengthen any patent negotiations we may be drawn into.

For instance: I demonstrated this trailer yesterday to a very brilliant engineer and racing driver who has thousands of acquaintances and friends among both drivers and engineers and manufacturers. He is constantly in all parts of the United States, meeting dealers and every class of people who are purchasers of automobiles. He wants a small amount of our stock, only \$1,000. worth, and I would like to see this class of purchasers provided for. Their influence is tremendous; they are travelling salesmen without an expense account.

I would not advise that we sell individuals as a class any of our stock at any price as they would

only go into the company as a purely speculative deal and would not be of any benefit to us in promoting the adoption and sale of these trailer. If we sell generally to engineers and manufacturers, the public will fall over themselves to purchase, especially with a large number of prominent engineers and prominent manufacturers sponsoring this new method of road transportation.

Yours,

CGF:T

Copies to Mr. Caffin
Mr. Keys
Mr. Cuthell

August 3, 1928.

Mr. J. G. Vincent,
Packard Motor Car Company,
Detroit, Michigan.

My dear J. G.

I hope you will have a chance to drop in when you are down, and see this trailer, particularly to have a ride in it. It is not the looks of the trailer that counts, it is the way it rides. I am sending you a picture of the trailer hooked to a Hudson light runabout. This is the second model made. The third, fourth and fifth are coming through. The next model will be attached to a Hudson coupe. The following model will have the roof of the trailer extended to the tractor so that the completed job will look like one job instead of two.

The three point suspension is the big feature of the trailer. The third point in the trailer is hung in an airplane wheel in the tractor and this wheel absorbs all shocks through the rubber tire on the wheel. It is rather difficult for me to give you an explanation, but the entire hitch-up is simple with no mechanics of any kind.

The trailer is built with airplane construction with airplane wires for stiffening and holding the sides, floor and the roof. The complete trailer only weighs 1700 pounds.

Tommy Milton dropped in the other day and had a ride in it. You may see him before I see you and he can tell you some of the good or bad points of the trailer.

Yours,

OGF:T

Charge to the account of _____

\$ _____

CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	FULL RATE
DAY LETTER	DEFERRED
NIGHT MESSAGE	CABLE LETTER
NIGHT LETTER	WEEK END LETTER
Patrons should check class of service desired; otherwise message will be transmitted as a full-rate communication.	

WESTERN UNION

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

NO.	CASH OR CHG.
CHECK	
TIME FILED	

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

AUGUST 28, 1928.

MR. W. O. BRIGGS. BRIGGS BODY WORKS. DETROIT. MICHIGAN.

HELD MEETING AEROCAR COMPANY AND SEVEN OF US DECIDED TO
 UNDERWRITE THE ENTIRE STOCK GIVING YOU PRORATA SHARE STOP
 STOCKHOLDERS NOW ARE GLENN CURTISS. C. M. KEYS. JIM WILSON
 ROY CHAPIN HOWARD COFFIN MYSELF AND YOURSELF STOP
 NUMBER TWO CAR WILL PROBABLY LEAVE HAMMONDSPOET TODAY
 ARRIVING DETROIT TOMORROW OR NEXT DAY

CARL G. FISHER.

CGF:T HEC
GHC

ALL MESSAGES TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays, the sender of a message should order it repeated, that is, telegraphed back to the originating office for comparison. For this, one-half the unrepeatable message rate is charged in addition. Unless otherwise indicated on its face, this is an unrepeatable message and paid for as such, in consideration whereof it is agreed between the sender of the message and this company as follows:

1. The company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the unrepeatable-message rate beyond the sum of five hundred dollars; nor for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the repeatable-message rate beyond the sum of five thousand dollars, unless specially valued; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure messages.

2. In any event the company shall not be liable for damages for mistakes or delays in the transmission or delivery, or for the non-delivery, of any message, whether caused by the negligence of its servants or otherwise, beyond the sum of five thousand dollars, at which amount each message is deemed to be valued, unless a greater value is stated in writing by the sender thereof at the time the message is tendered for transmission, and unless the repeatable-message rate is paid or agreed to be paid, and an additional charge equal to one-tenth of one percent of the amount by which such valuation shall exceed five thousand dollars.

3. The company is hereby made the agent of the sender, without liability, to forward this message over the lines of any other company when necessary to reach its destination.

4. Domestic messages and incoming cable messages will be delivered free within one-half mile of the company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this company concerning messages until the same are accepted at one of its transmitting offices; and if a message is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender.

6. The company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the message is filed with the company for transmission.

7. It is agreed that in any action by the company to recover the tolls for any message or messages the prompt and correct transmission and delivery thereof shall be presumed, subject to rebuttal by competent evidence.

8. Special terms governing the transmission of messages according to their classes, as enumerated below, shall apply to messages in each of such respective classes in addition to all the foregoing terms.

9. No employee of the company is authorized to vary the foregoing.

THE WESTERN UNION TELEGRAPH COMPANY

INCORPORATED

NEWCOMB CARLTON, PRESIDENT

CLASSES OF SERVICE

TELEGRAMS

A full-rate expedited service.

NIGHT MESSAGES

Accepted up to 2:00 A.M. at reduced rates to be sent during the night and delivered not earlier than the morning of the ensuing business day.

Night Messages may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such night messages at destination, postage prepaid.

DAY LETTERS

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the standard night letter rate for the transmission of 50 words or less and one-fifth of the initial rates for each additional 10 words or less.

SPECIAL TERMS APPLYING TO DAY LETTERS:

In further consideration of the reduced rate for this special Day Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Day Letters may be forwarded by the Telegraph Company as a deferred service and the transmission and delivery of such Day Letters is, in all respects, subordinate to the priority of transmission and delivery of regular telegrams.

B. This Day Letter is received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely; and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of regular telegrams under the conditions named above.

No employee of the Company is authorized to vary the foregoing.

NIGHT LETTERS

Accepted up to 2:00 A.M. for delivery on the morning of the ensuing business day, at rates still lower than standard night message rates, as follows: The stand-

ard telegram rate for 10 words shall be charged for the transmission of 50 words or less, and one-fifth of such standard telegram rate for 10 words shall be charged for each additional 10 words or less.

SPECIAL TERMS APPLYING TO NIGHT LETTERS:

In further consideration of the reduced rates for this special Night Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Night Letters may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

No employee of the Company is authorized to vary the foregoing.

FULL RATE CABLES

An expedited service throughout. Code language permitted.

DEFERRED HALF-RATE CABLES

Half-rate messages are subject to being deferred in favor of full rate messages for not exceeding 24 hours. Must be in language of country of origin or of destination, or in French. This class of service is in effect with most European countries and with various other countries throughout the world. Full particulars supplied on application at any Western Union Office.

CABLE LETTERS

For plain-language communications. The language of the country of destination may be employed, if the Cable Letter service is in operation to that country. Subject to delivery at the convenience of the Company within 24 hours if telegraphic delivery is selected. Delivery by mail beyond London will be made if a full mailing address is given and the words "Post London" are written after the destination. Rate is approximately one-third of the full rate; minimum 20 words.

WEEK-END LETTERS

Similar to Cable Letters except that they are accepted up to midnight Saturday for delivery Monday morning, if telegraphic delivery is selected. Rate is approximately one-quarter of the full rate; minimum 20 words.

F. E. Moskovichs, President of Stutz Motor Car Company of America, Inc., announces his resignation as President and withdrawal from active participation in the affairs of the Stutz Motor Car Company of America, Inc.

Mr. Moskovichs has long contemplated this move to enable him to give more time to pressing personal affairs, and now that the New STUTZ and the BLACKHAWK are so well launched at the national shows, he feels the time has arrived to take this step.

Mr. E. V. R. Thayer, Chairman of the Board of Directors, announces the promotion of the Company's two Vice Presidents, viz: Mr. Edgar S. Gorrell to be President, and Mr. E. B. Jackson to be Chairman of the Board.

Mr. Moskovichs will continue as Vice President of the Faries Manufacturing Company of Decatur, Illinois, in which Company he bought a considerable interest last year.

Page Two

Mr. Carl G. Fisher
Miami Beach, Florida

give me an opportunity to come down South for a little fishing, which I have never had, and spend a week or ten days in Miami. Let me know if this meets with your idea, and if you can arrange for me to live somewhere.

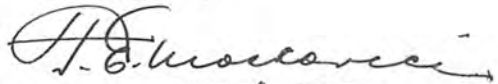
I have tried to induce Rose to come, but Mother is here with her, and she prefers to stay in Indianapolis, but I do want a little fishing before I start working at anything else, and I will probably not have a chance again in a long time.

If you reply to this letter during the week, send me a copy to Chicago in care of the Drake Hotel, and let me know your views.

In other words, if we are going to drive to Miami, I could probably arrange to take some prominent Chicago man with me, which would not hurt at all. It might even be well to go by way of Biloxi and New Orleans, but I will decide that after I hear from you.

Again I say, the job is a beauty, and I am going to send you photographs Saturday, as soon as she is launched.

Sincerely yours,



F. E. Moskovics

FEM AKG

P.S.
Don't know just what device do but
for the first time in my life I can be
a bit easy & not worry about fin-
ances - so I'd like to play a few
weeks anyway
M

August 30, 1928.

Mr. G. F. Kettering,
General Motors Bldg.,
Detroit, Michigan.

Dear Mr. Kettering:

Mr. G. Carl Adams
plans to leave Hammondsport with
the Aerocar next Monday, arriving
at the Statler Hotel on Wednesday.
If you will leave your hotel num-
ber at the Statler Hotel for Mr.
Adams, he will arrange with you
for a demonstration of the Aerocar.

Very truly yours,

Secretary to Mr. Fisher.

T

August 30, 1928.

Mr. Frederick Moskovic,
Stutz Motor Car Company,
Indianapolis, Indiana.

My dear Mosky:

Mr. G. Carl Adams went from here to Hammondsport and plans to leave Hammondsport for Detroit next Monday, arriving in Detroit on Wednesday. He is to go from Detroit to Akron and then to Indianapolis.

Mr. Curtiss will return to New York early next week.

Mr. Jim Wilson, who is President of the Mangle Body Company of Louisville and is associated with Mr. Keys, wants to build some of these Aerocars in Louisville, also he subscribed to his share of the stock of the corporation which is divided between eight persons:

Walter Briggs	Howard Coffin
Roy Chapin	G. H. Keys
Chester W. Guthell	James Wilson
Carl G. Fisher	Glenn H. Curtiss

This gives us a very strong line-up and one that is easy to handle.

If, for any reason, you change your mind and come down this way in the next few days, let me know and we will drive the Aerocar out to Montauk. One ride of this kind in the Aerocar spoils you for any other kind of touring.

Yours,

CCF:T

CCA

P.S.

I am asking Mr. Adams to wire you definitely when he expects to arrive in Indianapolis.

August 30, 1928.

Mr. F. A. Seiberling,
Seiberling Rubber Company,
Akron, Ohio.

Dear Mr. Seiberling:

Mr. G. Carl Adams plans
to leave Hammondsport with the
Aerocar next Monday, arriving
at the Statler Hotel in Detroit
on Wednesday.

If you will please get
in touch with Mr. Adams at that
time, he will arrange for a
demonstration of the car in Akron.

Will you kindly let Mr.
Fisher know if you do communicate
with Mr. Adams.

Very truly yours,

T

Secretary to Mr. Fisher.

Port Washington,
September 4, 1928.

To the Stockholders of the Aerocar Corporation:

Yesterday Pat Cusick was at Montauk and had a ride in the Aerocar. His remarks and criticisms were as follows:

How soon could one be delivered?

He would like to have some chance at the interior decorations and specifications. This leads me to suggest that it is going to be necessary for our Board of Directors to suggest to builders of these cars that they issue immediately complete catalogs showing various interior decorations and equipments. One man may have more in mind the entertainment of friends between a country estate and the theatre; another man may have in his mind only business uses with typewriters, assistant secretaries and subordinates to work en route. At one time I was employed by John Brisbane Walker who at that time lived at Tarrytown, on the Hudson, and I was one of three travelling secretaries between Tarrytown and New York. It is perfectly feasible and easy to see how hundreds of business men will travel to their main office in these cars and transact business enroute, and I think considerable thought should be given to the complete equipment of business cars as well as evening cars, camp cars and cars for private entertainment.

I think it is also a part of the duties of our Board to decide and at least lay down recommendations for the weight of cars that should be hooked on to tractors. The tractor's power should be considered and we should not hesitate to state that the tractor's power is limited. Otherwise, we will find cars which are made under our license agreements hooked on to tractors that are not capable of handling the Aerocar.

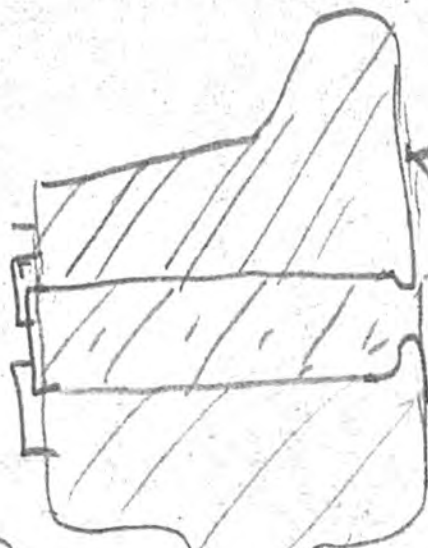
Also, it seems to me that we should at this time, if for no other purpose than advertising, build a sleeping car to make a transcontinental trip.

My experience in the last few days has led me to believe that instead of remodelling a very large number of existing automobiles, that a large number of the buyers of these Aerocars will purchase with the Aerocar a new tractor and will consider the new Aerocar and the tractor as an auxiliary in their establishments of transportation. Certainly a large number of existing second-hand automobiles can be forced into use for tractors to handle all kinds of transportation.

I think it is important to organize an engineering staff immediately to work out the weights and the several uses for the various motive powers.

C. G. Fisher.

CGF:T



steel tire

Rubber

Mr. Guernsey
Chief Engineer

Car wheels
made by Pull
Car Company
Philadelphia
Pa.

Port Washington, New York,
Tuesday, September 4, 1928.

The Stockholders of the Aerocar Corporation:

Ten years ago I heard one of America's greatest business men say that Arthur Brisbane could look through a brick wall. At least, the fact remains, that Arthur Brisbane's editorials are read by probably more American people than the editorials of any other writer.

Yesterday Mr. Brisbane had an hour's ride in the Aerocar. He made the following suggestions and criticisms.

First, that he wanted an Aerocar as quickly as he could have it delivered. Price was not mentioned and it was not a part of the consideration, Mr. Brisbane having faith in the fact that the people who are back of the Aerocar would deliver the car properly and that the price would be satisfactory.

He further stated that the man who owned an Aerocar owned a private car which was the equal, if not much better than a privately owned railroad car.

Mr. Brisbane said that he could save the best part of an hour or hour and a half going to his business and being able to transact business going into town, also on returning from the city he could save time and when fatigued he could have a good rest, which is hardly possible in any other type of road transportation.

Carl G. Fisher.

CGF:T



STUTZ MOTOR CAR COMPANY
of AMERICA, Inc.

Thursday
September
Sixth
1928

INDIANAPOLIS, IND., U. S. A.

CABLE ADDRESS, "STUTZ"

DIRECTORS

Eugene V. R. Thayer
Charles M. Schwab
Hicks A. Weatherbee
Willard A. Mitchell
Charles Reed
Fredrick E. Moskovicz
Edgar S. Gorrell

Mr. Carl Fisher
Port Washington, Long Island
New York

Dear Carl:

I have waited several times for this darn car of yours, and I expect to be here all this week yet. I have no idea of going to New York, so will be very glad to see the car when it arrives here.

Very truly yours,

F. E. Moskovicz

FEM AKG

THE
SPLENDID
STUTZ

September 7, 1928.

Mr. Arthur Brisbane,
New York Evening Journal,
New York City.

My dear Mr. Brisbane:

I want to tell you how thoroughly I enjoyed having you out to Montauk, also to give you a chance to ride in the "Aerocar". Mr. Jim Wilson, who is President of the Mangle Body Works of Louisville, wants to make the "Aerocar" for you, and I would advise you to let him do it. It is a cinch in the first place he will lose money on the car he sells you. That, of course, is his business.

I herewith enclose you ten dollars which I gypped you out of in that final round we had on matching. I did not cheat you but I saw where the Ace and King of Spades happened to be and, if you will remember, you cut the cards a second time which gave me the Ace and King of Spades. I am going to keep the other part of this Twenty Dollars because I won it without politics.

When I was nine years old I lost thirty cents (which was a lot of money when I was nine years old) by allowing, or rather imagining, that cutting the cards a second time was an indication of safety. I am probably the only man from the middle west that ever got any easy money out of a New York newspaper man. Kindly give me a receipt for the ten bucks and we will call it square.

I would like to have you and the boy come out and see us again whenever you can spare the time. I am going out almost every Friday or Saturday and there is always room for you to jump on board if I have a day's advance notice.

Yours,

CGF:T

Port Washington, L.I.,
September 7, 1928.

Messrs. Glenn H. Curtiss, W.O. Briggs,
Howard E. Coffin, Roy D. Chapin,
James Wilson, Fredrick E. Mockovics.

I strongly advise that before any more "Aerocars" are made and exhibited, we work out a very rapid detachment between the Aerocar and the tractor. Also that we work out a third wheel for the Aerocar which can be used to move the Aerocar without the aid of the tractor and which can disappear when not in use.

These two improvements are quite simple and very necessary and their absence is a source of constant questioning by prospective buyers. I think all the Aerocars we have now should be recalled by the company and these changes made before they are again put in service.

All practical engineers and mechanics who see the Aerocar immediately wonder why we do not have a quick method of releasing the Aerocar from the tractor. They also wonder why we have not adopted a plan to move the Aerocar without the tractor. I don't know that anything could be gained for our company from a patent standpoint, but certainly we can gain a lot from the hundreds of expert mechanics and practical men who are looking at these cars every day.

Very truly yours,

Carl G. Fisher.

CGF:T

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET
NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABBOT P. MILLS
WILLIAM R. CRAWFORD, JR.

WILLIAM H. WHITE, JR.
OF THE WASHINGTON, D. C. BAR
OF COUNSEL

CABLES "CUTHMILLS NEW YORK"
TELEPHONE JOHN 5320

WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

September 8, 1928.

Mr. Carl G. Fischer,
Port Washington,
Long Island, N. Y.

Dear Mr. Fischer:

Enclosed herewith please find proposed form of licensing agreement to be used by The Aerocar Corporation.

The first meeting of the Directors of The Aerocar Corporation which was scheduled for September 10th has been postponed until the 17th at the suggestion of Mr. Howard E. Coffin, who will not return from the West in time to attend the meeting as originally planned.

Will you kindly return all papers to us with your suggestions as soon as possible.

Yours very truly,

FSA:MH.
Encls.

Cutshell, Hotchkiss & Mills

SEIBERLING RUBBER COMPANY



AKRON, OHIO

Sept 10th, 1928

Mr Carl G Fisher
Port Washington, N Y

Dear Mr Fisher:

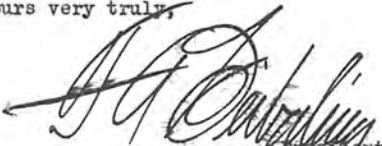
Mr Adams has been here with the Aerocar and given us a demonstration. I rode in it, with several of our engineers, and am well convinced you are on a good lead.

The design of the trailer is, of course, important, but to my mind the most important factor to deal with is the coupler, which I am convinced can be much improved in the direction of easing the shock both vertically and horizontally so as to take care of the varying conditions of pull and thrust and shifting of weight forward and back that will arise in the ordinary use of the car.

If agreeable to your organization, we will undertake to develop this connection for you without expense to your Company and submit it to your engineers in Detroit for test, all with the idea of helping your project along for I believe you have something that - although it may have a limited field such as touring, school busses, etc - will, properly developed, largely dominate in the field in which it can be used.

This effort will doubtless cost us several thousand dollars but, as stated, we are willing to do the work without expense to you, taking our chances on the success of your project and our being able to furnish you rubber connections when you are in commercial operation.

Yours very truly,


President

9.
Copies
Curtiss
Coffin
Keys
Cuthell
Chapin
FAS:J

September 12, 1938.

Mr. F. A. Seiberling,
Seiberling Rubber Company,
Akron, Ohio.

Dear Mr. Seiberling:

I have yours of the 10th and I am indeed glad you are impressed with the Aero-car. There does not seem to be very much we can improve on at this time in the coupling for light jobs such as you saw, but our engineers are going ahead as fast as they can and I had hopes that your engineers could work out a plan for heavier couplings for light railroad cars up to, say, 10,000. pounds each.

Will keep you advised in the next week or so. We have a new car coming through and I will try to get the blue print of same at that time. I believe the future of this coupling will warrant your assisting in its development.

Very truly yours,

COF:F

Copies:
Mr. Curtiss
Mr. Coffin
Mr. Keys
Mr. Cuthell

MAK-INTERNATIONAL MOTOR TRUCK CORPORATION

35 Broadway, New York.

September 11, 1938.

**Mr. Carl G Fisher,
Port Washington,
Long Island.**

Dear Mr. Esher:

We have all been thinking a great deal about the trailer operation we rode in a month ago at Port Washington. We still have no definite idea of just what we can do with it.

What do you think the possibilities are for the Mack Company with this trailer?

Yours very truly,

**R. A. Hauer
Vice President**

C O P Y

September 12, 1930.

Mr. R. A. Hauer, Vice President,
Pack-International Motor Truck Corp.,
25 Broadway, New York City.

Dear Mr. Hauer:

Replying to yours of the 11th: We have three large body corporations now starting on the engineering work to turn out some bodies of several different classes ranging from a small light body that would probably weigh only 900 pounds for Fords or light Chevrolets and cars of that class, to school busses that will weigh up to 1700 pounds. Then we will have a specially designed car such as Moskovic is going to build in Indianapolis that will be a complete road boudoir and opera car with bridge tables, revolving seats, toilet and all the little things that go with a high grade touring car of this kind. Such a car will probably sell with the tractor for something around ~~\$2500.~~ ^{\$3000.}

We are going to use three "Aerocars" at once at Montauk in connection with our hotel. We are going to offer all the busses we have at Miami Beach at twenty-five cents on the dollar to get rid of them and replace with these cars.

Mr. Arthur Brisbane was in the Aerocar the other day. He wants one immediately for a travelling office where he can carry two secretaries and dictate and have room enough to go over his other papers he wants with him. He made the statement that it was the nicest thing he had ever ridden in in road transportation and that he wanted a car as quickly as he could be delivered. We are getting out a model now which we think will suit him, having folding typewriter tables and a lot of the stuff that he will want.

I think that considering you already have a heavy tractor outfit, you might be interested in the large type of sleeping car and large passenger car for up to as many as 36 passengers. Glenn Curtiss had one of

Mr. R. A. Hauer,
September 13, 1926,
Page 2.

these cars that carried 36 people and they drove it thousands of miles. I think he is in favor (and I know I am) of having more units and not such large and heavy tractors. I don't think there is any condition you can name where your car with, say 12 or 15 passengers, will out-manuever or equal the Aerocar with the same number of passengers, attached to a Hudson Coupe.

We have a letter this morning from Mr. Seiberling offering to spend their own money and time in their plant in designing and perfecting a light railroad car coupling, and I think your company might give this some thought with the idea of using a lighter engine burning Diesel oil. I think it will be well worth your while for your engineers to call on the Consolidated Shipbuilding Corporation at Morris Heights who have just completed a 300 h.p. Treiber Diesel weighing 7,500. pounds.

The possibilities of a 2500 pound Diesel in connection with these light railroad cars is tremendous. Undoubtedly your scrap books keep you in touch with the large advance in England and in eastern and southern countries in touring over the roads. I just saw a picture of a bus in California that must have cost \$35,000. or \$40,000., that to my mind is a perfect monstrosity in connection with road travel. We could take \$15,000. to build three separate units and out-perform this bus over every and all road conditions they could name, and a tremendous saving in upkeep.

We now have a new bus of a later design than the one you saw, which is in Louisville today for the engineers of the Mangle Body Corporation to go over and this bus will return to Indianapolis and then back east. I would like to have you see it when it returns here. In the meantime, we have Bus No. 2 at Montauk and could let you have it most any time for further demonstrations.

We have just prepared contracts for

Mr. R. A. Hauer,
September 12, 1938,
Page 3.

licensing on a basis of a sliding scale which would take in such firms as yours at about \$100. per bus for a given number, then the scale would be dropped until the amount of Royalty per bus would probably be around \$30.00. We have not exactly made decisions but will in the next few days as we have several important companies to close contracts with in the coming two weeks. Would like, of course, to have your corporation included.

Very truly yours,

CCF:Y

Carl G. Fisher.

Copies:
Mr. Curtiss
Mr. Coffin
Mr. Wilson
Mr. Outhell

September 13, 1928.

Mr. James Wilson,
c/o G. E. Keys & Co.,
39 Broadway, New York.

Dear Jim:

Here is a copy of my letter to Brisbane regarding one of your Aerocars. I imagine this first car will cost you in the neighborhood of \$1,500. to build, but future cars such as the one we have here should be built for \$700. to \$800. easily. However, of course, you will set your own price on your bodies, but it would not look very well to have one of your cars costing \$2,000. and have a duplicate of this built by somebody else for \$1,500.

Mr. Brisbane particularly mentions that he is anxious to have Miss Roland who runs the Foxcroft School in Virginia, see this car. Since you are located in the South, among the solid Democratic Party, it would be proper for you to get Miss Roland's business. Mr. Brisbane wants to get one of these cars to drive his girl and others down to Virginia the 3rd or 4th of October. I think this is unusually good business and it is the kind of business most people have to pay for. If you cannot manage to handle this from Louisville, I think we can manage to have one of our cars (which really should be delivered to you to have on hand) do the job.

Such enthusiastic sales agents as Mr. Brisbane usually cost \$500. a month and all their expenses. Mr. Brisbane recently gave us advertising that it seems to me we could not purchase for \$100,000 or \$200,000., and I think in one way or another he is going to do the same thing for the Aerocar, for the reason Montauk deserves the praise which he gave us and the Aerocar will deserve all he has to say for it.

I think it would be a good thing for you to consider subscribing to a national press clipping

Mr. James Wilson,
September 13, 1928,
Page 2.

bureau and get all the various articles now being published both in America and England on trailer cars. I am surprised at the number of people who are getting into the business, and most of them are getting into the business where they absolutely offer no competition with us. We can beat them under any conditions they have to submit.

I played poker with Mr. Brisbane the other evening, and you will find he is no poker. He can be of great benefit to our company in first one way then another.

Very truly yours,

CCF:T

copies:

Curtiss
Coffin
Cuthell

Chapin

September 13, 1938.

Mr. Arthur Brisbane,
New York Evening Journal,
New York City.

Dear Mr. Brisbane:

I have yours of the 13th regarding the Aerocar. We are very anxious to have you have one of the first cars that comes along. The first lot of Aerocars we make will be very much of a continuous standard equipment and, unlike automobiles, these are no difficult mechanical feats to work out.

Mr. Curtiss has worked out a very good fender for the cars that come through from now on for the rear protection. The sides of these cars are necessarily light to attain the object they were intended for, but there is a very substantial bottom rail to hold the floor and sides and the roof. I don't know just how you could further protect the sides against New York traffic unless you bolt railroad iron on the outside.

One great advantage in the repair of these Aerocars is the fact that the side material can be replaced almost instantly at very nominal cost. We have had probably 25,000 or 30,000 miles with the cars we have now and with only two cases of minor injuries to the sides. The cars I have had have had no injuries of any kind except in going through very narrow gateways with over-angling gate posts. The way the car is constructed now, the bottom rail is stronger than either the running board or the fender of such cars as the Packard, Pierce Arrow, or other cars of that class, and the repair bill in these cars in case of damage would probably be about one to five in favor of the Aerocar.

I would like to see Mr. Wilson make this first car for you because I know he would do an unusu-

Mr. Arthur Brisbane,
September 13, 1928
Page 2

ally good job. This will probably do a lot of
good in the "solid Democratic" South.

The cost of the Hudson tractor (and
I am sure there is not any better car built for
the purpose) and a trailer, I should imagine
would be under \$5,000. complete, unless you got
into some very unusual and elaborate interior
decorations. A car such as you rode in the other
day can be delivered complete for less than \$4,000.

Very truly yours,

CCF:T

*Arthur
Brisbane
King
Chapin*

September 13, 1928.

Messrs: Howard E. Coffin,
Glenn H. Curtiss,
Roy D. Chapin
C. M. Keys.

I know you will be interested in
the enclosed letter from Mr. Brisbane,
particularly his purchases at Montauk
and also his interest in the Aerocar
in which we are all interested.

Very truly yours,

GCF:T

ROY D. CHAPIN

DETROIT

Sept. 14, 1928

Mr. Carl Fisher,
Port Washington,
Long Island, New York.

Dear Carl:

I am sending your suggestion about the transcontinental car over to Briggs. I agree with you that the Aero-car ought to be quieter and smoother than a bus and better for sleeping purposes.

I think Briggs is right on the job now as Howard will doubtless tell you. They have a factory that they haven't anything in and apparently Briggs and Barney Everett intend to use this factory to build Aero-cars.

Sincerely yours,



RDC:J

September 18, 1928.

Mr. S. A. Fletcher,
8828 Sunset Blvd.,
Sherman, California.

Dear Stote:

We have just organized a company to license the patents to automobile manufacturers and body companies to build "Aerocars". I am sending you a photograph under separate cover. The company is composed of Mr. Glenn H. Curtiss, Howard E. Goffin, Roy D. Chapin, W. O. Briggs, C. M. Keys, Chester W. Cuthell, James C. Wilson, Carl G. Fisher.

Licenses have this week been let to the Briggs Body Corporation which has taken over a large plant expressly to build these bodies. The Hudson Company has also been given a license and we will let licenses, probably this week, to the Stutz Motor Car Company and the Weymann Body Corp. and we have already let licenses to the Mangle Body Company of Louisville and are considering one or two other corporations in the east. We decided that the best way to get these Aerocars on the market in quantities would be to license the larger and more responsible manufacturers.

The car can be made very reasonable in price as it uses aeroplane type of construction with Celotex side walls. The entire secret of the great success of the Aerocar is the air cushion universal joint between the tractor car and the Aerocar. They can be made from the simplest models for a Ford car up and including very luxurious private road cars or camping cars or school busses, ambulances, etc.

The car is quickly detachable from the tractor. The center of gravity, as you notice, is low. The tractor cannot skid when attached to the Aerocar. There is full head room in the Aerocar.

Mr S. A. Fletcher,
September 18, 1928,
Page 3.

There is a toilet room, and we are getting out a sample sleeping car to send out across the United States. We are also building a very elaborate camping car as a sample. We are also bringing through a special car as an office on wheels for Arthur Brisbane. There is no limit to the uses for this car, and the experts who have seen it think there is going to be a sale for literally thousands of these cars in this country as well as abroad. I am satisfied I could take a demonstrating car and sell one a day in a country and among people whom I had never seen before, just so the car is properly put out by a responsible factory and on a reliable tractor.

I think California, more than any other place in America, will go after these cars in large quantities. The construction is very simple and we furnish blue prints to the licensees. The license fee will probably be five per cent and then reduced in quantities. On account of the large size of the car, it is best to manufacture them in various parts of the United States. I have no doubt there will be a hundred people who will want to manufacture these cars in California, and where I thought I might help you out would be to tip you off to make contacts with some very responsible companies who have either a first class woodworking plant or a veneer plant, to start making these bodies after our blue prints and under license contracts. If you will find a thoroughly responsible company which is properly rated and which has a factory going now, I think I can arrange to get them a license and you might make an arrangement with such a company to sell their products. We do not give any exclusive licenses. You would have a big advantage in freights over eastern body companies. If the manufacturer there would allow you the selling rights of his particular product on a basis of two or three percent, you can make a lot of money.

In a year from now you will see hundreds of these cars going all over the United States, if the

Mr. S. A. Fletcher,
September 18, 1928,
Page 3.

body manufacturers can turn them out fast enough to supply the demand. Henry Joy made the statement that this was the greatest camping car ever built. Walter Chrysler made the statement that this improvement in road transportation has not been equalled by any other single improvement in years.

It is quite necessary to ride in one of these cars to get the full benefit of the air universal coupling. There are no mechanics to the car. A great many other things are to be said and understood before you can fully appreciate just what we have.

Our corporation, as per list, is a closed corporation. We have no stock for sale and we need no salesmen. As you can see, the connections we are making are the very pick and cream of the best engineers in this country. Our licenses, of course, carry any further improvements, and they give full blue prints and details for construction so that a body corporation in California could be in operation in probably thirty or forty days.

The best man in California for you to make a deal with if you could do so would be Earl Anthony. He has not yet seen this car but he will probably run into it in the next sixty days if he happens to be in Detroit and I imagine, from what I know of him, he will start buying by the hundreds. He could advise you regarding a substantial concern on the coast to manufacture the bodies.

Our company will make arrangements to furnish the air coupler in suitable sizes, also will make arrangements to furnish the rear axels and rear springs on the Aerocar. It is not necessary to make any changes in the standard Hudson or Ford Coupe either in the springs or their mechanism except in hilly country it might be necessary for a lower gear in the tractor. On level roads the Ford Runabout pulls our Aerocar carrying six or seven people at fifty miles an hour. The Hudson Coupe carrying our

Mr. S. A. Fletcher,
September 18, 1928,
Page 4.

Aerocar with eight people on level roads will go up to sixty miles an hour. This particular model weighs 1700 pounds.

We are having a very small light Frigidaire designed for us for those who want long road trips. There is no doubt whatever about the sale of these cars in 12 or 15 different models. If there was any doubt about the sale of the cars, the people who are starting to build them would not waste time on them.

Again, remember, we have no exclusive licenses and the easiest and best thing for you to do is to find a manufacturer and get him started. As far as I know, none of the rest of our Board have promised anything in California but I imagine that when some of those Hudson dealers see the car and get a ride in it they cannot help but think of just what I am suggesting to you.

Remember, we will only do business with a thoroughly high grade and responsible manufacturer who has had experience in manufacturing and assembling. People who do fine desk work or veneer work can do the job. The selling price of these jobs will run from \$600. or \$700. up to \$7,000, or \$8,000.

Yours,

OGF:T

September 20, 1928.

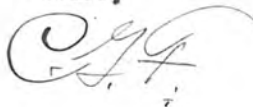
Mr. James C. Wilson,
c/o C. M. Keys & Co.,
39 Broadway,
New York City.

Dear Jim:

See the New York Herald of today
a statement on the first page on the trial
of the first Diesel construction motor in
aeroplanes.

This is the beginning of the
biggest step ever made in aviation.
Treibler's system of construction lends
itself well for motors of this type.
If the Curtiss Company would order
through Treiber a motor of this type
and get started, it would be the biggest
step toward safety and economy that the
company could possibly make.

Yours,



CGF:T

September 24, 1926.

Mr. Walter O. Briggs,
Detroit, Michigan.

My dear Walter:

In talking to a lot of interested people in the Aerocar, particularly those who are interested in touring, hunting, and long distance trips in and out of New York, I find that the idea of a small Isco refrigerator appeals to these people. It is a tremendous selling point and of course you can make arrangements in your various standard models to hook up the refrigerator as an extra and get a very substantial profit on the hook-up of the Isco. I have been after Kettering over a month to let me know what we could expect and how much extra battery we would have to provide and if any, what difference in engine equipment, and if any what difference in charging equipment. I have not heard from him and I presume he has been quite busy with other more important things.

This is an important point; it is a detail that will give us great publicity and be a substantial benefit to our customers. I told Kettering in a letter today that if he did not get busy I was going to ask you to help annoy him. It may be necessary for you to take your own engineers and work out the size and shape of the Isco box and the other problems connected with same.

You would be surprised how people will take to this Aerocar, and the only way you can find out is to take a lot of your friends riding; but I would like to see a more completed and more thoroughly dressed up car before any general demonstrations are made to the public.

Mr. Walter O. Briggs,
September 28, 1928,
Page 3.

I am leaving for Miami Beach about
November first.

I have promised as a present to the
President of Cuba one of these Aerocars and
we will have to fix him up one with a lot of
outside gold paint and feathers and an interior
layout that will knock all those rich Cuban
Spaniards for a loop.

The Cuban Government sent their polo
players and their horses and a band of 180
musicians, sword swallowers, dancers, and
about four carloads of champagne and Baccardi
Rum over to Miami Beach to call on us a few
years ago. Between the musicians with their
snaky dance music and the Baccardi rum and the
champagne, they almost put Miami Beach on the
bum. They then gave me a pure Arabian horse
that has jumped right square from under some
of the best riders in the United States; so
that I feel while I am not returning their
courtesy in actual dollars and cents I will
be giving him a very practical outfit that
will not stir up another revolution in Cuba.

Yours,

CGF:T

C
C

September 26, 1928.

Mr. F. A. Seiberling,
Akron, Ohio.

Dear Mr. Seiberling:

Won't you please get your engineers to pick up a set of light hand-car wheels and make some experiments to see if it is not possible to put some sort of insert in the rim and possibly an insert in the side flange that will kill the noise; the idea being to use these wheels on an "Aerocar" that will weigh 2000 pounds and carry a load of 12 passengers weighing 2500 pounds. I am bringing up the weight of the passengers a little above the average for the reason that all of our presidents, engineers and superintendents are usually fat, heavy, and bull headed (which helps add to their weight).

If you will get the wheel sets worked out I will get you the bus from one firm and I will also get the Diesel engine from another firm and we will put a train of Aerocars on some good railroad as a demonstration that will compete with their best express trains, and our whole train won't weigh one third as much as their engine will weigh. Then we will take the wheels off the railroad tractor and the coaches and substitute road wheels and run the train over the road.

I am not sure what weight tires and the size your engineers and the Friggs engineers will figure out as proper to carry the load, which I estimate as follows:

Tractor,	5,000 pounds
Coaches (4)	2,500 pounds each
Passengers	2,500 pounds per coach

I am going to Miami November first and am trying to get things lined up so that we will have this complete train by spring. The thought has occurred to me that demountable rims which we now use on the wheels of our Aerocar could be used for experiments without bothering with the cast iron wheels used on hand cars, and this would only make it necessary to change the railroad car rim for road work with tires.

Yours,

OCF:T

C
C

September 28, 1928.

Mr. Louis E. Buschmann,
1002 Central Avenue,
Indianapolis.

Dear Bobb:

We had a big meeting yesterday in New York on the "Aerocar." The Briggs Body Corp. are going ahead very rapidly in connection with the Hudson. Every time we turn around we find a sale for one of these Aerocars. At this meeting the selling force was practically turned over to the Briggs Company as I have performed my part of the job and I want to get out of it.

I believe the Briggs Company need somebody like yourself who is interested in the job and I am just wondering if I cannot throw you into something that will make you some money. To sell this outfit is so easy it is a joke, and still representatives of the company should understand thoroughly what they are talking about. How much money are you making now and do you want to fool with this Aerocar? My thought is, I would recommend you to go to Detroit and talk to Barney Everett, who is manager of the factory making these cars and who will want some assistants to make demonstrations over the road, to take orders, call on agents, etc. If you are ~~so~~ well fixed where you are there is no point to thinking of a change, but I believe the overall factory with Charlie and George and Harry can get along without you if you have a chance to make some sort of a clean-up on the side. I am very much in the air as to just what could be in it for you, but it is like sticking your finger in a hot pudding -- you don't know just what will happen, and of course they will wear overalls as long as they use Aerocars.

Mr. Louis E. Buschmann,
September 28, 1928,
Page 2.

I would be very much interested to have your criticisms and advice on the idea of an ice ball refrigerator as compared with an Ico run by electricity. I would like to know the good points and the bad points on this outfit. I am too busy to look into it, and I always like to find some young fellow full of vinegar who can do a lot of work along these lines and then give me the results. I will always try and pay back.

One of the New York game men was down here and said we must get rid of the foxes, weasels, skunks, muskrats, and particularly the turtles and eels. We have snapping turtles in the lake that would snap a leg off. We said we have turtles that would drag down an eight pound dog and we must get rid of them. We have hired a man, whom we had tried to run off the property, to act as Game Warden. We have bought him a seine and he is going to clean out the lakes. We have eels there weighing 25 pounds; we also have turtles weighing 25 pounds. The man we have engaged is a natural born trapper, very intelligent and understands his business. He has not quite the control that you have of the general idea, so that I would like to have you come down for a few days at our expense and go over this situation with our trapper and with our general manager. This will give us a big chance to have a lot of ducks and all sorts of bird life at Montauk in the spring.

Yours,

COF:T

T

September 28, 1928.

Mr. B. F. Everett,
Briggs Body Corporation,
Detroit, Michigan.

Dear Barney:

See copy of letter I have written Mr. Curtiss.

Had an hour's ride yesterday with Fred Post, who is the largest polo pony dealer in the world. First, he wanted to know how soon he could buy one of these cars to handle his polo ponies back and forth over the country.

Next, he said that the White Horse Van is the best one made in the United States.

Next, he said that the horses could be standing straight across the car instead of lengthwise if the entire side of the car could be let down. This is a job for your engineers to work out. There is not a great demand for these horse cars but as long as we are trying to fill the general demand we might as well take in the transportation of horses under the conditions which Fred Post specifies. We could take six horses from any given point in central Indiana, Ohio, or Michigan to polo headquarters at Aiken, South Carolina, Palm Beach and Miami Beach, at a very great saving over railroad rates. Also, the horse trailer could be stopped at any time and the horses taken out, allowed to graze and be exercised, which would land them in very much better condition. This also applies to race horses.

I think we should have a special race horse car carrying three or four horses with a place for their tack, trunks, etc. A man in New York could send his race horses, say four, to Louisville for just half what it would cost him to send them on the train, and he could handle these horses so they would arrive in prime condition instead of being muscle sore.

Yours,

CGF:T

September 28, 1938.

Mr. B. F. Everett,
Briggs Body Corporation,
Detroit, Michigan.

Dear Barney:

In the promotion of these Aerocars, I think we should go into diagrams of eight or ten different models that your company is prepared to make, such as general touring cars, either equipped or not with the Icc ice machines, but otherwise equipped for touring, with facilities such as racks for fishing poles, guns, thermos bottles, an alcohol stove and other necessary items. Then we should have field cars for surgeons to operate during seaway times, and ambulance cars; also opera cars with dressing rooms, drawing rooms, bridge tables, and either silk and satin finishings or elaborate decorations in paint should be on the walls. Then I think we should have vegetable carts, also travelling salesmen's show rooms, express cars with open tops for football games and other out-door exercises. In fact, the field is almost unlimited.

We should also show sunshine cars which would be open with a roof of canvas that could be instantly pulled over the bus and fastened to the sides for bad weather. It is going to take a year to build all these models but it is only going to take six or eight weeks of imagination for an artist to make the drawings for these models. I think the drawings should be made and the catalog brought out even long before we have the models to submit for sale. The engineering brains of a million people are on the same track we are on now and if we do not step lively and be the first in the field we are going to find ourselves up against all

Mr. B. F. Everett,
September 28, 1928,
Page 2.

sorts of competition from people who have nothing to do except work night and day to produce just what I am suggesting here.

I think we are very fortunate in our connection with the Hudson and the Briggs Company, except that both companies are so reliable their safety valve is weighted with much conservatism. We can draw into our company the help of so many organizations who are now operating, without any particular expense to ourselves. These organizations want to help and it is only up to us to get them all working together.

Will see you next week.

Yours,

GGF:Y

C
C
C

ORDERS FOR AEROCARS.

* Mrs. Margaret Mayo,	Box #5, Harmon on the Hudson
* Mr. W. R. Fleming	Robin Hall, Harmon on the Hudson
Mr. W. E. Rich	Columbia University, Geological Dept. New York City
Mr. Ralph W. Holmes,	56 Munro Place, Winsted, Conn.
Mr. Harvey M. Kelsey	94-30 Merrick Blvd. Jamaica, N.Y. (Agent's Rights)
Mr. Ed. Bennett,	231 Main St., Brockton, Mass.
Mr. F. L. Durland	12 E 97th Street, New York City
Mr. Theodorus Bailey	1 E. 93rd Street, New York
Mr. H. C. Bohack,	Brooklyn, N.Y.
Mr. W. T. Callaway,	Quogue, Long Island
* Mr. Webb Jay	Miami Beach. (Interior unfurnished)
Mr. DeWitt Page,	Bristol, Conn.
Mr. Ralph K. Strassman	420 Lexington Ave., New York City
Mr. E. W. Denton,	West Hampton Beach, Long Island
* Mr. C. A. Reitmeyer,	82 W. Sunrise Highway, Freeport, L.I. (Approximate delivery date Interior furnishings. Price on shell only. Letter)
Mrs. K. Greyer	Glendora, California
Mrs. Frank V. Osborn	3354 Guilford Ave., Indianapolis
Mr. Spencer Miller,	East Orange, N.J.
Dr. F. L. Satterlee	Montauk, L.I. (Bungalow Touring)
Mr. Harry S. Hart	150 Riverside Drive, N.Y. City
Mr. J. T. H. Mitchell,	17 E. 45th Street, New York City.
Mr. D. G. Van dewater.	Box 285, Port Washington.

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABBOT P. MILLS

WILLIAM R. WHITE, JR.
OF THE WASHINGTON, D.C. BAR
OF COUNSEL

WILLIAM R. CRAWFORD, JR.
FRANCIS S. APPLEBY
HOWARD OSTERHOUT

WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

October 3, 1928

Mr. Carl G. Fisher
Port Washington
Long Island

Dear Mr. Fisher:

At our last Aerocar meeting you said that you would call Walter Chrysler with reference to his participation as a stockholder in the new company. Have you done so?

Curtiss will arrive at Indianapolis tomorrow and will then return to Florida. I am sending him the necessary papers to transfer his patents and applications to the new company. I have also wired Mr. Everett for his comments on our proposed agreements.

I do not like to ask for payment on account of stock subscriptions until the company has completed its arrangements with Curtiss. Nevertheless, in view of the delay, I am writing to the individuals we have discussed asking them to confirm the general understanding. A copy of the letter is enclosed herewith.

Very truly yours

Chester W. Cuttill

CWC:VB
Enclosure

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABBOT F. MILLS

WILLIAM H. WHITE, JR.
OF THE WASHINGTON, D.C. BAR
OF COUNSEL

WILLIAM R. CRAWFORD, JR.
FRANCIS S. APPELEY
HOWARD OSTERHOUT

WASHINGTON OFFICE
CUTHELL, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

October 3, 1928.

Mr. Carl G. Fisher,
Port Washington,
Long Island, N. Y.

Dear Mr. Fisher:

We have recently caused the incorporation in Delaware of Aerocar Corporation, with an authorized capitalization of \$100,000 of 7% cumulative preferred stock and 300,000 shares of no par value common stock.

200,000 shares of the no par value common stock will be retained by Mr. Glenn H. Curtiss in consideration of his assignment to the new company of his patents and applications relating to the structure of the aerocar and the device by which it will be attached to the towing car. Mr. Curtiss will also agree to turn over future patents. The preferred stock will be subscribed for at par and with each \$1.00 of par value of preferred stock there will be delivered a share of the no par value common stock so that the ultimate structure of the company will be the ownership of the preferred and one-third of the common stock by the parties who contribute the money and two-thirds of the common stock by Mr. Curtiss for the considerations named.

The corporation plans to contract with various body builders permitting the latter to use the device upon payment of a sliding scale royalty starting at \$50 for each aerocar up to the first hundred and reducing that royalty as the production increases so that a royalty of \$25 per aerocar will be paid for each car over 1,000 sold by each manufacturer. We further propose to limit the body builders' sales to those automobile manufacturers who will distribute the aerocar in conjunction with towing cars of their own manufacture and who pay a lump sum of \$1,000 for their contract and an agreement to turn over to Aerocar Corporation patents on improvements, all to the end that there may be a cooperative effort in the general development of the idea.

The company proposes to offer contracts to the Briggs Manufacturing Company, Mengel, Stutz, Aerocar Corporation of Florida (Mr. Curtiss's own manufacturing company), Buffalo Body

Mr. Carl G. Fisher

October 3, 1928.

Corporation, Seiberling Rubber Company, Chrysler, etc.

Barney Everett is to be the General Manager of the new corporation.

In the discussions it has been suggested that you would be interested in subscribing for \$10,000 of the preferred stock at par and receiving in addition 10,000 shares of the no par value common stock. Our plan is to call 50% of the subscriptions as soon as the company has received assignments of the patents and applications from Mr. Curtiss.

Will you kindly let me know at your early convenience whether or not you wish to make this subscription and whether or not the general plan as above outlined meets with your approval.

Very truly yours,

Chas. W. Luthell

CWC:VB

October 6, 1928.

Mr. Chester W. Cuthell,
Cuthell, Hotchkiss & Mills,
20 Pine Street,
New York City.

Dear Mr. Cuthell:

Replying to your letter
of October third:

I herewith enclose my
check for Five Thousand Dollars,
half of my subscription for
Preferred stock at par in the
Aerocar Corporation.

Very truly yours,

CGF:T

Port Washington, L.I.,
October 4, 1938.

Mr. Chester W. Guthell,
Mr. Glenn H. Curtiss,
Mr. Howard E. Coffin,
Mr. C. M. Keys.

Enclosed please find letter to E. J. Lang in reply to his telegram of enquiry. Mr. Lang represents a large body corporation in Cleveland.

I would be very glad to exert my influence in getting Mr. Lang tied up with our corporation to build these bodies, either through a constructive program or a certain size body for each manufacturer and a designated type, if the committee in charge of the patents and the arrangements can make decisions on how to adjust and divide these commitments.

Personally, I am thoroughly satisfied that the Briggs Body Corporation will be pushed to the utmost to even build and deliver one half of the demand for new bodies and Aerocars that are necessary. I think it would be more in keeping with the general plans of our organization to have a meeting and settle these questions which are coming up daily. I would like to leave these general decisions up to the committee in charge of same.

However, I can never bring myself to the point where I do not continue to invite further inspection and further interest in the "Aerocar" program by substantial representatives who can be of great benefit to us instead of being against us.

Very truly yours,

C. G. Fisher.

CGF:T

Port Washington, L.I.,
October 4, 1928.

Mr. Chester W. Guthell,
Mr. Glenn H. Curtiss,
Mr. Howard E. Coffin,
Mr. C. M. Keys.

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However, I can never bring myself to the point where I do not continue to invite further inspection and further interest in the "Aerocar" program by substantial representatives who can be of great benefit to us instead of being against us.

Very truly yours,

C. G. Fisher.

CGF:T

Port Washington, L.I.,
October 4, 1933.

Mr. Glenn H. Curtiss,
Mr. Howard E. Goffin,
Mr. Roy D. Chapin,
Mr. W. O. Briggs,
Mr. C. M. Keys,
Mr. Chester W. Guthell,
Mr. James C. Wilson.

Mr. Kettering was with me
Tuesday afternoon, and he tells me they
are working out for us a very practical
and suitable light Frigidaire for our
Aerocar.

Carl G. Fisher.

CGF:T

October 4, 1928.

Mr. Walter P. Chrysler,
347 Madison Avenue,
New York City.

Dear Mr. Chrysler:

We have rather a strong organization to promote the Aerocar and, very fortunately, selling stock is not a part of our efforts. We are trying to confine the ownership of the stock and the promotion of this car among a few friends who are manufacturers and engineers and salesmen. I am sure I would like to have you come in with us and help with your ability as an engineer and with your hard horse sense in the selling proposition.

I don't think you are familiar with the great interest and demand there is in this car. The building of this car is going to mean the sale of hundreds of thousands of new automobiles for new purposes and also hundreds of thousands of these Aerocars for every purpose under the sun. I have been appointed a committee of one to speak to you and ask if you would like to come in.

It is not a part of the job of our holding company on these patents to build or produce but rather to license both the manufacturers of cars and the tractors to use this license at a sliding scale, starting from \$50.00 and finally winding up with \$35.00 license on each car over a thousand sold by each manufacturer. We further propose to limit the body builder's sales to those manufacturers who will distribute the Aerocar in conjunction with their tow cars and who pay a lump sum of \$1,000. for the contract and an agreement to turn over to the Aerocar Corporation patents on improvements, all to the end that there may be a cooperative effort in the development of the idea.

Mr. Walter P. Chrysler,
October 4, 1936,
Page 2.

The investment is very small on the part of our stockholders, not over \$10,000. in the parent holding company. The parent holding company has very few debts and if 50% call is paid in the parent holding company will have money in the bank with not over ten stockholders subscribing \$10,000. each.

I did not have time to tell you all of the different things that have come up in connection with this Aerocar. Naturally, you have troubles of your own and have not time to give this a great deal of study. I have one of these cars here at Port Washington which will remain here for the next three or four weeks, and I think it would be worth your while to spend some time with it, try it out on all kinds of roads and then let us have your opinion.

At any rate, we are closing up our company and would like to have you tell us whether or not you want to go into the matter further.

Very truly yours,

(signed) Carl G. Fisher.

CGF:T

Copies to
Mr. Cuthell
Mr. Curtiss
Mr. Coffin

Mr. Walter P. Chrysler,
October 4, 1928,
Page 2.

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At any rate, we are closing up our company and would like to have you tell us whether or not you want to go into the matter further.

Very truly yours,

(signed) Carl G. Fisher.

CCF:T

Copies to
Mr. Cuthell
Mr. Curtiss
Mr. Coffin

THE LANG BODY COMPANY

MANUFACTURERS OF

CHARLES E. J. LANG, PRES. & TREAS.
ELMER J. LANG, VICE PRES. & GEN. MGR.

*Automotive
Bodies*

FACTORY AND GENERAL OFFICES
3088 WEST 106TH STREET

CLEVELAND, O.

October 6, 1928

ALL AGREEMENTS CONTINGENT UPON STRIKES, ACCIDENTS AND OTHER CAUSES BEYOND OUR CONTROL. PRICES SUBJECT TO CHANGE WITHOUT NOTICE.

Mr. Carl G. Fisher,
Port Washington, L. I.

Dear Mr. Fisher:

Your letter of Oct. 3rd has my attention upon my return today.

Have noted carefully what you say and to say the least it is very interesting.

I would like nothing better than to visit you and to inspect this job next week on Tuesday as you suggest, but I have made some definite appointments here in Cleveland before receiving your letter which will keep me here all week. I possibly will be in New York the week of Oct. 15th and will get in touch with you immediately.

Thanking you very kindly for your courtesy and hoping we will have the pleasure of working with you, we remain,

Yours very truly,
THE LANG BODY COMPANY

E. J. Lang
E. J. Lang,
Vice Pres. & Gen. Mgr.

EJL:AS

" AFTER ALL, IT'S THE SETTING THAT COUNTS! "

October 10, 1928

Mr. Charles E. J. Lang
The Lang Body Company
Cleveland, Ohio

My dear Mr. Lang:

I have your favor of the 6th.

I will be very glad if you are in New York around the week of October 15th, to get in touch with you and have a demonstration of this Aero Car. In the mean time, Briggs Body Company of Detroit have made arrangements to operate under Mr. Curtiss patents and Mr. Everett is in charge of their plant and acting as their general manager. Mr. Everett is now getting out drawings of cars which they expect to manufacture, and it might be just as well if you would run over to Detroit and interview Mr. Everett and get information from him regarding the model they are going to make, and also a demonstration.

If, however, you are in New York next week, I would like to meet you and have you take a ride in the car I have here. I can have this car meet you any place in New York you suggest and drive you out to Port Washington, which is forty-five or fifty minutes from New York, and then allow you to get some up and down hill work, as well as some good straight-away road demonstrations.

Very truly yours,

D

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABDOT P. MILLS
WILLIAM H. WHITE, JR.
OF THE WASHINGTON, D.C. BAR
OF COUNSEL
WILLIAM R. CRAWFORD, JR.
FRANCIS S. APPLEBY
HOWARD OSTERHOUT

WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

October 8, 1928

Mr. Carl G. Fisher
Port Washington
Long Island

Dear Mr. Fisher:

I have received your letter of October 6th,
with its enclosed check endorsed to the order of the
Aero Car Co. and C. W. Cuthell.

I shall hold your check until I have heard
from the other interested parties.

Very truly yours

Chas W. Cuthell

CWC:VB

*Cuthell
Curtis
Coffin
Chopin
Briggs
Wilson
Fisher
Seiberling
Grisbane \$1,000*

100,000

equal

BRIGGS MANUFACTURING COMPANY

MANUFACTURERS

AUTOMOBILE BODIES

4815 Cabot Avenue.
DETROIT, MICH.

October 9, 1928.

Mr. Carl Z. Fisher,
Fort Washington, N. Y.

My dear Carl:

I had the pleasure to-day of meeting your Mr. Louis E. Buschmann, and spent some time with him, and had our engineer go over our proposition with him - he certainly is an enthusiastic indian, and no doubt will make a high grade field representative for our line of endeavor.

Just as soon as we are set in our program, I shall have him come to Detroit, and go over it with us.

Thanking you, I am

Yours very truly,


B. F. Everitt.

October 9, 1928

Mr. Chester W. Cuthell
20 Pine Street
New York City

Dear Mr. Cuthell:

In your letter of the eighth, you refer to a subscription of \$10,000 to the stock of the Aero Car Corporation. It was my idea, and I believe the understanding of all the parties of the contract that the \$100,000 would be evenly subscribed among the subscribers.

I can remember that we have yourself, Curtiss, Coffin, Chapin, Briggs, Wilson, Fisher, Seiberling, and you promised Brisbane \$1,000. This would make each subscription something over \$10,000.

Have you in mind that the stock would be divided in this manner.

Yours,

D

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
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WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

October 10, 1928

Mr. Carl G. Fisher
Port Washington
Long Island

Dear Mr. Fisher:

I have received your letter of the 9th with reference to the subscriptions to the stock of the Aerocar Corporation. My understanding of the list of subscribers is somewhat different from the one you have stated. According to my understanding, the following have agreed to subscribe \$10,000 each: Messrs. Keys, Coffin, Willson, Fisher, Chapin, Briggs and Cuthell. Mr. Cowdin agrees to a \$2,500 subscription, Mr. Brisbane to \$1,000 and Mr. Coffin has stated that a group of the Hudson employees will take \$3,000.

We are reserving \$2,500 for Mr. Seiberling but I have not yet written to him because there seemed to be some doubt as to how much of the stock he wished to take. Neither have I written to Mr. Chrysler pending your conference with him.

We have purposely held out some stock for subscription by parties who might be helpful later on. Mr. Curtiss is not making a subscription to the preferred stock.

Mr. Keys believes that not more than 51% of the common stock should be voted to Mr. Curtiss instead of two-thirds. I anticipate that this will be straightened out in conference between Mr. Keys and Mr. Curtiss when the latter comes north next time.

The assignments of patents have been sent to Mr. Curtiss for his signature, also his formal proposal to the corporation.

Mr. Everitt has approved of our form of agreement and it is now being printed so that we may, after our next directors' meeting, send the same to the proposed manufacturers.

Very truly yours

✓
Charles W. Cuthell

CWC:VB

No reply as yet from Briggs Office or Chapin

copies to: Glenn Curtiss
Chester W. Cuthell
Howard E. Coffin

October 10, 1928

Mr. Barney Everett
Briggs Body Company
Detroit, Michigan

Dear Barney:

I received a letter about a week or ten days ago from Mr. Lang regarding Aero Cars. He had heard about same in Detroit, and I told him I would be very glad to show him one I had here.

Perhaps it would be possible to make arrangements with you, as General Manager, in as much as his bodies do not conflict with the type of body you are building. As I understand it, Mr. Lang's bodies are mostly for busses and heavier cars. At any rate, I have written to him as follows:

" My dear Mr. Lang: I have your favor of the 6th. I will be very glad if you are in New York around the week of October fifteenth, to get in touch with you and have a demonstration of this Aero Car. In the mean time, Briggs Body Company of Detroit have made arrangements to operate under Mr. Curtiss patents and Mr. Everett is in charge of their plant and acting as their General Manager. Mr. Everett is now getting out drawings of cars which they expect to manufacture, and it might be just as well if you would run over to Detroit and interview Mr. Everett and get information from him regarding the model they are going to make, and also a demonstration.

If, however, you are in New York next week, I would like to meet you and have you take a ride in the car I have here. I can have this car meet you any place in New York you suggest and drive you out to Port Washington which is forty-five or fifty minutes from New York, and then allow you to get some up and down hill work, as well as some good straight-away road demonstration. "

d

Very truly yours,

October 12, 1928.

Mr. F. A. Seiberling,
Seiberling Rubber Company
Akron, Ohio.

Dear Mr. Seiberling:

I have yours of the tenth. I must admit our engineering department has been away behind with work. Curtiss was compelled to return to Florida and he has almost continuously new thoughts and new patent applications. There seem to be so many new uses for this car it is hard to get our engineering force (which is very small) to complete the job. Mr. Curtiss expects to be up here very soon and we will get right down to brass tacks with him and get a policy laid out that will furnish you further information.

We want very much to keep your interest and we would like to have you a small stockholder in our parent company. I am enclosing copy of letter from Mr. Outhell to me which will give you an idea how the company is being handled.

Very truly yours,

CGF:T

W. C. BRIGGS
DETROIT

Mr. Carl G. Fisher,
Port Washington, Long Island.

My dear Carl:

Promptly upon receipt of your letter of the twenty-fourth I talked to Barney Everitt. He is, as you know, working on some refinements for the Aerocar.

I showed him your letter regarding the car for the President of Cuba and he will have it in mind.

I have not seen Kettering, but judge from your note of a few days ago that he is making progress on the refrigerator.

I hope you are well.

Sincerely yours,

W. C. Briggs

October
twelfth
1928

October 15, 1938.

Mr. W. O. Briggs,
1800 Buhl Building,
Detroit, Michigan.

Dear Walter:

Just a line about the Aero-car
for the President of Cuba: I think
we had better have this made in
Glenn's factory in Miami. Glenn
wants something for those poor devils
to do down there and it is where we
can personally attend to the decora-
tions, etc. and can deliver it with
members of the Chamber of Commerce
and possibly this will give Glenn's
factory a few extra cars to build
for some Cubans.

Very truly yours,

OGF:T

October 15, 1938.

Mr. W. O. Briggs,
1800 Buhl Building,
Detroit, Michigan.

Dear Walter:

Just a line about the Aero-car for the President of Cuba: I think we had better have this made in Glenn's factory in Miami. Glenn wants something for those poor devils to do down there and it is where we can personally attend to the decorations, etc. and can deliver it with members of the Chamber of Commerce and possibly this will give Glenn's factory a few extra cars to build for some Cubans.

Very truly yours,

CGF:T

October 15, 1938.

Mr. Chester W. Cuthell,
20 Pine Street,
New York City.

Dear Mr. Cuthell:

I think I told you when Howard was up he thought it important that we combine the Mack Truck Company patents with ours under some working agreement, and I believe it is important also, but I don't think Glenn thinks it is necessary. I talked to Roy Chapin and he was not sure. The point I see is this: They can do the same thing we can without any interference from us and for a certain kind of work it would be almost as satisfactory as our plan. Their contrivance could, I believe, be made for less money than ours, just a few dollars, possibly. They could license just the same as we are doing and why they never thought of the plan or used the patents in this manner I don't know.

Masury told me yesterday he had talked the matter over with Bob Fulton who is president of the Mack Company, and that they were ready to play ball with us at any time we are ready. I advised him of Howard's illness and let the matter stand until we could have a further conference. This is just to inform you of the situation. Personally, I would like to see this deal closed under some mutual agreement that would help very materially to make these patents stand as soon as this combination is made.

I think we should get into foreign countries quickly and follow up agreements. Roy Chapin was with me the other day and he was very firm in the idea that we should apply for patents in all foreign countries. You and Curtiss and everybody connected with this business are going to get a great surprise some of these days after we get several plants under production.

Very truly yours,

CGF:IT

October 17, 1938.

Mr. Chester W. Guthell,
20 Pine Street,
New York City.

Dear Mr. Guthell:

Enclosed please find
letter from Mr. Walter Chrysler.

Very truly yours,

CGF:T

October 17, 1928

Mr. Glenn H. Curtiss,
Country Club Estates, Florida.

Dear Mr. Curtiss:

I have just returned from a two weeks Eastern trip and find your very interesting letters and photograph. I am sending them over at once to Barney Everitt, who is right on the job.

While East, I talked with Guthell and I went out and spent two days with Carl at Montauk and had a good ride in the Aerocar which he has there. I think they are all agreed that Barney Everitt should take over the active handling of everything as quickly as possible and I have just finished a conversation with him and arranged that he should go to the Fisher Body Company and to the Murray Body Company, the two other largest lines in the city, and try to perfect license arrangements with them. Of course, this cannot be finally worked out until the patent situation is finally cleared up and I judge that you are giving Guthell all information on these matters so he can work out a license contract.

I am making up a list of all of the countries of the world where automobiles are being sold in any quantity and this will give Mr. Guthell an idea of any countries in which we should cover ourselves with patent protection.

Personally, I am not greatly impressed with the possibilities of the International Motor Company's soft rubber device through which they attain somewhat the results of the Aerocar connecting mechanism. However, I suggested to Carl Fisher that if in the minds of the patent attorneys this International Motor device should be gotten under cover, it might be feasible to make a deal with them for an unlimited license to all our licensees for their device as against the license to the Mack Company alone for your invention. This sounds rather one-sided on our part, but we have far more to offer than have the International Motor Company. I doubt myself whether anything except a pneumatic cushion will do the job well enough to satisfy the public, but this is a layman's opinion.

Anything you can do to push the patent attorneys along so that the license contract can be drawn up will be very helpful for I think that we should try to get everybody signed up before they are approached by possible competition.

With kindest regards, I am

Very truly yours,

R. D. CHAPIN

Copies to
Mr. Fisher
Mr. Guthell
Mr. Coffin

Salmon

October 18, 1938.

Mr. Roy D. Chapin,
Hudson Motor Car Company,
Detroit, Michigan.

Dear Roy:

I think you should write Mr. Outhell and uphold me in my contention that we should make application for patents in all foreign countries on the Aerocar patents.

I think Howard agrees with us but Glenn is ill now with a lot of his teeth pulled and an operation for tonsillitis. Howard is ill in Georgia with his heart jumping rope Fred Stone style.

Outhell wants to do what we all want to do and I believe one of the most important things is to make applications for these patents. Our Royalty fee is so low compared with the profit on these cars in foreign countries I think our representative would have no difficulty in signing up agreements in all European countries, which would eventually give us a large revenue. But if they once get started making these things without agreements, it is going to be much more difficult to get them to stop without a lawsuit. Please write Mr. Outhell at once and don't leave all this argument hanging over my head. I also think Briggs and Barney Everitt would be highly in favor of this plan.

Yours,

CGF:T

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
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HOWARD OSTERHOUT

WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D.C.

October 22, 1928

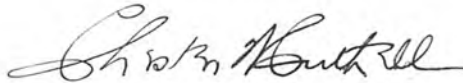
Mr. Carl G. Fisher
Port Washington
Long Island

Dear Mr. Fisher:

I have wired Everitt, asking him if he can be present at my office on Thursday, the 25th, to complete the Aerocar incorporation. I have also wired Curtiss to see if he objects to our going ahead in his absence.

Please reserve Thursday and I will give you a definite time later on.

Very truly yours



CWC:VB



CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABBOT P. MILLS

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WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

October 22, 1928

Mr. Carl Fisher
Port Washington
Long Island

Dear Mr. Fisher:

This is to acknowledge receipt of your letter of the 18th. The changes you suggest will be made.

Mr. Everitt writes me that the parties in Detroit are anxious to get going and that Briggs is practically done with the engineering on the job. He states that it will not take long to get into production in any quantities that are required.

Inasmuch as Curtiss is ill as well as Coffin, and as they are the two leading officials of the Company, it is very difficult to get a meeting to conclude the incorporation, but do you not think that we might proceed in their absence sometime this week?

I have written to this effect to Mr. Everitt.

Very truly yours

Chester W. Cuthell

CWC:VB

October 23, 1928.

Mr. Chester W. Guthell,
30 Pine Street,
New York City.

Dear Mr. Guthell:

I have yours of the 22nd and have just had Bob Tyndall call you and see if you cannot change this meeting to Friday, as I have arranged to take some Miami friends also some Indiana friends to Montauk. They have made several changes in their engagements so they can leave Fifty-second Street at four o'clock tomorrow, returning Thursday evening.

I will be able to come in Friday easily.

I have an engagement with Mr. Lang of the Lang Body Company of Cleveland this morning. Will report results of this engagement on Friday.

Very truly yours,

CGF:T

October 23, 1928.

Mr. E. H. Everitt,
Briggs Body Corporation,
Detroit, Michigan.

Dear Barney:

I have spent the best part of today with Mr. E. J. Lang, Vice President and General Manager of the Lang Body Company of Cleveland, also with Mr. Sisson who is connected with their New York selling branch.

Mr. Lang is thoroughly sold on the possibilities of the Aerocar and is anxious to make arrangements with us whereby he can manufacture in their plant some of the lines that will not conflict with the Briggs Body Corporation work. I have advised him to call and see you and talk the matter over so that he can get started at once.

Mr. Lang has a lot of good ideas for the construction of these bodies in heavy bodies as rail cars, and as they have had a great deal of experience in this work they should be ideally located with their plant and experience to get right on this job at once. Mr. Lang told me he would run out to see you in the next week or so and try to make some satisfactory arrangements with you.

Yours,

GGF:T

Mr. Cuthell
Mr. Curtiss.

Port Washington, L.I.,
October 24, 1928.

Mr. Glenn H. Curtiss, Mr. A. F. Masury,
Mr. Howard E. Coffin, Mr. O. D. Treiber,
Mr. Roy D. Chapin, Mr. B. H. Everitt,
Mr. Chester W. Guthell.

Mr. E. J. Lang of the Lang Body Company of Cleveland, called here yesterday. He is anxious that we forward agreements to him at once and conclude contract.

I told him Mr. Chrysler had written that he had too many irons in the fire to consider at this time giving any attention to the Aero-car, and, in fact, I showed him Mr. Chrysler's reply to my letter. Mr. Lang then asked if he could have the \$2,000. in stock which we had offered Mr. Chrysler and I told him we could not let him have any stock in the company unless he would sign our royalty agreements and actively commence building these Aero-cars. He said he would do this. However, he did not want to start in and conflict in his building program with the Briggs Body Company and I was not exactly sure just what cars Mr. Everitt would start on, but I understood he would bring out a car for the Ford and another for the Hudson. This would leave the field open to a large extent for heavier cars and bus transportation, etc., also rail cars, and this is more in Mr. Lang's line than the other cars would be.

I advised Mr. Lang to see Mr. Everitt and have a talk with him and he will probably wait over and see Mr. Everitt tomorrow.

From advices received from the Treiber Diesel Engine Corporation, several of the larger railway engineering plants are seriously considering Diesel tractors for light railroad cars and I would like to see our company be one of the first to have in operation a Diesel railroad tractor and two or three light rail cars hooked on to this tractor and make a demonstration for the various railroad companies. These tractors should have detachable rims for either rail or road transportation.

2
October 24, 1928,
Page 2.

If our company will appropriate \$25,000. towards this job, I can enlist the cooperation of the Lang Body Company for a pair of Aerocars, the cooperation of the Mack Truck Company for the chassis, and the engine, and the cooperation of the Treiber Diesel Engine Corporation for the conversion of this engine into a Diesel under Treiber patents, and we can put on a successful tractor and a two car trailer outfit that should be sensational from the start.

Through this combination we could successfully complete an outfit that would cost any single corporation probably several hundred thousand dollars to do as well as we can do. The lineup I have in mind would have the services of organizations that are already going and self-sustaining and through commercial motives have a desire to cooperate without any cost to our company for engineering services or overhead.

The annexation of Treiber Diesel patents in connection with this demonstration train will be valuable, also the annexation of the Mack patents will be valuable and I am heartily in favor of getting this combination together immediately so that we might have a successful train in operation in probably three months. The only really difficult unit to handle is the Diesel engine and this unit is well in hand by the Treiber Diesel Engine Corporation. The Mack Company have very good ideas and are thinking seriously on the subject, and the Lang Body Company can handle the bodies.

Very truly yours,

CCF:T

Port Washington, L.I.,
October 24, 1928.

Mr. Glenn H. Curtiss,
Mr. Howard E. Goffin,
Mr. Roy D. Chapin,
Mr. Chester W. Cuthell

Mr. A. F. Masury,
Mr. O. D. Treiber,
Mr. B. H. Everitt,

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October 24, 1928,
Page 2.

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Very truly yours,

Carl G. Fisher

CGF:T

Mr. Fisher

October 24, 1928

Mr. Chester W. Cuthell,
20 Pine Street,
New York City, New York.

Dear Mr. Cuthell:

I talked to Barney Everitt today, and Mr. Briggs, Mr. Everitt and myself all feel that the percentage of common stock to go to Glenn Curtiss is pretty heavy. There is so much future development work to be done to make the Aerocar practicable, and as most of this will have to be done up in this section, it strikes me that the two-thirds to Mr. Curtiss is out of proportion to that which goes to the capital and also the energy and brains that those who furnish the capital are going to put into this enterprise. Mr. Everitt will discuss this with you at the Friday meeting.

I am ready to subscribe to \$10,000.00 of the stock.

By the first of the week I think I will be able to send you a list of the countries in which I feel the trade prospects would warrant taking out patents on the Aerocar.

Very truly yours,

R. D. CHAPIN

October 26, 1928.

Mr. Louis E. Bushmann,
1002 Central Avenue,
Indianapolis, Indiana.

My dear "Bood":

Finally the "Aerocar" papers have been made up and all signed, and the Mengel Body Company of Louisville are going to build these cars in Louisville, the Briggs Company in Detroit, the Weymann Body Company in Indianapolis for the Stutz Company, and the Lang Body Company in Cleveland. I don't know what kind of a deal you can make with the Briggs Company. I think they are going to make a car to go with the Ford for \$400., and they are going to make an Aerocar to go with the Hudson which will probably be \$1,200. They, of course, are going to make five or six different interior layouts. I don't know how they expect to market these or whether they will have a place where you can make some money or not; this is entirely up to you to determine from your conversation with Everett.

In the meantime, a new situation has come with regard to our clubs along the coast. Mr. Coffin has a hundred thousand acres of shooting land in Georgia that is most unusual. They have deer, some little black bear, ducks, quail, geese; in fact, it is one of the very best pieces of shooting land left in America. They want to make more or less of a club of this island. They want to put some roads through, put up a lodge, have horses dogs, and accommodations for hunters from all parts of the country. They already have completed a hotel, golf course, polo field, casino, some fine roads, and they are buying a nice yacht to haul their guests to this island which is fifteen miles from the hotel.

They are looking for a man to manage the thing who must understand his business as a hunter, who must have an education and be responsible, who

Mr. Louis E' Bushmann.,
October 26, 1928.
Page 2.

must be able to talk intelligently with such men as Payne Whitney, Vanderbilt, as well as some of the big sport writers on all the eastern papers. The publicity and the management necessary to get these visitors will be attended to by Mr. Redde who is the Publicity Manager and General Manager of the company of which Howard Coffin is the President and owner.

It occurred to me you might know some bright snappy and intelligent young man who wants a position of this kind where he can work and build up gradually one of the greatest hunt clubs in America. The club is amply financed to do everything necessary to make this a great hunt club. They have the deer, the quail and ducks and geese to furnish the proper amusement, for a very complete club. A young man to be successful must work and at a reasonable drawing account, with some working agreement for commissions on memberships.

If we could find the right man for the job, we could have him work also about six months here at Montauk where we expect to install a complete battery of clay pigeon traps with a small club house and have weekly or semi-weekly shoots, only at clay pigeons. Now the question is, do you know of such a man? If so, let me hear from you.

Yours,

GGF:T

October 26, 1928.

Mr. Chester W. Outhell,
20 Pine Street,
New York City.

Dear Mr. Outhell:

This will confirm conversation over the phone this morning, in which I relinquished any interest in a special percentage of Common Stock which Mr. Curtiss was going to set aside for me, and that it is satisfactory for me to have it equally divided among the subscribers to our Preferred Stock.

I am very sorry indeed that I did not realize why Mr. Curtiss was asking for a larger percentage of Common Stock than we thought should be an equal division of same. As I explained to you on the telephone, when Mr. Curtiss mentioned this stock which he expected to give me, it was really a two-man company between Mr. Curtiss and myself, and I had in mind that we might promote this company by selling some of the Common Stock to a large number of automobile dealers and bus men. Things changed so rapidly, however, in the general plan that I had forgotten all about the matter and it is indeed very nice of Mr. Curtiss to remember the conversation we had quite early in the promotion of the company.

I am sending Mr. Curtiss a copy of this letter and I am quite sure this will be very satisfactory with him.

Very truly yours,

CGF:T

P.S. I wish you would see that the other Directors understand this situation thoroughly, as I would not have any of them imagine I was interested in a side issue of this stock more than my share of that stock amounted to.

October 26, 1928.

Mr. Chester W. Cuthell,
20 Pine Street,
New York City.

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Charge to the account of _____

\$ _____

CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	FULL RATE
DAY LETTER	DEFERRED
NIGHT MESSAGE	CABLE LETTER
NIGHT LETTER	WEEK END LETTER

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

WESTERN UNION

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

NO.	CASH OR CHG.
CHECK	
TIME FILED	

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

OCTOBER 26, 1928.

GLENN H. CURTISS. COUNTRY CLUB ESTATES. FLORIDA.

IN VIEW OF CHANGED CONDITIONS I CONSENT TO CANCELLATION OF ARRANGEMENT COVERED IN YOUR JULY TWENTY EIGHTH LETTER AND OUR OTHER CORRESPONDENCE STOP I AM INDEED GLAD TO MAKE THIS CHANGE. OUR WHOLE SETUP CHANGED SO RAPIDLY FROM OUR ORIGINAL INTENTIONS THAT I HAD NO IDEA YOU WERE HOLDING SOME OF THIS STOCK FOR ME. I APPRECIATE YOUR THOUGHTFULNESS BUT THINK IT WILL BE MUCH BETTER FOR THE COMPANY TO HAVE THE STOCK DIVIDED AS MR. CUTHELL IS DOING NOW. LETTER FOLLOWS. BEST REGARDS.

CARL G. FISHER.

CGF:T

ALL MESSAGES TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays, the sender of a message should order it repeated, that is, telegraphed back to the originating office for comparison. For this, one-half the unrepeated message rate is charged in addition. Unless otherwise indicated on its face, this is an unrepeated message and paid for as such, in consideration whereof it is agreed between the sender of the message and this company as follows:

1. The company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the unrepeated-message rate beyond the sum of five hundred dollars; nor for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the repeated-message rate beyond the sum of five thousand dollars, unless specially valued; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure messages.

2. In any event the company shall not be liable for damages for mistakes or delays in the transmission or delivery, or for the non-delivery, of any message, whether caused by the negligence of its servants or otherwise, beyond the sum of five thousand dollars, at which amount each message is deemed to be valued, unless a greater value is stated in writing by the sender thereof at the time the message is tendered for transmission, and unless the repeated-message rate is paid or agreed to be paid, and an additional charge equal to one-tenth of one percent of the amount by which such valuation shall exceed five thousand dollars.

3. The company is hereby made the agent of the sender, without liability, to forward this message over the lines of any other company when necessary to reach its destination.

4. Domestic messages and incoming cable messages will be delivered free within one-half mile of the company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this company concerning messages until the same are accepted at one of its transmitting offices; and if a message is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender.

6. The company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the message is filed with the company for transmission.

7. It is agreed that in any action by the company to recover the tolls for any message or messages the prompt and correct transmission and delivery thereof shall be presumed, subject to rebuttal by competent evidence.

8. Special terms governing the transmission of messages according to their classes, as enumerated below, shall apply to messages in each of such respective classes in addition to all the foregoing terms.

9. No employee of the company is authorized to vary the foregoing.

THE WESTERN UNION TELEGRAPH COMPANY

INCORPORATED

NEWCOMB CARLTON, PRESIDENT

CLASSES OF SERVICE

TELEGRAMS

A full-rate expedited service.

NIGHT MESSAGES

Accepted up to 2:00 A.M. at reduced rates to be sent during the night and delivered not earlier than the morning of the ensuing business day.

Night Messages may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such night messages at destination, postage prepaid.

DAY LETTERS

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the standard night letter rate for the transmission of 30 words or less and one-fifth of the initial rates for each additional 10 words or less.

SPECIAL TERMS APPLYING TO DAY LETTERS:

In further consideration of the reduced rate for this special Day Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Day Letters may be forwarded by the Telegraph Company as a deferred service and the transmission and delivery of such Day Letters is, in all respects, subordinate to the priority of transmission and delivery of regular telegrams.

B. This Day Letter is received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely, and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of regular telegrams under the conditions named above.

No employee of the Company is authorized to vary the foregoing.

NIGHT LETTERS

Accepted up to 2:00 A.M. for delivery on the morning of the ensuing business day, at rates still lower than standard night message rates, as follows: The stand-

ard telegram rate for 10 words shall be charged for the transmission of 50 words or less, and one-fifth of such standard telegram rate for 10 words shall be charged for each additional 10 words or less.

SPECIAL TERMS APPLYING TO NIGHT LETTERS:

In further consideration of the reduced rates for this special Night Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Night Letters may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

No employee of the Company is authorized to vary the foregoing.

FULL RATE CABLES

An expedited service throughout. Code language permitted.

DEFERRED HALF-RATE CABLES

Half-rate messages are subject to being deferred in favor of full rate messages for not exceeding 24 hours. Must be in language of country of origin or of destination, or in French. This class of service is in effect with most European countries and with various other countries throughout the world. Full particulars supplied on application at any Western Union Office.

CABLE LETTERS

For plain-language communications. The language of the country of destination may be employed, if the Cable Letter service is in operation to that country. Subject to delivery at the convenience of the Company within 24 hours if telegraphic delivery is selected. Delivery by mail beyond London will be made if a full mailing address is given and the words "Post London" are written after the destination. Rate is approximately one-third of the full rate; minimum 20 words.

WEEK-END LETTERS

Similar to Cable Letters except that they are accepted up to midnight Saturday for delivery Monday morning, if telegraphic delivery is selected. Rate is approximately one-quarter of the full rate; minimum 20 words.

October 26, 1928.

Mr. Glenn H. Curtiss,
Country Club Estates,
Florida.

My dear Glenn:

When Guthell called me up this morning about the adjustment of the Common Stock, I told him I thought if you kept 51% of the stock it would be all right with me if it was all right with the rest. I had forgotten all about the talk I had with you and even your letter on this subject, and I immediately told Mr. Guthell I did not want any bonus stock under the changed conditions as the company is framed up now. You will remember about July first we only had a two-man organization and all these other changes have come up since that time.

I do want you to know, however, that I appreciate your thoughtfulness in trying to protect me on our former agreement. I had really forgotten the receipt of the letter. I was more interested in getting this Aerocar going than anything else; the distribution of stock did not bother me at all. I am returning to Mr. Guthell your letter, marked "Cancelled".

I had Mr. Lang of the Lang Body Company here for two days and he is so thoroughly interested he cancelled his western engagements and remained here to see Mr. Everett today and make arrangements that the bodies the Lang Company builds will not conflict with the first line that the Briggs Company will bring out. The Lang Body Company, as you probably know, make a specialty of busses and very high grade bodies, such as Lincoln, LaFayette and other jobs of that kind.

I am going to leave for Miami Beach about the second or third of November. With the

Mr. Glenn H. Curtiss,
October 26, 1928,
Page 2.

Mengel Body Corporation started, and with the Stutz and Weymann Body Companies going, together with Briggs and the Lang Body Corporations, we have the cream of the body builders of not only America but of the whole world, for commercial work.

From now on I think everybody agrees that we let Barney Everett carry on the good work, with Mr. Cuthell, of course, always sitting on the job to see that we all stick to the middle of the road.

Yours,

GGF:T

Copy to Mr. Cuthell.

October 30, 1938 .

Mr. Chester W. Cuthell,
20 Pine Street,
New York City

Dear Mr. Cuthell:

I enclose letter from G.W. Chase, Jr. of Miami Beach. Mr. Chase is our head salesman and a very good one. He is well acquainted with hundreds of influential people all over the United States. He believes thoroughly in the Aerocar and he would like some stock.

Mr. Chase is only one of dozens of people who believe in the Aerocar and who are financially able to own these Aerocars and he will also be selling it. I think our Company is making a big mistake if we do not provide some sort of stock that will allow people like Mr. Chase to contribute their mite towards the promotion and sale of these Aerocars. Mr. Chase has a salary of \$10,000. a year and makes \$10,000. a year extra in pure salesmanship of his own property. I think it is bad business for us to turn down such interest as this for it costs us nothing, and really men like Mr. Chase pay us for the privilege of assisting in the promotion of this Aerocar.

In the original line up that I had with Mr. Curtiss, we rather agreed it would be a great help to have people like Mr. Chase, Mr. Kiner, Eddie Ball and other people of this type as small stockholders. Under this plan we would have probably thirty or forty walking advertisements of the Aerocar, all intelligent and practical men without salary or any expense to our company. I am sure Mr. Curtiss and also Mr. Coffin will agree with me that men of this type will be a benefit to us and I hope you will

Mr. Chester W. Cuthall,
October 30, 1928.
Page 2.

work out some plan where by we can take this kind
of men into the company as stockholders. If I
furnish stock to all the people I have promised
stock to (and I have solicited nothing) I won't
have any stock myself and will have to start out
to buy some.

Yours very truly,

CGF:T

Copies:
Mr. Coffin
Mr. Curtiss
Mr. Chapin

Address reply to Miami Beach, Florida.

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABBOT P. MILLS

WILLIAM H. WHITE, JR.
OF THE WASHINGTON, D.C. BAR
OF COUNSEL

WILLIAM R. CRAWFORD, JR.
FRANCIS S. APPLEBY
HOWARD OSTERHOUT

WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

October 31, 1928.

Mr. Carl Fisher
Port Washington
Long Island

Dear Mr. Fisher:

Herewith enclosed please find Waiver of the first meeting of the Board of Directors of The Aerocar Corporation held at the office of Cuthell, Hotchkiss & Mills, 20 Pine Street, New York City, on the 26th day of October, 1928.

The laws of the State of Delaware permit waivers to be signed after the holding of the meeting which they cover.

Kindly return the enclosed at your earliest convenience.

Very truly yours,

Cuthell, Hotchkiss & Mills

FSA:MH
Encl.

CUTHELL, HOTCHKISS & MILLS

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABBOT P. MILLS

WILLIAM H. WHITE, JR.
OF THE WASHINGTON, D.C. BAR
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HOWARD OSTERHOUT

20 PINE STREET
NEW YORK

WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

November 2, 1928

Mr. Carl G. Fisher
Miami Beach
Florida

Dear Mr. Fisher:

Nothing would please me better than to have my old friend Pete Chase a stockholder of Aerocar Corporation, but you will recall that there was a discussion about the advisability of having a large group of small stockholders at the present time and it was decided that it would be better to have a small group until we could see how the whole plan developed.

My suggestion is that at our next meeting we take up this subject and lay down a general policy.

The request for stock payments will go forward today.

Very truly yours

Chas W. Cuthell

CWC:VB

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABBOT P. MILLS
WILLIAM H. WHITE, JR.
OF THE WASHINGTON, D.C. BAR
OF COUNSEL
WILLIAM R. CRAWFORD, JR.
FRANCIS S. APPLEBY
HOWARD OSTERHOUT

WASHINGTON OFFICE
CUTHELL, WHITE, HOTCHKISS & MILLS
INVESTMENT BUILDING
WASHINGTON, D. C.

November 10, 1928

Mr. Carl G. Fisher
Miami Beach
Florida

Dear Mr. Fisher:

I have been so busy lately that I am rapidly increasing my staff. Among the men I have under consideration is John Redfield, who I am sure would fit into my organization very well, but I would only make a proposition to him if my firm would become General Counsel for the Montauk Beach Development Corporation so that there will be no interruption in the legal work of your Company. I am confident that an arrangement could be made whereby he would continue to do all that he is doing now and he would have the benefit of constant conference with the members of my firm.

I do not know what your arrangements with Mr. Redfield are now in respect to salary, and office and living expenses. If possible, I would like to arrange matters so that your Company's legal work would not cost you any more than it does now. It might be possible to arrange for Mr. Redfield to be at Montauk during the active selling period.

Will you please telegraph me your full and frank comments on my suggestion. If you are agreeable, I will then take it up with Mr. LeBoutillier and then with Mr. Redfield. Mr. Keys thinks the arrangement would be an excellent one for both sides.

As to Aerocar, we have in hand all of the checks except Mr. Briggs's, but so far we have not had any of the agreements signed. Mr. Chapin is to send me a list of the foreign countries in which patents are to be taken out. Mr. Curtiss tells me that he has a new scheme for adjusting the springs to different loads. I think it would be well for you to see him in the near future, because I understand from Captain Westervelt that he is not at all well and he may go West for a trip. The Christian Science-Monitor had a good story about the Aerocar a few days ago. ↙

Very truly yours

Chas. W. Cuttill

CWC:VB

November 12, 1928.

Mr. Chester W. Cuthell,
20 Pine Street,
New York.

Dear Mr. Cuthell:

I have just wired you as follows:

"Redfield a fine man with fine mind. Arrangements you make with him will be satisfactory to us if we can retain what is necessary of his time to keep our legal matters straight."

I think we pay Redfield \$7,500 a year. He is worth more and I want to raise his salary but did not think it was the right thing to do this past season under the general conditions at Montauk. We have found Redfield a very conscientious assistant, and of course thoroughly reliable. I was not under the impression that he wanted to get into city work. However any arrangement you can make with him will be satisfactory with us.

Yours truly,

GGF:AY

CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	FULL RATE
DAY LETTER	DEFERRED
NIGHT MESSAGE	CABLE LETTER
NIGHT LETTER	WEEK END LETTER

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

WESTERN UNION

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

NO.	CASH OR CHG.
CHECK	
TIME FILED	

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

November 12, 1928.

Mr. Chester W. Cuthell,
20 Pine Street,
New York

Redfield a fine man with fine mind Arrangements you make with
him will be satisfactory to us if we can retain what is necessary of
his time to keep our legal matters straight

Carl G. Fisher

Paid
Charge: Fisher Properties
846 Lincoln Road
Miami Beach, Florida.

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2. In any event the company shall not be liable for damages for mistakes or delays in the transmission or delivery, or for the non-delivery, of any message, whether caused by the negligence of its servants or otherwise, beyond the sum of five thousand dollars, at which amount each message is deemed to be valued, unless a greater value is stated in writing by the sender thereof at the time the message is tendered for transmission, and unless the repeated-message rate is paid or agreed to be paid, and an additional charge equal to one-tenth of one percent of the amount by which such valuation shall exceed five thousand dollars.

3. The company is hereby made the agent of the sender, without liability, to forward this message over the lines of any other company when necessary to reach its destination.

4. Domestic messages and incoming cable messages will be delivered free within one-half mile of the company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this company concerning messages until the same are accepted at one of its transmitting offices; and if a message is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender.

6. The company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the message is filed with the company for transmission.

7. It is agreed that in any action by the company to recover the tolls for any message or messages the prompt and correct transmission and delivery thereof shall be presumed, subject to rebuttal by competent evidence.

8. Special terms governing the transmission of messages according to their classes, as enumerated below, shall apply to messages in each of such respective classes in addition to all the foregoing terms.

9. No employee of the company is authorized to vary the foregoing.

THE WESTERN UNION TELEGRAPH COMPANY

INCORPORATED

NEWCOMB CARLTON, PRESIDENT

CLASSES OF SERVICE

TELEGRAMS

A full-rate expedited service.

NIGHT MESSAGES

Accepted up to 2:00 A.M. at reduced rates to be sent during the night and delivered not earlier than the morning of the ensuing business day.

Night Messages may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such night messages at destination, postage prepaid.

DAY LETTERS

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the standard night letter rate for the transmission of 50 words or less and one-fifth of the initial rates for each additional 10 words or less.

SPECIAL TERMS APPLYING TO DAY LETTERS:

In further consideration of the reduced rate for this special Day Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Day Letters may be forwarded by the Telegraph Company as a deferred service and the transmission and delivery of such Day Letters is, in all respects, subordinate to the priority of transmission and delivery of regular telegrams.

B. Day Letters shall be written in plain English. Code language is not permissible.

C. This Day Letter is received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely, and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of regular telegrams under the conditions named above.

No employee of the Company is authorized to vary the foregoing.

NIGHT LETTERS

Accepted up to 2:00 A.M. for delivery on the morning of the ensuing business day, at rates still lower than standard night message rates, as follows: The stand-

ard telegram rate for 10 words shall be charged for the transmission of 50 words or less, and one-fifth of such standard telegram rate for 10 words shall be charged for each additional 10 words or less.

SPECIAL TERMS APPLYING TO NIGHT LETTERS:

In further consideration of the reduced rates for this special Night Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Night Letters may at the option of the Telegraph Company be mailed at destination to the addressee, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

B. Night Letters shall be written in plain English. Code language is not permissible.

No employee of the Company is authorized to vary the foregoing.

FULL RATE CABLES

An expedited service throughout. Code language permitted.

DEFERRED HALF-RATE CABLES

Half-rate messages are subject to being deferred in favor of full rate messages for not exceeding 24 hours. Must be in language of country of origin or of destination, or in French. This class of service is in effect with most European countries and with various other countries throughout the world. Full particulars supplied on application at any Western Union Office.

CABLE LETTERS

For plain-language communications. The language of the country of destination may be employed, if the Cable Letter service is in operation to that country. Subject to delivery at the convenience of the Company within 24 hours if telegraphic delivery is selected. Delivery by mail beyond London will be made if a full mailing address is given and the words "Post London" are written after the destination. Rate is approximately one-third of the full rate; minimum 20 words.

WEEK-END LETTERS

Similar to Cable Letters except that they are accepted up to midnight Saturday for delivery Monday morning, if telegraphic delivery is selected. Rate is approximately one-quarter of the full rate; minimum 20 words.

AEROCAR



Bragg-Kliesrath Corporation

TELEPHONE STILLWELL 6417
BENTLEY'S CODE BRAKBRKE, NEW YORK

QUEENS BOULEVARD & HAROLD AVENUE
LONG ISLAND CITY, NEW YORK

November 12, 1928.

Dear Carl:-

The only list that I found in the files of the Swordfish Club seemed a list of men who were invited to the dinner and I forwarded it to Mr. LeBoutillier requesting him to send it to you if he felt it was a list of members. The list was very incomplete and I doubt if all the people on it even attended the dinner.

Please send me all the dope you get from Warner on his electric brake. I had some correspondence with him sometime ago because someone in his Company put it down in writing that our brakes were no good and declined to equip some of his trailers with them. As we got the order in spite of his opposition, we felt his brakes could not be so good, although they would undoubtedly work, but are expensive, and according to Vic, have their complications.

LeBoutillier and I are all set to be down at Howard's December 1st and think you should make every effort to come up there so we can have a meeting and decide on the dredging and any other matters that may come up.

Howard finally returned the Yacht Club plans with his criticisms, so that is under way.

I don't know of anything else.

Yours sincerely,

Calley

CSB:EZ

Mr. Carl G. Fisher,
Miami Beach,
Fla.

November 17, 1928.

Mr. Caleb Bragg,
Bragg-Kliesrath Corp.,
Queens Blvd. & Harold Ave.,
Long Island City, N.Y.

Dear Calley:-

Yours of the 12th. All I know about the electric brake is this - and this is confidential. Glenn Curtiss told me that Warner had a brake which the Packard people were negotiating for, and also that other people were negotiating for. The brake is supposed to be something like the magnetic. Glenn asked Warner to come and see me to see if we couldn't put the brake on the aerocar. Warner made an engagement, but didn't keep it. Glenn told Warner that I was a friend of yours and that I was interested, which Glenn thought was true, in your brake. Possibly this is the reason that Warner did not come to see me, although Warner is very much interested in the aerocar.

I don't know anything about his brake as against yours. I am just giving you cold facts because my interests are more with you and Vic than they are with anybody else in the brake business.

The more I see of the aerocar business the more I am wondering why you don't take your factory there in Long Island and devote it to building trailers equipped with your brake. You can make more money out of the trailers equipped with your brake than you can make out of 100 brakes. There is ten times as much demand for the aerocars as there is for your brake. You already have the factory and you have the ability, and the aerocar is so simple and easy to make that you should apply for a license at once. The license isn't going to cost you anything but printer's ink, and if you only make five or six cars you can't lose a dime. I see a great many people daily who want something beyond the average and they are perfectly willing to pay for it. You could buy a skeleton car from either Briggs or Curtiss or somebody else who is making the cars and then you could doll it up with all your hothouse taste and sell it at a very commanding figure. You need not fool with this business yourself; you can turn it over to Vic.

I believe that the ultimate result of the aerocar is going to depend largely on a brake that will be operated from the tractor. This will give you two businesses to shoot at with practically no investment or effort, other than the first.

Hope to see you soon.

Yours

CGF:K.

December 4, 1928.

To "Aerocar" Board of Directors:

Have just returned from a thousand mile drive to Saint Simons Island, Georgia, and return; in the Aerocar with a Hudson Coupe as tractor. In twenty-five years experience in connection with automobiling, driving and touring, I have never had such a wonderful drive without fatigue or discomfort. The 476 miles north through 23 towns and 3 cities was made in 11 hours 3 minutes, observing all speed laws. The return trip, 476 miles, was made in ten hours 50 minutes, with 6 stops, observing all speed laws. The roads were excellent with the exception of about 7 miles.

This tractor and Aerocar has just passed the 10,000 mile mark in touring back and forth between New York and Miami Beach and Florida and Georgia points. At the finish of the 10,000 miles, we can notice no wear at all on the tires of the Aerocar; they look just as well as if they had been in service a week. The tires on the tractor are in remarkable shape and only show about the same wear they would under ordinary coupe or limousine service.

On this return trip, we carried six passengers and about 450 pounds of baggage.

Very truly yours,

C. C. FISHER.

CCF:T

December 13, 1928.

Mr. C. S. Bragg,
135 East 74th Street,
New York City.

Dear Galey:

Take up immediately the subject of brakes with the Curtiss Aerocar Company at Opalocka, Florida. The Opa Locks branch, with Mr. Curtiss in charge, and Mr. Wheeler, who is President, and a couple good engineers, are doing a lot of engineering work on new models and they certainly look good.

We are going to drive a new model to Indianapolis within ten days for Moskovics to fit out complete and have ready for the show in Chicago. I asked Mosky to get one of your brakes on this car -- although it is not at all necessary under ordinary conditions.

The Hudson are turning out a perfectly wonderful engineering job this year. We have pulled this 1800 pound Aerocar over 10,000 miles with the Hudson without an adjustment or any trouble, and we frequently get up to 66 or 68 miles an hour on good roads hauling six or eight passengers with baggage.

Orders have commenced to come in here for Aerocars for California, Florida, and other places. Where these cars are going into rough districts, I am suggesting that the Aerocar Company equip with your brakes. However, at this time we have no price and no layout and no experience. This Aerocar Corporation is going to do a big business. There is so much attention to the car and so many enquiries here that one demonstrator cannot take care of the people who want to try it.

Best regards.

Yours,

CGF:T



- A-CONTOUR OF ENGINEERED TRAILER
- B-ENGINEER'S SIGNATURE IN FRONT
- C-APPLICATOR ATTACHED TO TRAILER
- D-CONNECTION TO OTHER PARTS



STUTZ MOTOR CAR COMPANY
of AMERICA, Inc.
INDIANAPOLIS, IND., U. S. A.

CABLE ADDRESS, "STUTZ"

Wednesday
January
Sixteenth
1929

Answer

Mr. Carl G. Fisher
Miami Beach, Florida

Dear Carl:

In reply to yours of the eleventh instant, I do not believe there is such a thing as a front wheel drive car in America for sale at second hand.

The only front wheel drive cars that were built, as you know, were racing cars, and the cheapest one I know of is the one that Earl Cooper had, called the "Marmons", last year.

I really think it would actually be cheaper to build the job. You can perhaps have it built right here at the Merz Engineering Company, as they are quite familiar with those things.

I do not believe outside of racing cars, there is such a thing in existence.

avrocar
Your job is coming along very well, and I hope to have it ready by the time of the Chicago Show.

I talked to Barney Everett yesterday, and I believe the final outcome will be that we will buy shells from him and finish them here for the final de luxe job. Tell me what you think of that scheme. In that way, we would get them cheaper, and perhaps better.

Sincerely yours,

A. H. Moskowitz
President

F Moskowitz AKG

ALL AGREEMENTS IN THIS LETTER CONTINGENT UPON STRIKES, FIRE OR OTHER DELAYS BEYOND OUR CONTROL
ALL CONTRACTS SUBJECT TO APPROVAL OF THE HOME OFFICE



STUTZ MOTOR CAR COMPANY
of AMERICA, Inc.
INDIANAPOLIS, IND., U. S. A.

CABLE ADDRESS, "STUTZ"

Thursday
January
24th
1929

aerocar

Mr. Carl G. Fisher
Miami Beach, Florida

Dear Carl:

I hasten to write you the news. I attach herewith a press report, which is going out Saturday, so that by the time you get this letter, it will have been published.

The reasons for this, of course, are not entirely as set forth in this article. Briefly, some new financial interests acquired part control of this Company, and they thought I was not entirely in accord. I am too old to change my ways, and, therefore, it was thought best for all concerned to part. Now, the gist of it is this:

Your aerocar is going to be running Saturday. We are going to get the darndest bit of publicity on it you ever saw. Taking three of Indianapolis' newspaper men with me Saturday. We will keep it there during the show, and I am going to take all the Chicago newspaper men out during the show. My idea is to give a luncheon aboard the aerocar to them. You will see the darndest bunch of publicity you have ever seen.

to the Chicago show

By the way, the job is quite a beautiful thing. Now, my idea would be, if it meets with your approval, to start for Florida in this job with a good driver, stopping enroute at the various larger cities, and by the time we reach Miami, we will have enough publicity to sink a ship, and to deliver the Aerocar to you there officially. If you still do not want it, to again come up North with it. This would

THE CARL G. FISHER PROPERTIES

MEMO TO Gen. Robert H. Tyndall

DATE June 7, 1929.

FROM Paul Kunschik

SUBJECT Aerocars.

Upon receipt of your memo of the third instant with reference to the aerocars, particularly Nos. 3 and 8, I called upon Mr. Wheeler of the Curtiss Aerocar Company of Florida at Opa-Locka yesterday afternoon and I believe that I now have at last the facts concerning these cars.

Aerocar No. 3 was purchased by the Aerocar Corporation as was also the Hudson which draws this trailer. Mr. Wheeler showed me their records that this unit had been paid for in the sum of \$3,193.10 and it seems that it was turned over to Mr. Fisher more in the nature of a demonstrator than as an actual sale. The only items that we have paid on this unit were the removing of Houdaille shock absorbers and installing Watson shock absorbers in place of them. We were not billed for the shock absorbers, merely for the change. We have also paid on this unit upholstering and installing five seats, and fitting and laying linoleum.

With reference to trailer No. 8, this trailer was purchased by us for use at the Flamingo, but we did not buy the Hudson that draws it. This, according to the records at Opa-Locka, also was purchased by the Aerocar Corporation for the sum of \$1,111.77. It seems that the Aerocar Corporation made available for demonstration purposes five Hudsons. We have two of them, but not charged to us.

If these two Hudson cars and trailer No. 3 are to be charged to us the charge would have to come from the Aerocar Corporation as the Curtiss Aerocar Company of Florida is no longer interested in them.

With reference to the account of \$247.22 referred to by Mr. Wheeler in his letter to Mr. Fisher under date of April thirtieth, wish to advise that we have since that date paid \$29.58, reducing the account to \$217.64. There was also an error in the statement which had been submitted of eighty-three cents which Mr. Wheeler agreed to correct, leaving a balance due of \$216.81 according to their records. This entire balance is made up of invoices which had not previously been submitted to us, although one of them dates back to July 5, 1928. These invoices I will submit upon your arrival here and if you can approve them we will immediately close the account.

Paul Kunschik
PAUL KUNSCHIK

PK:MKH

Copy to Mr. Fisher

CURTISS-WRIGHT FLYING SERVICE

NATIONAL COMMERCIAL FLYING, SCHOOLS, SALES & SERVICE



A DIVISION OF
CURTISS-WRIGHT CORPORATION

NEW YORK OFFICE
17-29 WEST 57TH STREET
PHONE: WICKERSHAM 9600

July 23, 1930.

Mr. Carl G. Fisher,
Montauk, L. I.,
New York.

Dear Mr. Fisher:

We have received requests from several residents of Southampton and Easthampton for scheduled airline service between New York and the Hamptons. This letter is accordingly addressed to you to inquire as to whether you too, will be interested in a time saving airline service.

If you and others will respond advising us that you and your guests will patronize the line we propose to commence the service immediately.

Only the largest and finest types of amphibian air yachts, equipped with radio communication and manned with competent crews (the best pilots and co-pilots obtainable) will be used. The New York terminal will be at our marine airport at North Beach, Flushing. This is less than one hour from Southampton when one travels the Curtiss Wright way.

The fare will be thirty five dollars (\$35.) round trip and twenty dollars (\$20.) one way. Speed boat or auto transfer service between North Beach and down town New York will always be available, but optional and at an extra fare.

Initially, it is our intention to give this service leaving North Beach on Fridays at 5:00 P.M. and Easthampton on Mondays at 8:15 A.M. The planes will be available for charter on Saturdays and Sundays to take you "Anywhere." This service will add many hours of pleasure to your week-end at the shore and will bring you back to the city quickly and in comfort.

Thanking you for your early response and comments as to this proposed air line service, we are

Very sincerely yours,

CURTISS WRIGHT FLYING SERVICE

A. H. Nash
General Traffic Manager

AHN LW

CUTHELL, HOTCHKISS & MILLS

20 PINE STREET

NEW YORK

CHESTER W. CUTHELL
HENRY G. HOTCHKISS
ABBOT P. MILLS

WILLIAM R. CRAWFORD, JR.
FRANCIS S. APPLEBY
HOWARD OSTERHOUT
JOHN J. REDFIELD

WASHINGTON OFFICE
INVESTMENT BUILDING
WASHINGTON, D. C.

Aerocar

August 18, 1930.

Mr. Carl G. Fisher,
Montauk,
Long Island, N.Y.

Dear Sir:-

As requested by you the following is a list
of the directors of The Aerocar Corporation:-

Glenn H. Curtiss (Deceased)

C. M. Keys

Chester W. Cuthell

H. E. Coffin

James C. Willson

Carl G. Fisher

Martin J. Her.

Yours very truly,

Francis S. Appleby

FSA:AC

CURTISS AEROCAR COMPANY

OF FLORIDA, INC.

OPA-LOCKA, FLORIDA

December 31st, 1929.

Mr. Carl G. Fisher,
Miami Beach, Florida.

Dear Mr. Fisher:-

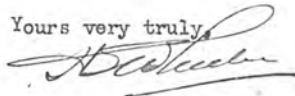
I am enclosing our invoice
No. 389 in the amount of \$604.75 for work and
supplies furnished on Aerocar No. 113, shipped
Dec. 30th to President Machado, at Havana, Cuba.

In addition to the amount
of \$535.90 authorized by you, there are a few
additional items, part of which you authorized
verbally when at the factory during the progress
of the work.

This figure represents cost
to us, and in addition, we supplied a rug, some new
walnut trim and several other items for which no
charge is being made.

We trust this will be satis-
factory.

Yours very truly,



MEMORANDUM

FROM MR. FISHER

DATE January 24, 1930

TO Mr. Wm. Muir.

SUBJECT Aerocar stock.
Stock Certificate No. 2.
30,000 shares Common.

I hand you herewith Certificate of Participation in Certain stock in the Aerocar Corporation, wherein Mr. Glenn H. Curtiss assigns to me "all the dividends, either cash or stock, and all revenue of whatsoever kind and nature, accruing on the above mentioned stock", and states four conditions thereto: The fourth condition provides for an assignment of this certificate. I wish to assign this certificate to Margaret C. Fisher. Please take care of this assignment in the proper manner.



CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	FULL RATE
DAY LETTER	DEFERRED
NIGHT MESSAGE	CABLE LETTER
NIGHT LETTER	WEEK END LETTER

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

WESTERN UNION

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

NO.	CASH OR CHG.
CHECK	
TIME FILED	

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

FORT WAYNE INDIANA
FEBRUARY 17 1930

MR. CARL G. FISHER MIAMI BEACH FLORIDA *Aerocar*

AEROCAR A HUGE SUCCESS. FORCED TO CALL POLICE EVERY TIME
WE STOP IT. SUGGEST YOU GIVE ME EXCLUSIVE SELLING RIGHTS
THIS TERRITORY. REGARDS.

H. E. CAPEHART

ALL MESSAGES TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays, the sender of a message should order it repeated, that is, telegraphed back to the originating office for comparison. For this, one-half the un-repeated message rate is charged in addition. Unless otherwise indicated on its face, this is an un-repeated message and paid for as such, in consideration whereof it is agreed between the sender of the message and this company as follows:

1. The company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the un-repeated-message rate beyond the sum of five hundred dollars; nor for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the repeated-message rate beyond the sum of five thousand dollars, unless specially valued; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure messages.

2. In any event the company shall not be liable for damages for mistakes or delays in the transmission or delivery, or for the non-delivery, of any message, whether caused by the negligence of its servants or otherwise, beyond the sum of five thousand dollars, at which amount each message is deemed to be valued, unless a greater value is stated in writing by the sender thereof at the time the message is tendered for transmission, and unless the repeated-message rate is paid or agreed to be paid, and an additional charge equal to one-tenth of one percent of the amount by which such valuation shall exceed five thousand dollars.

3. The company is hereby made the agent of the sender, without liability, to forward this message over the lines of any other company when necessary to reach its destination.

4. Domestic messages and incoming cable messages will be delivered free within one-half mile of the company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this company concerning messages until the same are accepted at one of its transmitting offices; and if a message is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender.

6. The company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the message is filed with the company for transmission.

7. It is agreed that in any action by the company to recover the tolls for any message or messages the prompt and correct transmission and delivery thereof shall be presumed, subject to rebuttal by competent evidence.

8. Special terms governing the transmission of messages according to their classes, as enumerated below, shall apply to messages in each of such respective classes in addition to all the foregoing terms.

9. No employee of the company is authorized to vary the foregoing.

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INCORPORATED

NEWCOMB CARLTON, PRESIDENT

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A full-rate expedited service.

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B. This Day Letter is received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely, and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of regular telegrams under the conditions named above.

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FULL RATE CABLES

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DEFERRED HALF-RATE CABLES

Half-rate messages are subject to being deferred in favor of full rate messages for not exceeding 24 hours. Must be in language of country of origin or of destination, or in French. This class of service is in effect with most European countries and with various other countries throughout the world. Full particulars supplied on application at any Western Union Office.

CABLE LETTERS

For plain-language communications. The language of the country of destination may be employed, if the Cable Letter service is in operation to that country. Subject to delivery at the convenience of the Company within 24 hours if telegraphic delivery is selected. Delivery by mail beyond London will be made if a full mailing address is given and the words "Post London" are written after the destination. Rate is approximately one-third of the full rate; minimum 20 words.

WEEK-END LETTERS

Similar to Cable Letters except that they are accepted up to midnight Saturday for delivery Monday morning, if telegraphic delivery is selected. Rate is approximately one-quarter of the full rate; minimum 20 words.

CURTISS AEROCAR COMPANY

OPA-LOCKA, FLORIDA

March 17th, 1930

Mr. Carl G. Fisher,
Miami Beach, Fla.

Dear Mr. Fisher:

Thank you for the order contained in your letter of March 15th for a streamline observation model Curtiss Aerocar with the new nose and new coupler.

I am listing below the items of equipment to make it like your present car:

2 storage batteries
Front divan
1 cabinet under lavatory
3 cigar lighters
10 window shades
1 electric fan
Nickle finished lavatory
8 extra wall bracket lights
2 silk cord luggage carriers
Medicine cabinet with mirror
Speaking tube (instead of telephone)
Speedometer
1 table
2 racks for thermos bottles, glasses, etc.
(did not figure on supplying the bottles, etc.
as did not know whether you preferred to use
present ones or new ones)
Toilet
2 flower vases
1929 Hudson wheel equipment
Towel rack
2 pillow cushions
3 double reclining chairs
2 single reclining chairs
non-shatter glass throughout
radio complete with speaker.
(Using Atwater Kent now but can ?
supply Transitone, if preferred)
Clock and barometer set (same as you now have)

See me regarding
Card table.

Ventilators in top

(C.G.F.)

Total list price of this car	\$4427.50
Less 20% discount	885.00
Net	<u>\$3,542.00</u>

CURTISS AEROCAR COMPANY

OPA-LOCKA, FLORIDA

March 17th, 1930

Mr. Carl G. Fisher,
Miami Beach, Fla.

Dear Mr. Fisher:

Thank you for the order contained in your letter of March 15th for a streamline observation model Curtiss Aerocar with the new nose and new coupler.

I am listing below the items of equipment to make it like your present car:

2 storage batteries
Front divan
1 cabinet under lavatory
3 cigar lighters
10 window shades
1 electric fan
Nickle finished lavatory
8 extra wall bracket lights
2 silk cord luggage carriers
Medicine cabinet with mirror
Speaking tube (instead of telephone)
Speedometer
1 table
2 racks for thermos bottles, glasses, etc.
(did not figure on supplying the bottles, etc.
as did not know whether you preferred to use
present ones or new ones)
Toilet
2 flower vases
1929 Hudson wheel equipment
Towel rack
2 pillow cushions
3 double reclining chairs
2 single reclining chairs
non-shatter glass throughout
radio complete with speaker.
(Using Atwater Kent now but can ?
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See me regarding
Card table.

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Mr. C. G. Fisher.
March 17, 1930.

I have figured on a fabrikoid window shadw. If you prefer silk, there will be a difference of \$3.50 each for 10 shades. I did not figure on drapes at the curved windows in the rear as I understand you did not like them. (20% should be deducted from the additional \$35.00 above referred to for silk shades).

If I am wrong in specifying speaking tube instead of telephone, please advise me.

I have not made any extra charge for the new nose and new coupler as Mr. Curtiss wishes this installation made for you at no additional cost to you.

Your present car is 14" from the ground. Mr. Curtiss thinks this is about as low as an Aerocar should be, although the present streamline car we are using as a demonstrator is 12" and we have found it too low at times.

O.K.
(CGF)

The head room in your present car is 6 ft. Yes This can be reduced four inches without inconvenience, if you desire.

Will you advise us on these two points? Height from ground? and head room?

I am enclosing a blue print sketch of the car as drawn up for Mr. Law. Mr. Law does not want his car quite as low as yours, retaining a 5 ft. 10 in. head room.

I am also enclosing some material samples in case you wish to change your present color scheme. Please let us know your decision on color, both outside and inside particularly the leather color to be used on the seats as it takes some time to get seats delivered to us.

We are starting work on this car tomorrow morning and will therefore appreciate decisions on the above items in question as early as possible.

Again thanking you, I am

Yours sincerely,

H. Sayre Wheeler.

P.S. Another question. Do you want the interior ceiling covered with upholstering panelling exposed as in your present car?

Exposed ventilators
(CGF)

November 28, 1930

Mr. Roy D. Chapin,
Hudson Motor Car Company
Detroit, Michigan

Dear Roy:

The Rec Company made a runaway with their Speed Wagon and the Speed Wagon was a big part of their success, both financially and from a standpoint of a reputation from their Wagon.

This little bus, which was designed just before Glenn Curtiss died, is perfectly wonderful in its performance and economy, also the ability to build a thorough high grade dependable bus at a low cost. Regardless of the demand for pleasure cars, there is a demand for hundreds of thousands of light buses, and I certainly have seen nothing that will compare with this little six wheel bus, although it seats 22 people and frequently has a load of 35 persons in it. If you have a dependable engineer in this part of the country, I think you should have him look into this bus situation at once.

The bus is now on a 30 day trial for the City of Miami, doing 208 miles a day on an 18 hour stretch, and operating at 17.6¢ per mile against 27.9¢ for the nearest bus of any kind in competition with the Aerocar bus, with 11-1/2 miles to the gallon with as many as seven stops to the mile.

The field for a bus of this type is enormous and with the little six power plant, I do not know of any outfit that could compare with it. The big rubber tire connection between the rear wheels and the power plant is in itself a unit of elasticity and service. From a photograph I am sending you, you will see that this bus can turn in a narrow street where no other bus ever seen could make the turn.

Most autoists now thoroughly agree that six wheels are proper for the distribution of a load on

2. Mr. Roy D. Chapin, Detroit, Michigan

the power plant and passenger attachment. Not only as a bus does this new outfit appeal, but it is the most complete and elaborate road coach imaginable. With some refinements, you could turn out a road coach that would make a Rolls Royce disappear from competition.

The bugs have all been worked out of this attachment, considering the bugs have been worked out of your six cylinder chassis. There are no bugs whatever to consider in the manufacture of the coach body, rear wheels on the Aerocar, or the trimmings or electrical connections between the two cars.

To give you an idea of some interest that is being aroused in Aerocar riding conditions, I am sending you a copy of letter from Congressman Britten of Illinois.

Of course, the separate power connection has its disadvantages, but with the driver inside the coach as it is now designed, and considering the splendid riding conditions, which are not to be compared with any figure on the road, also considering the great room and the luxurious seats and baggage capacity, there is a possibility of having the most luxurious coach imaginable that can be sold at splendid profits as compared with the close figures you are selling at today.

Your power unit, (I refer to the six cylinder), is practically perfect. It should be shorter in wheel base only when used for this new type of coach. My Hudson six power unit has pulled one of these Aerocar coaches over 30,000 miles around and about every street in the Union, east of the Mississippi, with no repairs other than regular service and several gaskets.

If you are looking for an opportunity for some real business, I think you should give this some serious thought. The outfits made in Detroit were most disgraceful. They were both ugly, out of proportion, and very cheaply and poorly constructed. They gave a lot of trouble and caused us a very serious black eye. But, my remarks now are entirely directed to the new connection and this outfit is in daily operation here at the Beach.

I might say that the entire management of the

3. Mr. Roy D. Chapin, Detroit, Michigan

company is in the hands of inexperienced people, who are very hard working and trying the best they can, but they know nothing about manufacturing or selling. They get what business they do get because it is thrust upon them, and each customer who comes along, they redesign and build according to their ideas, not the company's ideas, whether right or wrong. They are cramped for space, finances and for engineering ability.

You remember many years ago, I told you that there would come a time when there would be practically no more open cars, and they would disappear from the market. Now I want to prophesy that there will be nothing but six wheel bus travel, and a six wheel passenger coach of a high type, which will be used by thousands instead of the big Packard or Lincoln limousine.

I hope you will give this some serious thought.

Yours,

GGF:A

February 9th, 1931.

Cuthell, Hotchkiss and Mills,
Attention Mr. Francis Appleby,
20 Pine Street,
New York City.

Dear Sir:

Your telegram of February 3rd, read as follows: "The board of directors of the Aerocar Corporation has directed me to advise you that in the event that the offer of a license under the patents owned by the said corporation as said offer was amended by our telegram of January twelfth is not accepted by you and one duly executed copy delivered to the office of the corporation twenty Pine Street New York City together with a certified check to the order of the Aerocar Corporation on or before February tenth nineteen thirty one said offer shall be deemed cancelled and withdrawn."

The Aerocar Corporation by Francis Appleby.

In reply to this I sent, on the 4th inst., the following explanation and query: "Retel our contracts have not yet been returned because meager information from Florida indicates rights to Aerocoach not included in our franchise step as previously indicated men considering coming in with us largely interested in possibilities aerocoach step we have at all times understood that rights to aerocoach were included in our franchise and still believe they are stop we are endeavoring get more complete information on this point from Wheeler stop what can you tell me about this situation."

Thomas Milton.

Your response to this telegram, dated February 5th and which read: "As stated to you in our wire February third unless offer of a license made to you is accepted and received in this office together with certified check in the sum of one thousand dollars on or before February tenth our offer shall be cancelled and withdrawn."

Francis Appleby.

Obviously, this contains no answer whatever to my question and is, in fact, nothing more than an ultimatum. I shall endeavor to explain why I think the position you have taken is most inappropriate and also to acquaint you with the reaction your attitude has provoked in me.

Nearly eighteen months ago I was induced, by reason of Mr. Fisher's great enthusiasm for aerocars and his interest in me, to undertake the exploitation of these vehicles on the Pacific Coast. It may be worthy of mention

Page two.

that my close contact with aerocar activities leaves me the distinct impression that Mr. Fisher has done more for aerocar, single handed, than all the rest of the supposedly interested parties combined. As it relates to the matter at hand, Mr. Fisher has gone so far, personally, to help us succeed on the coast that I have not the courage to draw his attention to the present situation. I have not the slightest doubt, however, that his own experience with patents would dictate a far different course than that being pursued.

While we have not yet produced any aerocars we have been acting as distributors for the Curtiss Aerocar Co., of Florida and the Aerocar Co., of Detroit. We point to the fact that we are the largest distributor the latter company has as evidence that we have prosecuted this business vigorously. We have placed something more than thirty five cars which we consider a reasonably good showing. While we have exercised the greatest economy consistent with good business practice we find that we have suffered a net cash loss in excess of twenty five thousand dollars. The only possibility of realizing on the tremendous amount of missionary work that we have done is to remain in the business. The work and money we have devoted to the promotion of this business appear to have little, if any, influence on decisions relating to our future.

We believe the time has arrived for building our own cars on the coast but we realize that we have not now sufficient capital to undertake this expansion. We are endeavoring to interest new capital in our business and have no doubt that we shall succeed in this if given sufficient time. Proposed legislation which would prohibit the use of trailers for public conveyances, in California, has been one of our problems, both with respect to the future of the business and as to concluding an arrangement with our prospective business associates. The most serious obstacle, by far, has been the announcement, by Florida, that the aerocoach rights are not included in the franchise you have offered us. Aware that we are greatly interested in the bus end of the business the seriousness of this must be at once apparent. Incidentally, this matter bears a very close relation to the minimum number of units provided for in your contract.

Your procedure, or that of your office, in connection with the contract itself, contains not one element to engender confidence. Although it was definitely known by all interested parties that we believed and expected that the aerocoach rights were part and parcel of the franchise offered no intimation of the real truth was given until such time as it might reasonably have been supposed that our contracts had been signed and returned. This circumstance seems to shed some light on your desire to have our signed contracts in time for your stockholders meeting.

It appears probable that within sixty or ninety days we will gather up all the loose ends, hurdle the numerous obstacles that have confronted us and get started on a manufacturing basis. Our inability to meet the conditions laid down by your recent telegrams seem to leave us out on a limb but I take this occasion to inform you that we have no intention of retiring from business by reason of any decisions or telegrams from your office. I have

Page three.

not the slightest doubt that certain business advantages result from manufacturing under a license agreement, provided that a reasonably satisfactory agreement can be obtained and I have no hesitancy in stating that we prefer to proceed on this basis but, also, I have no hesitancy in stating that a rather comprehensive patent search leaves us with a very considerable doubt as to the validity of your patents. If we are unable to secure a satisfactory license agreement we will proceed without an agreement.

Yours truly,

Thomas Milton.

February 12, 1931

Mr. Thomas Milton,
731 Covington Drive,
Detroit, Michigan

My dear Tommy:

I have had a great kick out of your letter. I agree with you 100%. I am rushing off now to fill an engagement of which I will write you fully tomorrow.

Don't let them pull any of that cold tricky stuff on you. Since Glenn has died, the whole outfit is more or less in a confused state, but I am going to try and get it straightened out.

I am going to have a serious talk with Roy Chapin, who is here now, within the next day or two.

Yours,

CGF:A

December 1st 1931. *Heard*

Mr. H. N. Rodenbaugh,
Florida East Coast Railway,
Jacksonville, Fla.

My dear Mr. Rodenbaugh:

Referring further to my rail car now being finished at the Curtiss Aero-car Company at Opelucka, Fla. We will have the first car ready for trials by the 10th or 11th of the month, and would like to try the car over a distance of some forty or fifty miles south, where it will not interfere with your train movements. The car can easily be run off the tracks at any station and turned in one the road, and run back again on the tracks.

It would be very desirable if you could appoint some one of your officials here that we could get in touch with for these trials. We of course would be willing to pay any unusual expense that it put the Company to.

Thought you might be down this way about this time.

Very truly yours,

C. G. FISHER

CGF-HM

Aerocar

December 10, 1931

Mr. Howard Coffin,
Sea Island Company,
Sea Island Beach, Ga.

Dear Howard:

Replying to yours of the 8th, both the Curtiss interests, and my own interests have felt that the parent Company of the Curtiss patents could not be gotten together properly for business meetings, and that all of our stockholders in fact, are too wealthy in their own names, and too busy in their own business, to pay any attention to the Aerocar patents or industry.

I have always felt that the Company had possibilities of a great future, but necessarily there are several hard rows of corn to hoe, before we can finally land on our feet. Our patent applications were terribly mis-handled, and Genung and Sayre Wheeler have been trying to get them straightened out.

The California office, and the Detroit office, and the Opelocka office are all doing some business constantly, and instead of selling a cheap article, the demand is growing for very high grade products. Just recently Mr. Widener placed an order for one of these machines to be used daily between here and Palm Beach, also the Opelocka factory recently received a repeat order from a large concern who had previously bought three machines, ordering six more.

At the present time, in fact tomorrow the Opelocka factory expects to test out a rail car, using the Seaboard tracks for preliminary tests. Personally I am satisfied that this Company will, within a few weeks produce the best rail car that has ever been turned out in America or Europe, at the lowest first cost and the lowest operating cost.

However, on account of little misunderstandings between the Curtiss Company, and the parent Company's appropriation, it was difficult to get any experimental moneys. I have myself, some twenty-five thousand dollars invested in the general promotion work of the Company, most of which of course, is in the purchasing of different kinds of cars which were sold at a big sacrifice price and given away. But, regardless of how I explain the matter, I have this much money

Mr. Howard Coffin -28

invested in our Aeroear Company at the present time.

I think you know that the new bus, which was designed at the factory immediately after Mr. Curtiss' death was loaned to the General Motors Corporation. They had it certain days in July and August. They asked for another thirty days which was granted to them, and finally the bus was returned to us, without any real definite statement of any kind from the General Motors Corporation.

In the meantime another application has come in for a Canadian license, which is not very definite, but I believe that the Company is making progress, and I do believe that if the affairs of the Company are placed in the hands of Mr. Wheeler and the officers here, where they can operate without the trouble and delay of going through officials in New York, that it would be best for the Company.

While the Company has not made any money up to the present time, I believe that the prospects grow better daily, and my stock in the Company is not for sale, but my stock and my interests can be entirely subservient and handled by the Curtiss interests here, who are on the job, and working fifteen or sixteen hours a day, in the interests of the Company. If I had the extra cash on hand to invest, I would be very glad to purchase all of the outstanding stock on the same basis that yours has been priced.

I think Mr. Wheeler, who as you know married Mrs. Lena Curtiss, is making an attempt to buy the stock outstanding, so he may have control of the Company here, but if he does not succeed in getting the power of the Company in his own hands, I think it would be well for you to assist in transferring the entire power of the Company into Mr. Wheeler's hands. This includes my ideas of general management of the Company, to be President of the Company, and to either make or break the Company.

My original idea of having you, and in fact most of our stock holders that we have, was to give a very strong setup, which I thought would protect the patent fight. So far we have not had a patent fight on our hands, and the setup is too much in the hands of other people, who are just too busy to pay any attention to this Company. What money we have in the Company should have been properly spent for

Howard F. Coffin - #3

experiments; as it has turned out an unusual and unfair load has been placed on the head of Curtiss and myself.

Now, I am giving you the entire low-down as I see it, and you can do as you please, but whatever you do, I am sure it will be best for you to cast a vote ~~with me~~, and I and I think all the rest will do the same, to transfer the Management into the hands of Mr. Wheeler, and I will take a chance on my investment on their actions in the future.

I do hope you and Teddy will get down to see us some time this winter. We are working like the very Devil, but with both hotels and golf courses off about 25%. A lot of cold weather up north might brighten up business generally for Florida.

Best regards,

Yours,

C. G. WINNER

CGF-EM

Aerocar

December 12, 1931

Mr. Roy Chapin,
Hudson Motor Car Company,
Detroit, Mich.

Dear Roy:

I wired you today in reply to yours of the 11th, concerning Aerocar stock.

Both the Curtiss interests, and my own interests have felt that the parent Company of the Curtiss patents could not be gotten together properly for business meetings, and that all of our stockholders in fact, are too wealthy in their own names, and too busy in their own business, to pay any attention to the Aerocar patents or industry.

I have always felt that the Company had possibilities of a great future, but necessarily there are several hard roes of corn to hoe, before we can finally land on our feet. Our patent applications were terribly mishandled, and Genung and Sayre Wheeler have been trying to get them straightened out.

The California office, and the Detroit office and the Opelocka office, are all doing some business constantly, and instead of selling a cheap article, the demand is growing for very high grade products. Just recently Mr. Widmer placed an order for one of these machines to be used daily between here and Palm Beach, also the Opelocka factory recently received a repeat order from a large concern who had previously bought three machines, ordering six more.

At the present time, in fact on Tuesday, the Opelocka factory expects to test out a rail car, using the Seaboard tracks for preliminary tests. Personally I am satisfied that this Company will, within a few weeks produce the best rail car that has ever been turned out in America or Europe, at the lowest first cost and the lowest operating cost.

However, on account of little misunderstandings between the Curtiss Company, and the parent Company's appropriation, it was difficult to get any experimental monays. I have myself, some twenty-five thousand dollars invested in the general promotion work of the Company, most of which of course, is in the purchasing of different kinds of cars which were sold at a big sacrifice

Roy Chapin - #2

price, and given away. But regardless of how I explain the matter, I have this much money invested in our Aerocar Company at the present time.

I think you know that the new bus, which was designed at the factory immediately after Mr. Curtiss's death was loaned to the General Motors Corporation; they had it certain days in July and August. They asked for another thirty days which was granted to them, and finally the bus was returned to us, without any real definite statement of any kind from the General Motors Corporation.

In the meantime, another application has come in for a Canadian license, which is not very definite, but I believe that the Company is making progress, and I do believe that if the affairs of the Company are placed in the hands of Mr. Wheeler and the officers here, where they can operate without the trouble and delay of going through officials in New York, that it would be best for the Company.

While the Company has not made any money up to the present time, I believe that the prospects grow better daily, and my stock in the Company is not for sale; but my stock and my interests can be entirely subservient and handled by the Curtiss interests here, who are on the job, and working fifteen or sixteen hours a day, in the interests of the Company. If I had the extra cash on hand to invest, I would be very glad to purchase all of the outstanding stock on the same basis that yours has been priced.

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My original idea of having you, and in fact most of our stockholders that we have, was to give a very strong setup, which I thought would protect the patent fight. So far we have not had a patent fight on our hands, and the setup is too much in the hands of other people, who are just too busy to pay any attention to this Company. What money we have in the Company should have been properly spent experiments; as it has turned out

Roy Chapin - #3

an unusual and unfair load has been placed on the head of Curtiss and myself.

Now, I am giving you the entire low-down as I see it, and you can do as you please, but whatever you do, I am sure it will be best for you to cast a vote with me, and I think all the rest will do the same, to transfer the Management into the hands of Mr. Wheeler, and I will take a chance on my investment, on their actions in the future.

Best regards,

Yours,

C. G. FISHER

CGF-PM

Aerocar

December 17, 1931.

Mr. Roy D. Chapin,
Hudson Motor Car Company,
Detroit, Mich.

Dear Roy:

I had a preliminary ride yesterday on a rail aerocar, using the Seaboard Airline Tracks, and a little Ford one ton truck as a power car. I am more convinced than ever that the time is ripe for proper expansion of these light rail cars to assist the railroads, and in our rubber elastic universal joint between the power car and the rail car I am thoroughly satisfied that there is a great field for this development work; also that there is a great field for development of an entirely new type of automobile, using these pneumatic couplings between the rear and front wheels to absorb shocks, also creating a carriage that has room enough for four people to get in and sit comfortably, which is not possible today in any automobile I have seen, regardless of price.

There has not been a single new thing in automobiles in years that is worth mentioning, the ideas seem to run to raciness, and not to comfort.

The little factory here is making steady progress in the sale of aerocars, not great of course, but they are going ahead. I have in mind a design for a car that I think would be sensational, making no changes in the mechanical operation of the cars you have, or the power plants, ~~except~~ in the type of body construction, and the use of this pneumatic connection between the front and rear wheels. This type of vehicle is coming so rapidly that it will burst on the public some day with a scream of publicity and demand. It is worth your consideration.

We expect to make some rather unusual demonstration of the rail car in the very near future. We found several small bugs in our test yesterday that must be corrected, but the main general principles were O.K. one hundred percent.

Yours,

C. G. FISHER

CURTISS AEROCAR COMPANY

INCORPORATED

OPALOCKA (^{GREATER}MIAMI) FLORIDA

January 6, 1932

Mr. Carl G. Fisher,
Miami Beach,
Florida.

Dear Mr. Fisher:

We now have possession of, and have paid for in full, all of the preferred and common stock of The Aerocar Corporation which was outstanding, with the exception of yours.

We would like to know whether Mrs. Fisher would accept \$5000.00 in payment for her preferred and common stock so that the preferred may be retired completely, and as I understand, it was your intention that this \$5000.00 should remain in the new company which will be set up after the annual meeting in New York next week.

As you know, the preferred stock has the right to elect the Board of Directors when dividends have not been paid on it for any preceding twelve months. Having Mrs. Fisher's preferred stock outstanding makes the situation a little embarrassing, and I know this is not your intention.

As Mr. Genung and I will leave for New York next week to attend the meeting, I would be glad if we could have a letter from you outlining your position so that we may know just how to handle it.

Very truly yours,

CURTISS AEROCAR COMPANY, Inc.

H. S. Wheeler
President.

H. S. Wheeler-E



*Accepted 5000.00
for Dick - met.*

CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	FULL RATE
DAY LETTER	DEFERRED
NIGHT MESSAGE	CABLE LETTER
NIGHT LETTER	WEEK END LETTER
Patrons should check class of service desired; otherwise message will be transmitted as a full-rate communication.	

WESTERN UNION

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

NO.	CASH OR CHG.
CHECK	
TIME FILED	

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

JAN. 11, 1932

FRED R. HUMPAGE
496) EAST 52ND. ST.
NEW YORK CITY

CURTIS COMPANY OPELOCCA HAVE PURCHASED ALL AEROCAR STOCK EXCEPT MINE I AM WILLING TO SELL COMMON AND PREFERRED AT FIVE THOUSAND DOLLARS OR TO VOTE ACCORDING TO WHEELER GENUNG INSTRUCTIONS

MARGARET FISHER

COPY TO:
H. SAYRE WHEELER

ALL MESSAGES TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays, the sender of a message should order it repeated, that is, telegraphed back to the originating office for comparison. For this, one-half the unrepeated message rate is charged in addition. Unless otherwise indicated on its face, this is an unrepeated message and paid for as such, in consideration whereof it is agreed between the sender of the message and this company as follows:

1. The company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the unrepeated-message rate beyond the sum of five hundred dollars; nor for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the repeated-message rate beyond the sum of five thousand dollars, *unless specially valued*; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure messages.

2. In any event the company shall not be liable for damages for mistakes or delays in the transmission or delivery, or for the non-delivery, of any message, whether caused by the negligence of its servants or otherwise, beyond the sum of five thousand dollars, at which amount each message is deemed to be valued, unless a greater value is stated in writing by the sender thereof at the time the message is tendered for transmission, and unless the repeated-message rate is paid or agreed to be paid, and an additional charge equal to one-tenth of one percent of the amount by which such valuation shall exceed five thousand dollars.

3. The company is hereby made the agent of the sender, without liability, to forward this message over the lines of any other company when necessary to reach its destination.

4. Domestic messages and incoming cable messages will be delivered free within one-half mile of the company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this company concerning messages until the same are accepted at one of its transmitting offices; and if a message is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender.

6. The company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the message is filed with the company for transmission.

7. It is agreed that in any action by the company to recover the tolls for any message or messages the prompt and correct transmission and delivery thereof shall be presumed, subject to rebuttal by competent evidence.

8. Special terms governing the transmission of messages according to their classes, as enumerated below, shall apply to messages in each of such respective classes in addition to all the foregoing terms.

9. No employee of the company is authorized to vary the foregoing.

THE WESTERN UNION TELEGRAPH COMPANY

INCORPORATED

NEWCOMB CARLTON, PRESIDENT

CLASSES OF SERVICE

TELEGRAMS

A full-rate expedited service.

NIGHT MESSAGES

Accepted up to 2:00 A.M. at reduced rates to be sent during the night and delivered not earlier than the morning of the ensuing business day.

Night Messages may at the option of the Telegraph Company be mailed at destination to the addressees, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such night messages at destination, postage prepaid.

DAY LETTERS

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the standard night letter rate for the transmission of 50 words or less and one-fifth of the initial rates for each additional 10 words or less.

SPECIAL TERMS APPLYING TO DAY LETTERS:

In further consideration of the reduced rate for this special Day Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Day Letters may be forwarded by the Telegraph Company as a deferred service and the transmission and delivery of such Day Letters is, in all respects, subordinate to the priority of transmission and delivery of regular telegrams.

B. This Day Letter is received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely, and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of regular telegrams under the conditions named above.

No employee of the Company is authorized to vary the foregoing.

NIGHT LETTERS

Accepted up to 2:00 A.M. for delivery on the morning of the ensuing business day, at rates still lower than standard night message rates, as follows: The stand-

ard telegram rate for 10 words shall be charged for the transmission of 50 words or less, and one-fifth of such standard telegram rate for 10 words shall be charged for each additional 10 words or less.

SPECIAL TERMS APPLYING TO NIGHT LETTERS:

In further consideration of the reduced rates for this special Night Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

Night Letters may at the option of the Telegraph Company be mailed at destination to the addressees, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

No employee of the Company is authorized to vary the foregoing.

FULL RATE CABLES

An expedited service throughout. Code language permitted.

DEFERRED HALF-RATE CABLES

Half-rate messages are subject to being deferred in favor of full rate messages for not exceeding 24 hours. Must be in language of country of origin or of destination, or in French. This class of service is in effect with most European countries and with various other countries throughout the world. Full particulars supplied on application at any Western Union Office.

CABLE LETTERS

For plain-language communications. The language of the country of destination may be employed, if the Cable Letter service is in operation to that country. Subject to delivery at the convenience of the Company within 24 hours if telegraphic delivery is selected. Delivery by mail beyond London will be made if a full mailing address is given and the words "Post London" are written after the destination. Rate is approximately one-third of the full rate; minimum 20 words.

WEEK-END LETTERS

Similar to Cable Letters except that they are accepted up to midnight Saturday for delivery Monday morning, if telegraphic delivery is selected. Rate is approximately one-quarter of the full rate; minimum 20 words.

Mrs. Fisher

January 13, 1932

The Miami Beach First National Bank,
Miami Beach, Florida.

Gentlemen:-

We hand you herewith sight draft of Margaret C. Fisher drawn on the Curtiss Aerocar Company of Opalocka, Florida. Attached to same are the following stock certificates:

No. 14 - 50 shares, preferred stock of the
Aerocar Corporation

No. 56 - 50 shares, common stock of the
Aerocar Company

Both certificates are endorsed by Mrs. Fisher.

Please forward the draft with the certificates to the First State Bank of Hialeah for collection, crediting the proceeds to the account of Margaret C. Fisher and advising this office when collection has been made.

Yours very truly,

THE CARL G. FISHER COMPANY



PAUL KUNSCHIK,
Vice-President

PK:MKH

CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	FULL RATE
DAY LETTER	DEFERRED
NIGHT MESSAGE	NIGHT LETTER
NIGHT LETTER	WEEK END LETTER

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

WESTERN UNION

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

1206-A

CHECK
ACCT'G INFMN.
TIME FILED

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

Miami Beach, Fla.

Jan. 15, 1932

FRED HUMPAGE
450 East 52nd St.
New York City

HAVE SOLD MY COMMON AND PREFERRED STOCK IN AEROCAR TO
OPELOCKA COMPANY

MARGARET FISHER

ALL MESSAGES TAKEN BY THIS COMPANY ARE SUBJECT TO THE FOLLOWING TERMS:

To guard against mistakes or delays, the sender of a message should order it repeated, that is, telegraphed back to the originating office for comparison. For this, one-half the unrepeated message rate is charged in addition. Unless otherwise indicated on its face, this is an unrepeated message and paid for as such, in consideration whereof it is agreed between the sender of the message and this company as follows:

1. The company shall not be liable for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the unrepeated-message rate beyond the sum of five hundred dollars; nor for mistakes or delays in the transmission or delivery, or for non-delivery, of any message received for transmission at the repeated-message rate beyond the sum of five thousand dollars, unless specially valued; nor in any case for delays arising from unavoidable interruption in the working of its lines; nor for errors in cipher or obscure messages.

2. In any event the company shall not be liable for damages for mistakes or delays in the transmission or delivery, or for the non-delivery, of any message, whether caused by the negligence of its servants or otherwise, beyond the sum of five thousand dollars, at which amount each message is deemed to be valued, unless a greater value is stated in writing by the sender thereof at the time the message is tendered for transmission, and unless the repeated-message rate is paid or agreed to be paid, and an additional charge equal to one-tenth of one percent of the amount by which such valuation shall exceed five thousand dollars.

3. The company is hereby made the agent of the sender, without liability, to forward this message over the lines of any other company when necessary to reach its destination.

4. Domestic messages and incoming cable messages will be delivered free within one-half mile of the company's office in towns of 5,000 population or less, and within one mile of such office in other cities or towns. Beyond these limits the company does not undertake to make delivery, but will, without liability, at the sender's request, as his agent and at his expense, endeavor to contract for him for such delivery at a reasonable price.

5. No responsibility attaches to this company concerning messages until the same are accepted at one of its transmitting offices; and if a message is sent to such office by one of the company's messengers, he acts for that purpose as the agent of the sender.

6. The company will not be liable for damages or statutory penalties in any case where the claim is not presented in writing within sixty days after the message is filed with the company for transmission.

7. It is agreed that in any action by the company to recover the tolls for any message or messages the prompt and correct transmission and delivery thereof shall be presumed, subject to rebuttal by competent evidence.

8. Special terms governing the transmission of messages according to their classes, as enumerated below, shall apply to messages in each of such respective classes in addition to all the foregoing terms.

9. No employee of the company is authorized to vary the foregoing.

THE WESTERN UNION TELEGRAPH COMPANY

INCORPORATED

NEWCOMB CARLTON, PRESIDENT

CLASSES OF SERVICE

TELEGRAMS

A full-rate expedited service.

NIGHT MESSAGES

Accepted up to 2:00 A.M. at reduced rates to be sent during the night and delivered not earlier than the morning of the ensuing business day.

Night Messages may at the option of the Telegraph Company be mailed at destination to the addressees, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such night messages at destination, postage prepaid.

DAY LETTERS

A deferred day service at rates lower than the standard telegram rates as follows: One and one-half times the standard night letter rate for the transmission of 50 words or less and one-fifth of the initial rates for each additional 10 words or less.

SPECIAL TERMS APPLYING TO DAY LETTERS:

In further consideration of the reduced rate for this special Day Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

A. Day Letters may be forwarded by the Telegraph Company as a deferred service and the transmission and delivery of such Day Letters is, in all respects, subordinate to the priority of transmission and delivery of regular telegrams.

B. This Day Letter is received subject to the express understanding and agreement that the Company does not undertake that a Day Letter shall be delivered on the day of its date absolutely, and at all events; but that the Company's obligation in this respect is subject to the condition that there shall remain sufficient time for the transmission and delivery of such Day Letter on the day of its date during regular office hours, subject to the priority of the transmission of regular telegrams under the conditions named above.

No employee of the Company is authorized to vary the foregoing.

NIGHT LETTERS

Accepted up to 2:00 A.M. for delivery on the morning of the ensuing business day, at rates still lower than standard night message rates, as follows: The stand-

ard telegram rate for 10 words shall be charged for the transmission of 50 words or less, and one-fifth of such standard telegram rate for 10 words shall be charged for each additional 10 words or less.

SPECIAL TERMS APPLYING TO NIGHT LETTERS:

In further consideration of the reduced rates for this special Night Letter service, the following special terms in addition to those enumerated above are hereby agreed to:

Night Letters may at the option of the Telegraph Company be mailed at destination to the addressees, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such Night Letters at destination, postage prepaid.

No employee of the Company is authorized to vary the foregoing.

FULL RATE CABLES

An expedited service throughout. Code language permitted.

DEFERRED HALF-RATE CABLES

Half-rate messages are subject to being deferred in favor of full rate messages for not exceeding 24 hours. Must be in language of country of origin or of destination, or in French. This class of service is in effect with most European countries and with various other countries throughout the world. Full particulars supplied on application at any Western Union Office.

CABLE LETTERS

For plain-language communications. The language of the country of destination may be employed, if the Cable Letter service is in operation to that country. Subject to delivery at the convenience of the Company within 24 hours if telegraphic delivery is selected. Delivery by mail beyond London will be made if a full mailing address is given and the words "Post London" are written after the destination. Rate is approximately one-third of the full rate; minimum 20 words.

WEEK-END LETTERS

Similar to Cable Letters except that they are accepted up to midnight Saturday for delivery Monday morning, if telegraphic delivery is selected. Rate is approximately one-quarter of the full rate; minimum 20 words.

Aerocar

January 19th 1932.

Mr. Roy D. Chapin,
Hudson Motor Car Company,
Detroit, Mich.

Dear Roy:

I intended to write you further regarding the drawing mailed to you. It is our intention in this first car to prove out thoroughly the theory of a suspended body on air cushions. After 80,000 miles in an aerocar, I have learned a great deal about this suspension or universal joint, whichever you wish to call the connection.

4 Have also learned a great deal through experience, the best way to mount these suspension joints. Naturally a wheel base of 140 inches to 142 inches would suit best for a standard car, but I am anxious to be able to work out this experiment car very quickly.

We have several chasses available here of 136 inch wheelbase, but I thought I would like to see the job worked out on a Hudson chassis. Don't have in mind that this body is heavier than your own, it will be of airplane type construction, and lighter than your body.

Yours,

CURTISS AEROCAR COMPANY

INCORPORATED

OPALOCKA (GREATER MIAMI) FLORIDA

May 11, 1932.

Mrs. Carl G. Fisher
Montauk Point, L. I., N. Y.

Dear Mrs. Fisher:

I am addressing you in this matter as I find that the records at the First State Bank of Hialeah show that Mr. Fisher has assigned to you benefits of an escrow agreement entered into between Mr. Curtiss and Mr. Fisher covering originally 3000 shares of The Aerocar Corporation, but, which, by a change in the capitalization of that corporation, was reduced to 30 shares.

By the purchase of the preferred stock of The Aerocar Corporation, with which you are familiar, and the surrender of the common which was given with the preferred as a bonus, the Curtiss Estate now owns all the outstanding preferred and common stock of The Aerocar Corporation and under the terms of the escrow agreement the Executrix of the Estate has the right to vote all the common stock placed in escrow by Mr. Curtiss.

Further, in accordance with the terms of the escrow agreement, income of whatever nature would be payable to you proportionately on the 30 shares above mentioned.

Opportunity has now been presented to the Estate to sell both The Aerocar Corporation and the Curtiss Aerocar Co., Inc. and the Executrix, with the approval of Mr. Genung and myself, has decided that it would be advantageous to the Estate to negotiate on the proposal of purchase.

The final details of the proposal to purchase have not been completely worked out. However, a valuation will be placed upon the stock of The Aerocar Corporation and upon the stock of the Curtiss Aerocar Co., Inc. based upon the statement of the latter company now being prepared.

It has been proposed that a new company to be formed, issue a 7% cumulative preferred stock of the new company to all holders of common stock in both the Aerocar Corporation and the Curtiss Aerocar Co., Inc. Without having the final figures and the



Mrs. Carl G. Fisher

#2

May 11, 1932.

statement to work upon, it would appear that in lieu of your 30 shares of common in The Aerocar Corporation you would receive approximately 20 shares of the new preferred stock upon which dividends will be paid semi-annually and which must be retired at 103½ before any dividends may be paid upon the common of the new corporation.

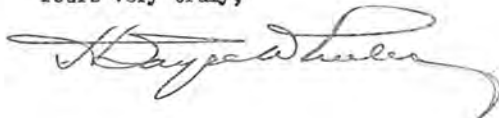
From the proposed set-up it would appear that the preferred stock will be retired on or before March 1, 1933. This plan appeals to all of the present stockholders of both companies including three others who hold escrow agreements similar to yours on various amounts.

In order that we may proceed with negotiations and take action upon a plan which may be worked out satisfactorily to the Executrix, Mr. Genung and the other holders of escrow agreements, we would like to have from you if possible a power of attorney to act for you in this matter. Of course unless you are an authorized free dealer in Florida this should be signed by both Mr. Fisher and yourself and should be so worded as to bind yourself to accept the terms of the sale in the same proportion as the other common stock holders of The Aerocar Corporation.

The new company proposes to put in considerable additional capital and make an aggressive campaign to enlarge its business.

As we hope to meet with these people again next Wednesday, the 18th, and if you are willing to give power of attorney either to me or to Mr. Genung or to both of us, I hope it will be convenient for you to forward it by early Air Mail so that we may have it in time for this next meeting.

Yours very truly,



HSW:D.

Answer
December 9th 1932.

Curtiss Aerocar Company,
Opalocka, Florida.

Gentlemen:

Replying to yours of the 6th.

I am now using my fifth aerocar, changing models as the Company have changed their models, with new improvements, and new thought.

My Hudson tow car has been used continuously for four years, and has a total of 54,800 miles, and is in splendid condition today.

Have just finished a trip from New York to Miami Beach, and must say that I have never before enjoyed so much genuine pleasure, both in the aerocar, and in road conditions.

Yours very truly,

CARL G. FISHER

CCF-HM

December 23, 1932.

Mr. E. D. Purdy,
Port Washington, N.Y.

Dear Ned:

You know I once spoke to you about building aerocars. This little company down here is working nights and Sundays to try to catch up with orders. They have licensed another Company in the North. They have a large order from the General Electric, and I understand that the General Motors will build 60 buses for the Grayhound people at about \$15,000 each, using the Aerocar license.

There is a continuous demand for these cars and course in a limited number, and they have out a new model that is certainly a seller and attractive. You have the facilities and ability to build these buses in your shops, and I believe that it is something you should consider for the future.

Instead of building cheap cars, they are building cars up to a cost of \$10,000 each or order, and I believe you might get a license, although I am not positive at this writing, just what the conditions are, regarding the eastern territory.

Think it over, and if you are interested, I will dig into the matter further. I have asked the Company here to send you the new catalogue as soon as it comes out, which will certainly be very interesting to you.

You would not have to invest any money, and you have a beautiful shop and expert workmen, and you would not even have to design, if proper arrangements could be made with the Corporation here.

I have sold my stock in the Company as I was hard up for cash, and needed the money, and my only personal interest in the situation at the present time is on your account. They get more orders at the higher price for these special buses, and a great deal more money and a great deal more profit than they get for the cheaper cars.

Merry Christmas and Happy New Year!

Yours,

CGE-HM

CARL G. FISHER

Aerocar

February 6, 1933.

Mr. J. P. Wines,
10 East 40th Street
New York City.

My dear Mr. Wines:

Replying to yours of the 3rd, I have used my present aerocar for 50,000 miles. It has been entirely satisfactory to me, and I am quite positive that there is no other means of transportation now available in this country that can compare with an aerocar.

I have owned in the past twenty-five years some of the finest cars built in Europe and America, and at the present time have in use as baggage transfers, automobiles that two or three years ago were considered the cream de luxe of all cars manufactured. I now use these cars as trucks to haul baggage.

I get about eleven miles per gallon from the aerocar, and can travel through the country in great comfort. I do not use the aerocar to sleep in, but as a private coach, and I would not think of exchanging my present aerocar for any automobile on earth, at any price.

Yours very truly,

CARL G. FISHER

CGF-HM

May 24th 1933.

Mr. Harold Robinson,
Curtiss Aerocar Corporation,
Opalocka, Fla.

Dear Harold:

Confirming my conversation this morning, I will trade you my aerocar, which is quite complete with radio, speedometers, compass, leather chairs, etc. for a 157" wheel base stream line aerocar, such as the one you designed some time since for the Hudson Motor Car Company.

This car, in order to make a proper impression must have a compass the same as I have now, a radio as I have now, speedometer as I have now, in the aerocar, and room for four passengers to be seated comfortably back of the driver's position.

The aerocar which I am talking about at the present time, belongs to Mrs. Fisher, who is a stockholder in your corporation, she will make you an even trade of this car for a 157" wheel base car, such as I have outlined.

Personally, I would like to trade you \$10,000 worth of stock in some of the various Companies, in which I am interested, (and one of the Companies, as a stockholder is the Curtiss Wright Company) for a rights interest in this semi-patented chassis, which you have designed and drawn as 158" wheel base touring car.

My idea is to promote the sales with manufacturers of a car of this type, and I am willing to invest \$10,000 of my stock personally for the right to participate in the results of my efforts. The process of just what this participation may be can be adjusted to be both profitable and satisfactory for yourself, as well as myself, either two, or three, or four, or five percent will be entirely satisfactory, according to the setup.

It will cost me certain sums to even make the preliminary effort to interest manufacturers in this patent and in this type of car, but the last five years

May 24th 1933
Mr. Harold Robinson - #2

it seems to me has thoroughly demonstrated that I can pick up business where it is impossible for your corporation to even get contact.

Naturally this should be so, through the long list of acquaintances of many years, and also through almost daily contact with some one branch or the other of the automobile industry.

I would like to make some arrangements that would be equitable and suitable to your Corporation, that would give me an opportunity to assist, and at the same time to not do what I have just finished doing with the Aerocar Corporation i.e. having spent a lot of effort and energy and more than \$20,000 in this effort to find I am out the \$20,000 (which I do not regret at all) but I believe if I had had more control of the handling of the various contracts that came up, I might have been of more good to the Company, and perhaps speeded up the ultimate end of the Company, either good or bad.

I think the 157" wheel base car has better prospects than the aerocar, and much more speed; in the ultimate result there are 50 buyers for the 157" wheel base car, where you don't have one buyer for the aerocar.

I would like to do something definite before I leave here a week from today.

Yours very truly,

CARL G. FISHER

CGF-HM

Aerocar

May 24th 1933.

Mr. Roy D. Chapin,
Hudson Motor Car Company,
Detroit, Mich.

Dear Roy:

I was out to the Aerocar Corporation this morning. They are preparing to move into a building where they have six times as much space as they have at this time.

As you know, I have no further interest in the corporation, other than to try and promote the 157" wheel base car, which I talked to you about some time ago. Harold Robinson told me he had corresponded with you, but had received no reply.

I continue to be thoroughly sold on the fact that the average buyer of automobiles wants an automobile for pleasure and touring that he can get in and out of without removing his shoes and his neck tie.

I have not been in position to throw money into a promotion plan, no matter how attractive, for some time, but an automobile in my business is a necessity, and one that I can haul friends and prospects in without great inconvenience.

I talked to Robinson today, and he said they had been terribly busy trying to fill orders, but he would get to the 157" wheel base car which was outlined to you some time ago, and I made a trade with them this morning whereby they will build one of these cars for me as soon as I can supply them with the chassis.

I would like to have you give me a price on a chassis now, of heaviest construction that you have, and the most powerful chassis you have. It does not have to be new; it is unnecessary to say that I have been looking to save as much money as I can on this first car.

Write me and tell me what sort of a chassis you have without the body, other wise complete, including steering gear and front hood and dashboard, but minus body. Anything in the way of a test car or chassis that has had some work, but is mechanically perfect will be satisfactory.

May 18, 1937

Mr. H. D. Williams
c/o Biltmore Hotel
Coral Gables, Florida

Dear Mr. Williams:

At the conclusion of our last conference, I agreed to formulate an operating proposal for the Aerocar Company based upon certain conditions and capital contributions suggested by you. A little study of the matter convinced me that it was not a good solution of the problem confronting us, i. e., so far as the Preferred Stockholders are concerned. Yesterday, I conferred with some of these Stockholders and I am voicing their decision when I say that the plan is not acceptable.

Your suggestion was to the effect that both ourselves and Mr. Doherty accept common stock for our present investments and, proportionately, put up \$100,000 operating capital to be similarly covered by stock issue. This action would give you control of the corporation thru a 3 to 1 common stock ownership and there is nothing in the past to indicate that we would find such a position conducive to either harmony or progress. The real work of management, etc. would fall upon us and the major benefits thereof accrue to you. A business seldom succeeds when operated by a minority interest. While you readily risk your own capital in the money markets and in business, you slow down considerably when your decisions are in any way subject to the approval of one who is not living, so to speak, with the enterprise.

I think a brief review of the past might make the present picture a little more understandable to you. When we sold the business to Mr. Doherty, it was a good business, making money for us and coming along fast in its field. Had we retained it, I am confident we could have sold it a little later on for a tidy sum. It was a part of an estate, however, and good practice dictated that we devote our energies along other lines. We sold the business to Doherty with the understanding that he would promote it to the fullest extent. Naturally, we expected our preferred stock to be retired quickly in view of the bright trade prospects. Trailers were just coming into prominence then and our product stood at the top of the list. It should have stayed there and been the leader in the field today. Instead, the whole affair was so badly managed that we now have a mighty sick corporation on our hands and are asked to take part in effecting a cure. Mr. Doherty brought this condition on himself, either through a complete disregard of the needs of the business or other reasons unknown to us. He has never contributed one cent to capital account and, as a consequence, the normal business credit of the corporation was ruined from the day he took it over. This has been called to his attention on several occasions but without result.

5/18/37

For a period of over two years he utilized the time of the President of the corporation in looking after his various other personal enterprises. Aerocars were turned out on his order without profit to the corporation. Among these were all the busses for the Florida Year Round Club and, to make a bad matter worse, he refused to permit sales of the same equipment to other hotels in the locality. The patent situation, thru lack of funds to conduct prosecution, etc. has been allowed to slip badly. Infringers are most brazen in all parts of the country. I really question whether our principal licenses will continue to pay royalties much longer on the ground that he no longer occupies a privileged position.

While I agree that what has happened in the past is water over the dam, nevertheless, I do maintain that we had no part in the failure. We have more than carried out our part of the bargain. We have sustained the corporation financially for the past two years, have given a great deal of time to its various problems and, generally speaking, assumed all of the responsibilities of ownership. Meanwhile the Doherty interests have done nothing constructive. As a matter of fact their acts have been destructive in that they have failed to answer communications or otherwise cooperate in assisting to save the situation. They seemed to be content to let the business go on the rocks. I offer as evidence of the fact a telegram sent by our own bank on November 30, 1936, as follows:

"Henry L. Doherty
Apartment 42-A
Waldorf Astoria Hotel
New York City.

Loans to extent of five thousand have been made by us to your Corporation Curtiss Aerocar Co. of Coral Gables stop further funds are requested to meet current payroll and pressing material obligations stop am advised plant operations may be suspended if funds not forthcoming stop would appreciate your advising us immediately as to your responsibility in matter and extent to which you will guarantee account stop Financial statement does not warrant further loans due to conditions surrounding your personal advances to company. /s/ First State Bank of Hialeah."

Had they simply expressed their intentions regarding the future of the business, our problem would have been greatly simplified. We couldn't get a word out of them, so, in sheer desperation, the Preferred Stock holders finally took over control of the enterprise. Then, and only

5/18/37

then, did the Doherty interests come forward to evolve means of saving their investment. This action should have been taken three years ago.

The Preferred Stockholders, subject to the Doherty bills payable account, now occupy a controlling position in the corporation and I can see no good reason for relinquishing it. The cause of failure is at your doorstep, not ours, and you should be willing to accept the full consequences. You, of course, can sue on the Doherty account, have a Receiver appointed, go thru bankruptcy and wash us out but, meanwhile, you would have ruined the business and it would cost you some good money to clean up the mess to the point of salvaging anything. I think the Preferred Stockholders would be justified in bringing a counter suit against Mr. Doherty on several counts. Just how it would all end is anybody's guess, but I think our chances of recovery are just as good as yours.

Considering two facts, namely -

- (1) The Preferred Stockholders will not put up any more capital;
- (2) They will not accept common stock for their preferred with your interests in control,

I can see only three possible solutions to the problem as follows:

- (1) You buy our preferred stock for fifty cents on the dollar - \$37,500,
- (2) You convert your entire interest into common stock - leaving us as we are with the Preferred stock - and we will try and carry on, without additional capital, to the point of selling the business for a reasonable price;
- (3) You convert your interests into common stock, We will convert our Preferred into Common stock; You put up \$50,000 in cash, to be covered by common stock. This will permit the Company to pay off its bank loans and trade accounts and qualify for a connection with commercial credit. The above common stock to be split - 1/3 to us - 1/3 to you - 1/3 to Robinson.

I hope no great amount of time will be required to submit this matter to Mr. Doherty and secure his decision as the affairs of the corporation will permit no delay.

Yours very truly,

H.C.Genung in behalf of
the Preferred Stockholders.

(COPY)

Miami Springs, Fla.
May 19th, 1937.

Mr. Harry D. Williams,
c/o Miami Biltmore Hotel,
Coral Gables, Fla.

Dear Mr. Williams:-

In behalf of a majority of the Preferred stockholders of the Curtiss Aerocar Company, Inc., I am making you the following brief proposal in connection with the reorganization of the affairs of that corporation:

- (1) Common stock shall be issued to cover your entire interest in the corporation.
- (2) Common stock shall be issued to replace, at least, 838.74 shares of the present outstanding Preferred stock of the corporation. We may have to buy out three of the present small stockholders at a price of Fifty Cents on the Dollar.
- (3) You will put up \$37,500 for which common stock will be issued.
- (4) We will put up \$12,500 for which common stock will be issued.
- (5) If further funds are required for the operation of the business, we will contribute in the proportion of one-fourth and you, three-fourths.
- (6) The entire issue of common stock will be split among us as follows:
One-third to you
One-third to us
One-third to H. H. Robinson

The above is contingent upon the corporation being able to make a satisfactory working arrangement with Commercial Credit or some other similar agency.

Very truly yours,

H. C. Genung
for the Preferred stockholders.

hcg/a

MRS. CARL G. FISHER
P. O. BOX 632
MONTAUK, NEW YORK

May 25th, 1937

Dear Fred:

Your letter of the 22nd is quite interesting. I hope, that becoming a Director is not going to be too much of a nuisance for you. I think it would be quite a lot of fun, as well as a "feather in the hat" for someone to keep a pace or two ahead of Mr. D.

There must be something wrong with the management if, as I understand, they have been turning out more work than ever before the past two or three years.

At the time the Aerocar car company was organized Skip was requested to take some stock and being a little short of cash, I believe, I paid for it instead; having just sold property somewhere. I paid \$5,000.00 for the stock and the preferred stock which was held in trust was given to me with the stock I bought; or rather what dividends or profits might accrue therefrom. It was not originally for 29.40 shares, but cut down to that amount in the reorganization sale to Doherty, at which time they purchased my stock back for \$5,000.00, or the amount I paid for it.

I am not quite sure whether this original stock transaction involved in any way an exchange of stocks. It occurred about the time the Curtis' Properties got stock in Penn Terminal, but I do not recall the details of that. I presume it shows on the books of the company. Skip may remember more about it. I was never thoroughly familiar with that deal.

The house cleaning is going along very well, with the usual mess and repairs. I'm "mad as hops" because someone stole my new deep well motor from DeForrest property so we have to carry water for cleaning. We are trying to trace it before I buy a new one, but I don't suppose we will have much luck. There are some pretty tough babies around here and they have been getting away with plenty in the past without being prosecuted; even when they found the goods on them, but, if I find my motor.....

No nibbles on a lease here yet. They are starting to open the hotel. Weather is quite marvelous. No fog since we came. I'm planning to return about the 10th of July to do some more work on the new house.

Have to write again now.

CARL G. FISHER CORPORATION
MIAMI BEACH, FLORIDA
U. S. A.

June 2, 1937.

Mrs. Margaret C. Fisher,
Montauk, Long Island, N.Y.

Dear Margaret:-

I am enclosing herewith copy of that correspondence addressed by H. C. Genung to Harry D. Williams, which refers to the present condition of the affairs of the Aerocar Company, which I advised you in my last letter I would send to you when received from Genung.

If you will read these two letters - one dated May 18th and the other May 19th, addressed to Williams by Genung as above referred to, - it will give you a pretty clear idea of the situation and affairs and condition of the Aerocar Company.

As I told you, they have allowed matters to drift along to the point where they are in rather a bad mess.

You will understand that the proposal submitted by Genung, on behalf of the preferred stockholders, has been submitted by him of his own volition and without authority to commit you or your interests in any way. Neither is he authorized, nor is he in a position, to make a commitment to the effect of his being able to buy out your stockholding interest on fifty cents on the dollar, as referred to in paragraph number two of Genung's letter of May 19th, addressed to Williams. I am not saying that I might not advise you to sell at that price; nor, on the other hand, am I willing to say, with what information is now available, that I would make any such recommendation; but what I want to make clear to you is, that he has taken it upon himself to even suggest the possibility of buying out "three of the present small stockholders at fifty cents on the dollar."

I am inclined to think, although I have not discussed the subject with him since receiving these letters, that his reference to buying out the preferred stockholders at that price was for the purpose of indicating to Doherty what value the so-called Curtiss interests place on their stockholdings. However, time will tell, and our best move is to wait a reasonable time and if we hear nothing further, to ask Genung what the present status of his negotiations with Doherty is, etc.

In the final analysis, we may be able, with your small holdings of stock, to create a so-called "nuisance value and get a better deal for you than if you were a majority stockholder. Anyway, with these letters before you, you will get a pretty good idea of conditions.

Dave, Mr. Fisher's chauffeur, left this morning for the North; he having obtained a job paying him two to two and a half times as

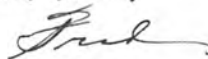
Mrs. Margaret C. Fisher -- 2.

6-2-37.

much as Mr. Fisher could pay, or at least was paying him.

Nothing particularly new or interesting has taken place, except that of the Miami Beach election yesterday, in which the old members of the Council were re-elected,-- Levi and de Hirsch-Meyer for four years; Ralston, Hice and Burbridge for two years. Levi and de Hirsch-Meyer being the highest men, they were elected for the four-year term. All in all, the election turned out pretty well. It could have been a lot worse.

Sincerely yours,



F. R. Humpage.

FRH:AVM
Enclosures

C U R T I S S

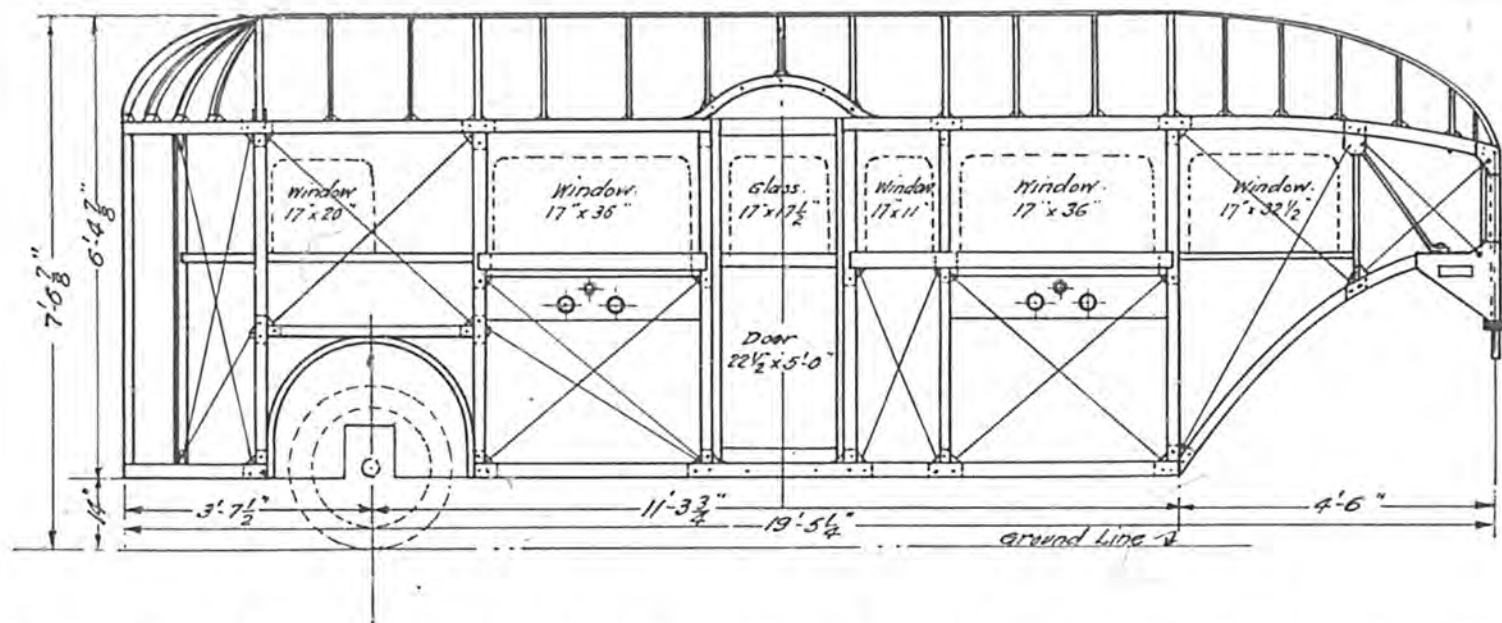


AEROCAR

THIS new type of vehicle is called the AEROCAR because of its lightness, fleetness, and sturdy airplane construction . . . The long wheel base and minimum of unsprung weight make it the easiest riding vehicle that has ever been built . . . The six wheel assembly prevents skidding . . . A recently invented air-cushion coupler furnishes perfect flexibility, absorbing both horizontal and vertical thrust . . . The AEROCAR may be easily and quickly detached from the power unit . . . The superiority of the AEROCAR in the transportation field has been proven for de luxe touring purposes, school and hotel bus lines, passenger coach service to airports, comfortable camp cars, the shipment of show horses and polo ponies, traveling sales warehouses, motor express lines, and innumerable commercial purposes . . . Any standard roadster or coupe with four wheel brakes makes an ideal power car . . .

Custom built at Opa-locka, Florida

CURTISS AEROCAR COMPANY OF FLORIDA, Inc.



Sturdy Airplane Construction In The Curtiss Aerocar

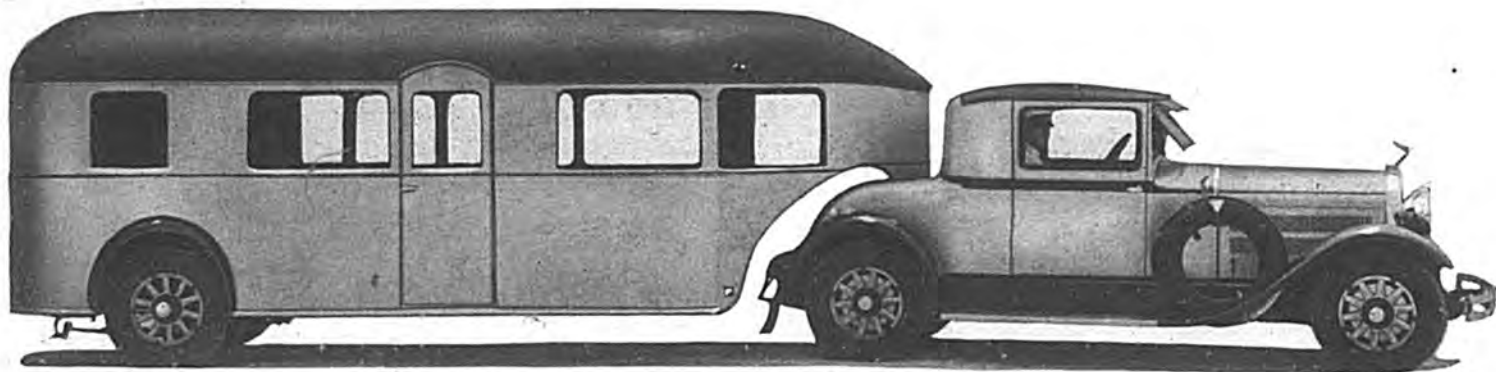
Those principles of aeronautical engineering in which maximum structural strength is obtained with a minimum weight, have been successfully employed in the Curtiss Aerocar. It was designed by Glenn H. Curtiss, pioneer in airplane manufacturing in America.

The drawing shown above illustrates the strut and cross-wire bracing method of construction of a standard Model 61 chassis. The struts and longerons are of oak and spruce. All bowed members are of laminated spruce. The fittings are of pressed steel.

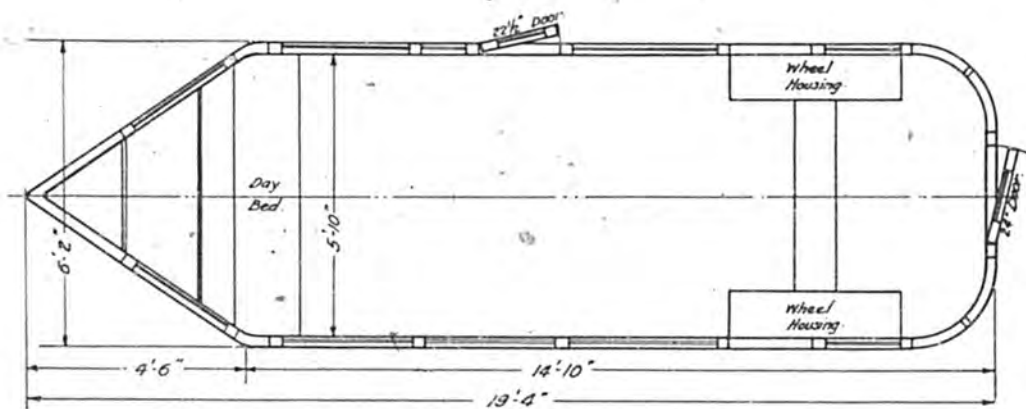
This sturdy, light weight construction, the patented air-cushion coupler, the long wheel base and minimum of unsprung weight, all combine to make the Curtiss Aerocar the easiest riding vehicle that has ever been built.

Because of the design and extreme light weight of the Curtiss Aerocar it has practically no effect on the speed of the power car. There is no side-sway, or tendency to skid even at great speed. It tracks perfectly with the power car, and can be backed in any direction at will.

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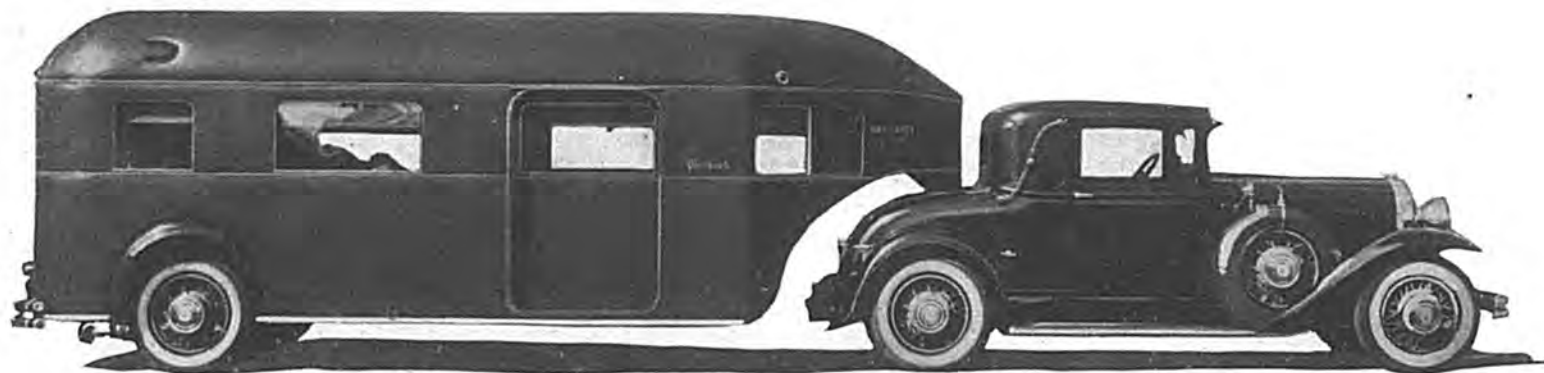
MODEL 61



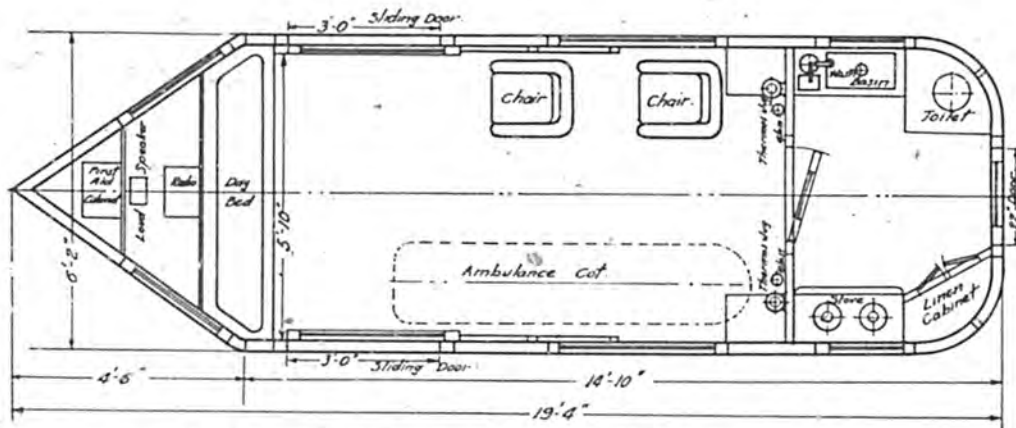
For items of special equipment and extras suitable for this model, see EQUIPMENT PRICE LIST.

STANDARD SPECIFICATIONS: Complete chassis, including door in center (door at front optional); rear door; non-scatter glass throughout; partition (optional); cabinet; three dome lights connected to power car battery; push button signal to driver's seat; linoleum floor covering; radio aerial with ground and outlets; full length bumper; Watson stabilators; combination stop and tail light assembly; military type wood wheels with 31x6.00-19 Goodyear balloon tires; air cushion coupler complete and installed in power car; fold-away tripod legs for use when power car is disconnected; interior and exterior finished in leatherette as selected from our samples. Price F.O.B. factory, Opalocka, Florida \$2,500

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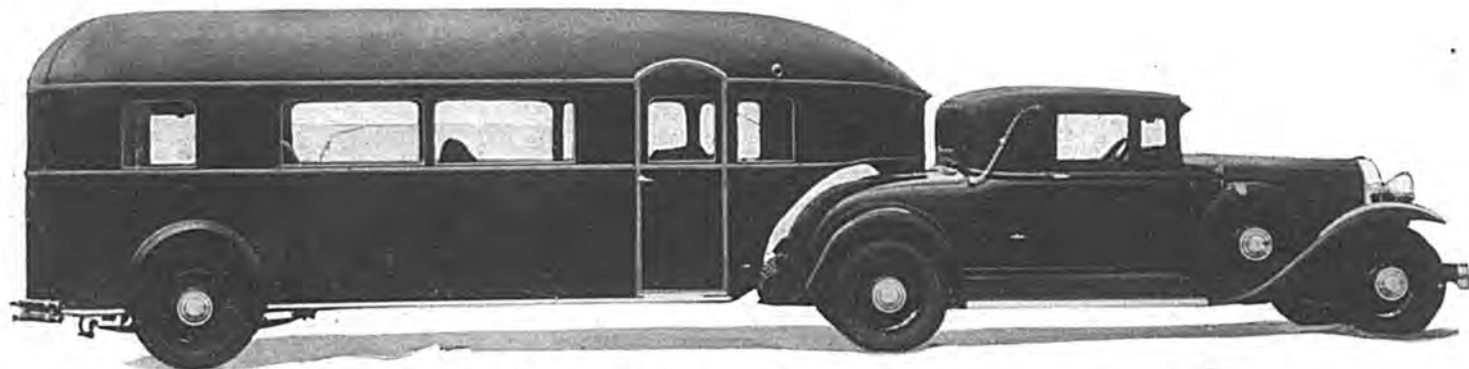
MODEL 61-A — AMBULANCE TYPE



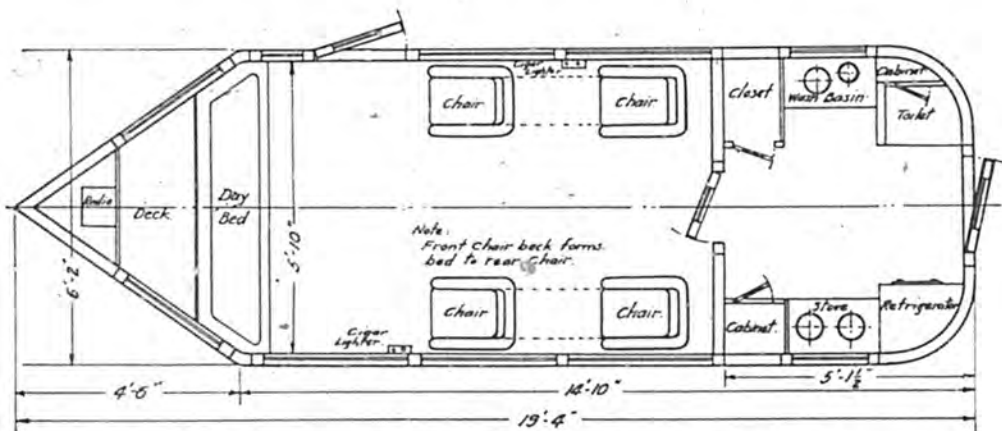
For items of special equipment shown in this diagram, and other extras suitable for this model, see EQUIPMENT PRICE LIST.

STANDARD SPECIFICATIONS; Complete chassis including a thirty-six inch sliding door on each side; rear door; non-scatter glass throughout; partition; first aid cabinet; linen cabinet; three dome lights connected to power car battery; push button signal to driver's seat; linoleum floor covering; radio aerial with ground and outlets; full length bumper; Watson stabilators; combination stop and tail light assembly; military type wood wheels with 31x6.00-19 Goodyear balloon tires; air cushion coupler complete and installed in power car; fold-away tripod legs for use when power car is disconnected; interior and exterior finished in leatherette as selected from our samples; front divan day bed, finished in genuine leather; rear medical section finished in lacquer. Price F.O.B. factory, Opa-locka, Florida \$3,000

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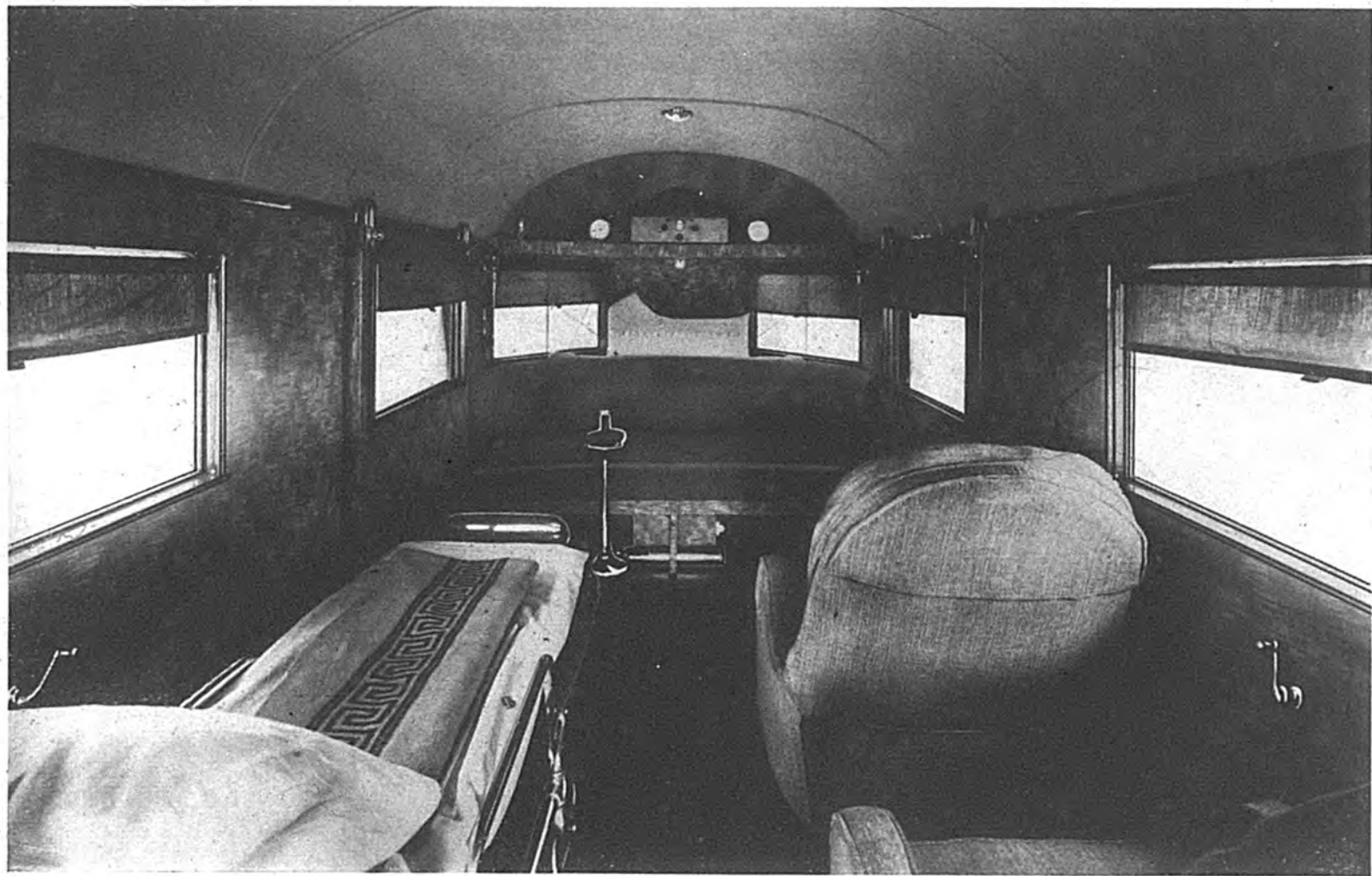


MODEL 61-C — CAMPING TYPE



For items of special equipment shown in this diagram, and other extras suitable for this model, see EQUIPMENT PRICE LIST.

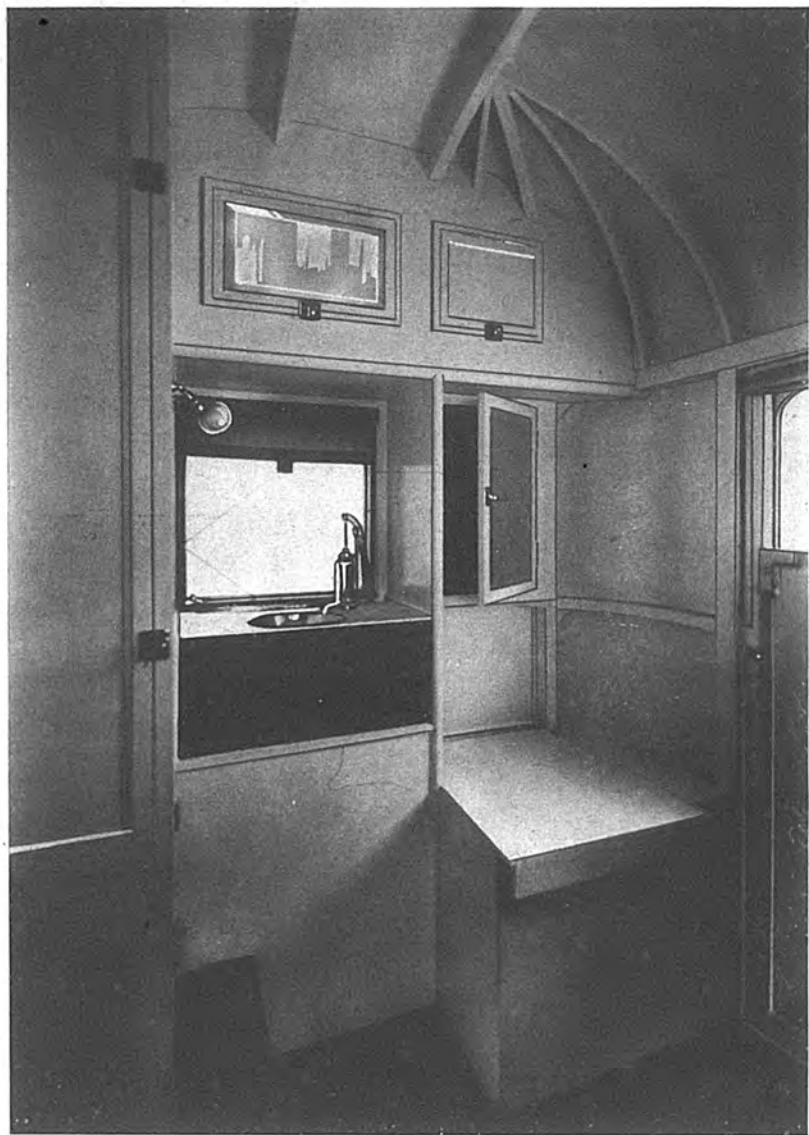
STANDARD SPECIFICATIONS: Complete chassis including door at front; rear door; non-scatter glass throughout; partition; closet and cabinet; three dome lights connected to power car battery; push button signal to driver's seat; linoleum floor covering; radio aerial with ground and outlets; full length bumper; Watson stabilizers; combination stop and tail light assembly; military type wood wheels with 31x6.00-19 Goodyear balloon tires; air cushion coupler complete and installed in power car; fold-away tripod legs for use when power car is disconnected; interior and exterior finished in leatherette as selected from our samples; galley finished in ivory lacquer. Price F.O.B. factory, Opalocka, Florida, \$2600



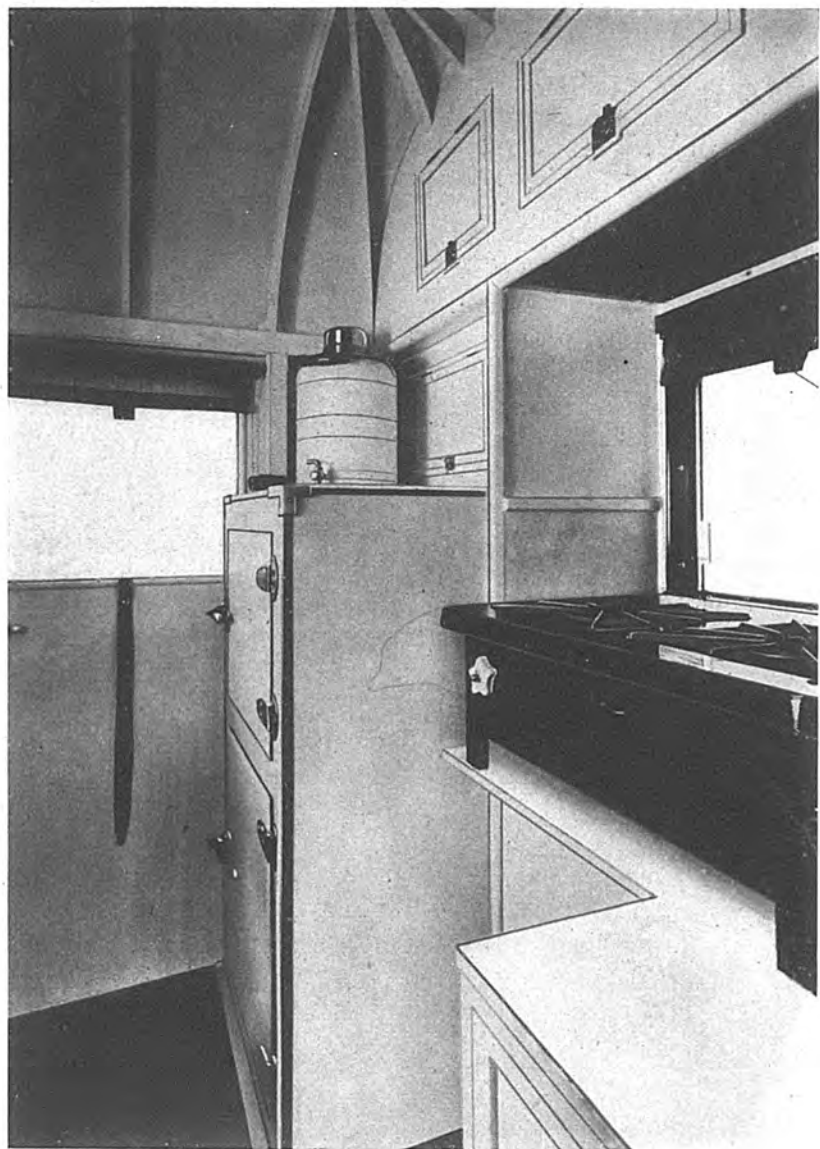
AN INSTALLATION OF SPECIAL EQUIPMENT IN A MODEL 61-A.



AN INSTALLATION OF SPECIAL EQUIPMENT IN A MODEL 61-C, SHOWING ARRANGEMENT FOR DAY AND NIGHT USE, WITH REMOVABLE PULLMAN TYPE CURTAINS.



LEFT SIDE VIEW OF REAR COMPARTMENT IN A MODEL 61-C, SHOWING AN INSTALLATION OF SPECIAL EQUIPMENT.

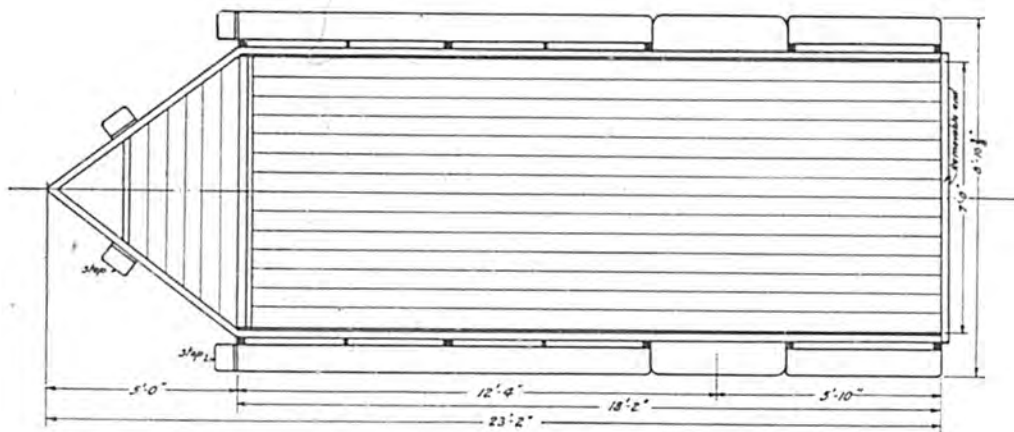


RIGHT SIDE VIEW OF REAR COMPARTMENT IN A MODEL 61-C. SHOWING AN INSTALLATION OF SPECIAL EQUIPMENT.

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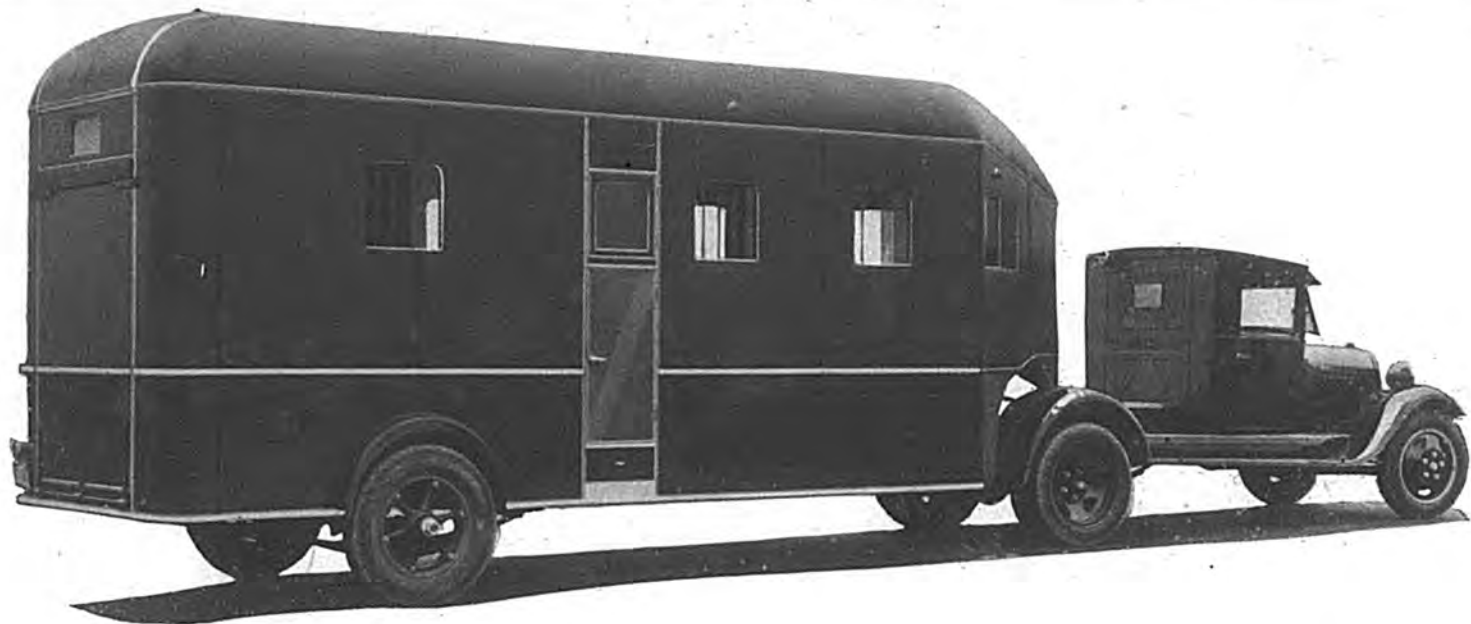
MODEL 61-G — COMMERCIAL TYPE



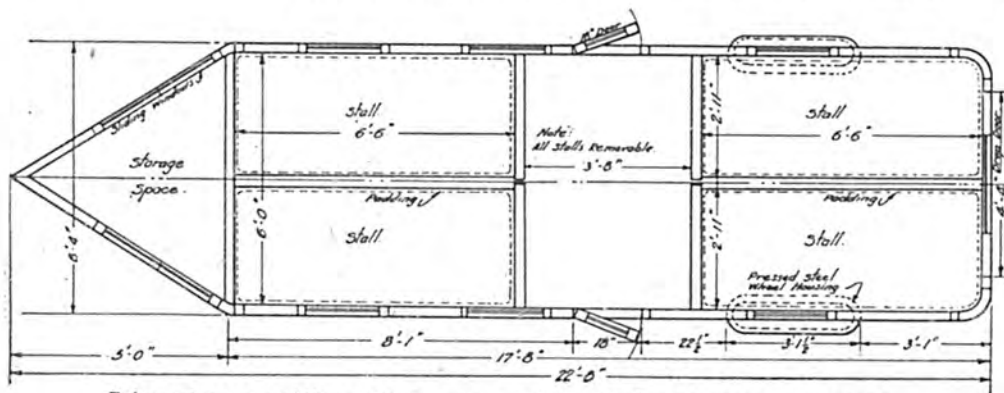
Drawings of Aerocars to meet the requirements of any commercial purpose will be prepared upon request. In this connection, it will be necessary to furnish us with complete details as to cubic displacement and carrying capacity desired; also information in regard to type of loads, etc.

STANDARD SPECIFICATIONS: Complete chassis, with removable drop tail gate; side loading steps on both sides; stop light; tail lights on each rear corner; cast steel wheel equipment with 34x7 Goodyear truck type tires; heavy duty air cushion coupler complete and installed in power car; extra heavy construction throughout; solid sides of cypress; oak floor; steel rod cross bracing; storage space for buckets and pails; height of floor from ground, 17 inches; height of sides from floor, 44 inches; capacity, 4 tons; cubic capacity, 17 yards. Price F.O.B. factory, Opalocka, Florida, \$2,850

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MODEL 61-H AND 61-HS — HORSE CARS



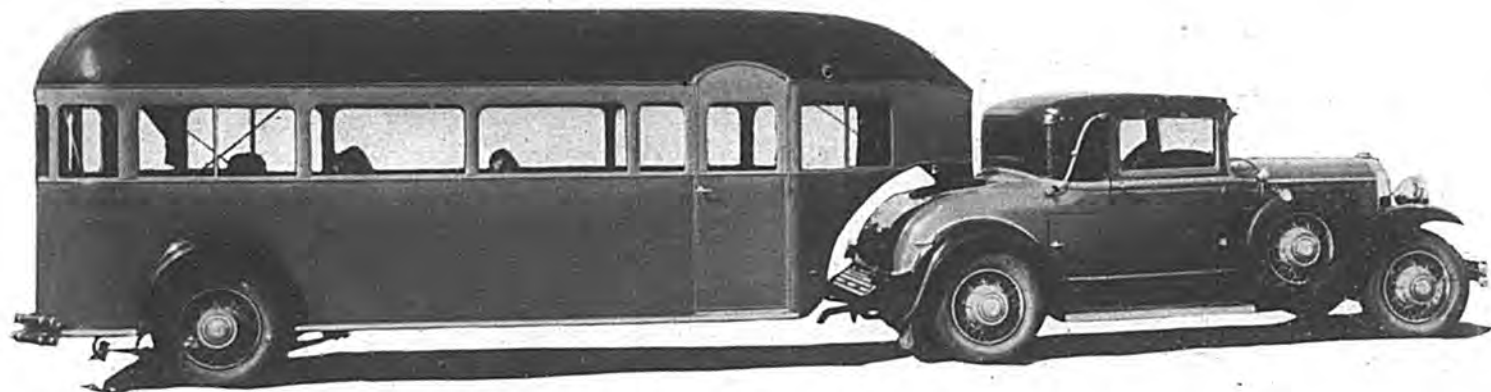
Prices of extra padding, hitching rings, and hay feed racks upon application

STANDARD SPECIFICATIONS: Complete four-horse capacity chassis, including drop tail gate for loading ramp and hinged rear roof section for loading head room; three iron-barred sliding type windows on each side; feeding doors in center; two roof ventilators; two dome lights; push button signal to driver's seat; complete set of padded stall partitions; combination tail and stop light; cast steel wheel assembly with 32x6.00 Goodyear heavy duty tires; heavy duty air cushion coupler complete and installed on power car; interior finish, gray paint; exterior, lower panel of Plymetl, Duco finished in optional color; upper panel in leatherette; inside height Model 61-II, 86 inches, approximate weight 3700 pounds; inside height Model 61-HS, 98 inches, approximate weight, 4000 pounds; Prices F. O. B. factory, Opalocka, Florida, \$3500 and \$3750, respectively.

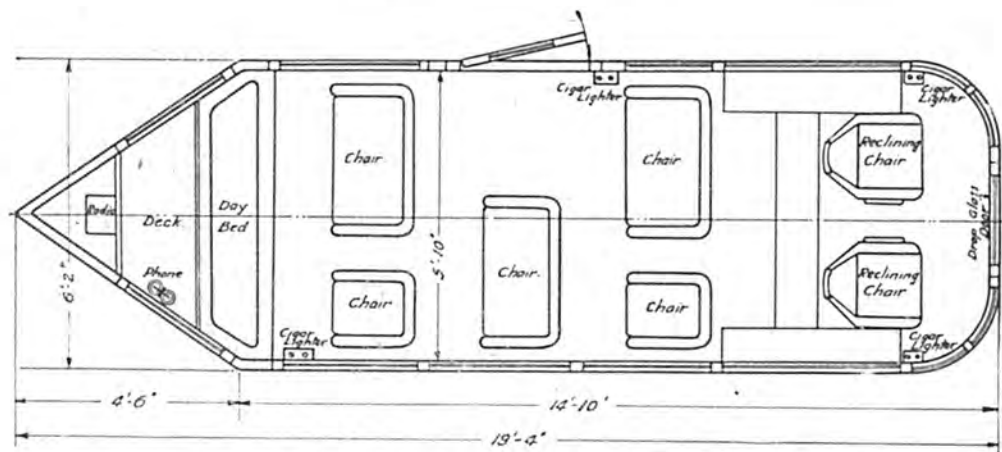


LOADING A MODEL 61-H (NOTE LOW FLOOR).

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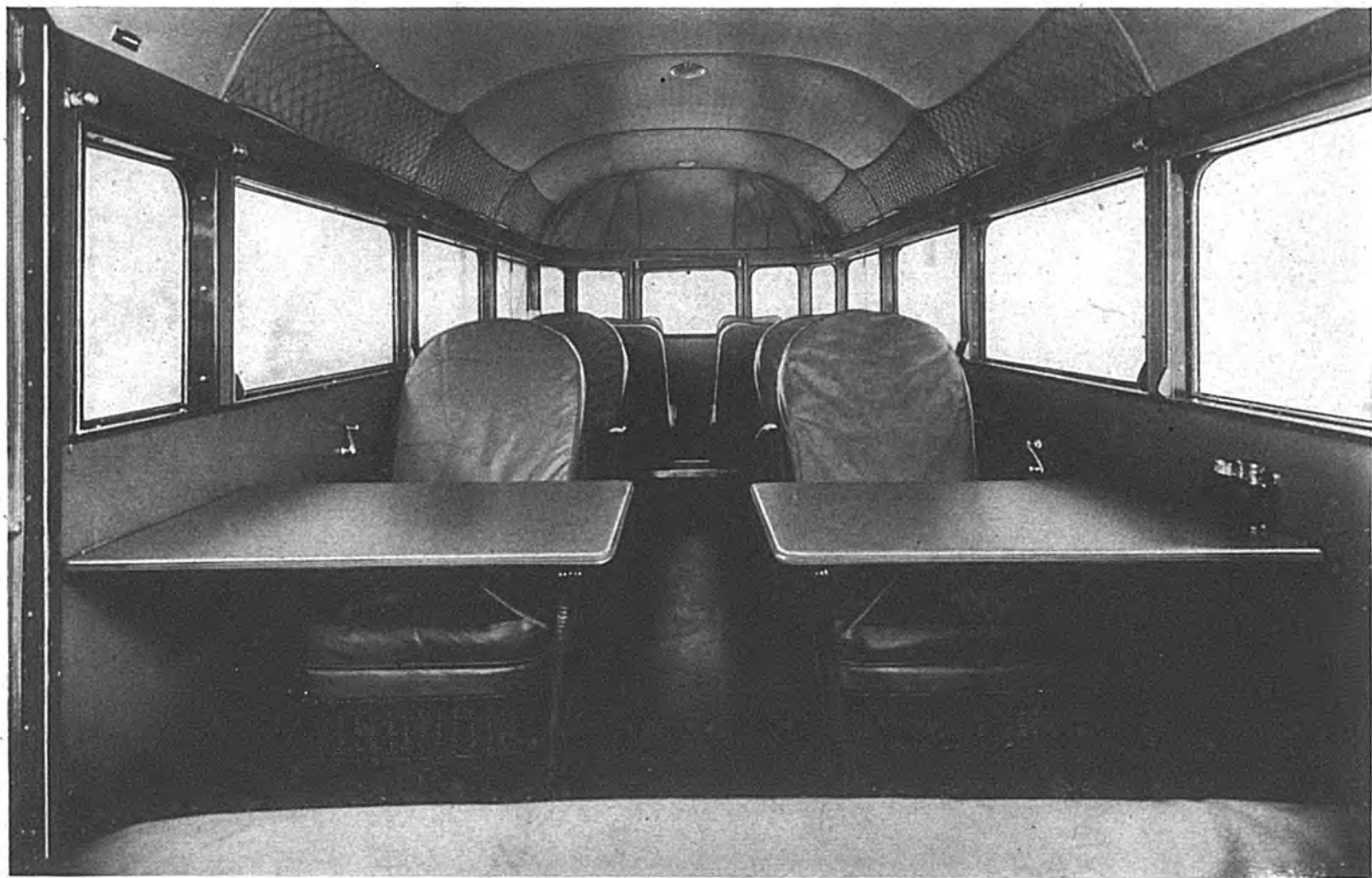


MODEL 61-O — OBSERVATION TYPE



For items of special equipment shown in this diagram, and other extras suitable for this model, see EQUIPMENT PRICE LIST.

STANDARD SPECIFICATIONS: Complete chassis, including door in center (door at front optional); rear door; non-scatter glass except in curved windows at rear; three dome lights connected to power car battery; push button signal to driver's seat; linoleum floor covering; radio aerial with ground and outlets; full length bumper; Watson stabilators; combination stop and tail light assembly; military type wood wheels with 31x6.00-19 Goodyear balloon tires; air cushion coupler complete and installed in power car; fold-away tripod legs for use when power car is disconnected; interior and exterior finished in leatherette as selected from our samples; additional upholstery in observation section. Price F.O.B. Factory, Opalocka, Florida, \$2,750

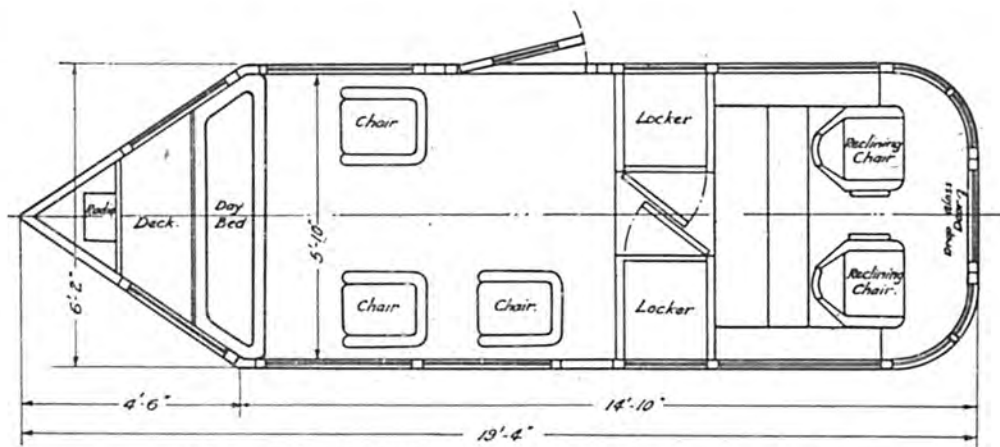


AN INSTALLATION OF SPECIAL EQUIPMENT IN A MODEL 61-O.

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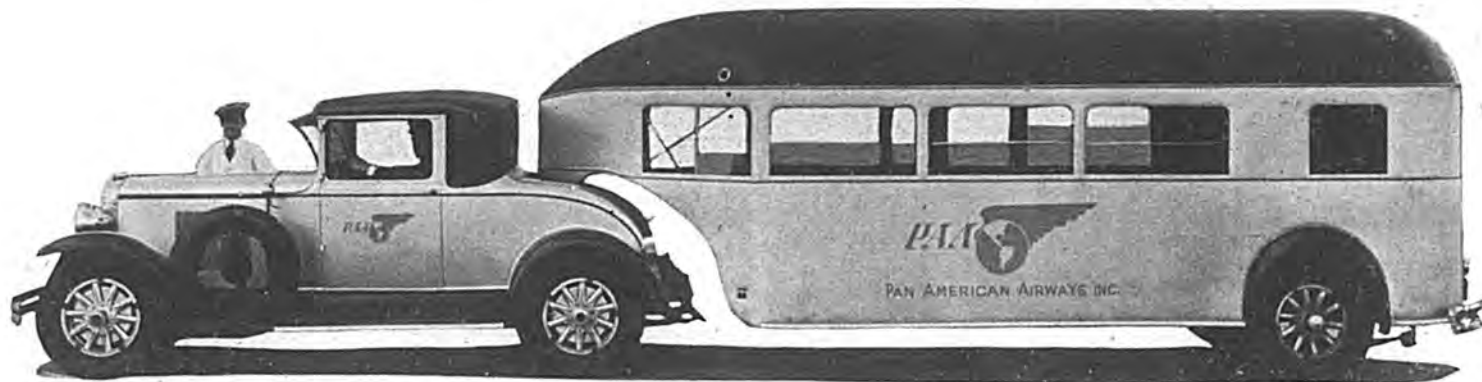
MODEL 61-OS — OBSERVATION TYPE



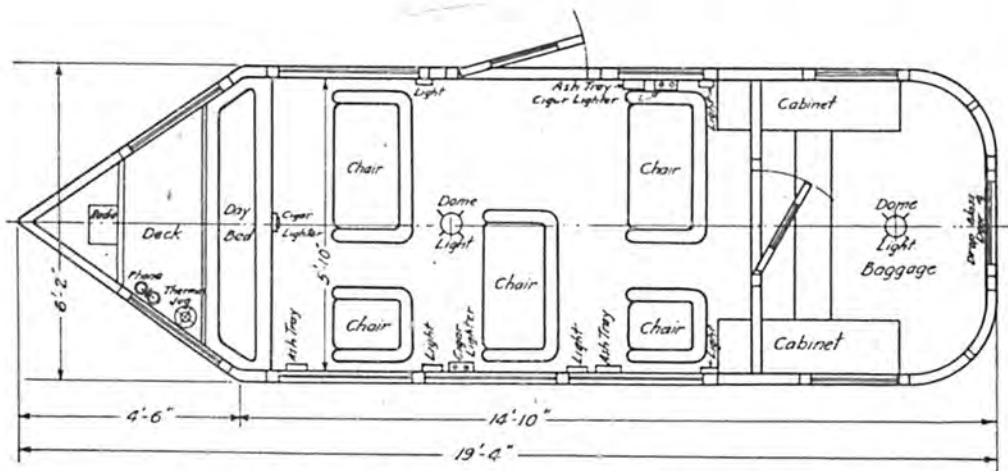
For items of special equipment shown in this diagram, and other extras suitable for this model, see EQUIPMENT PRICE LIST.

STANDARD SPECIFICATIONS: Complete chassis including door in center (door at front optional); rear door; non-scatter glass except in curved windows at rear; two full length lockers suitable for toilet and clothes; three dome lights connected to power car battery; push button signal to driver's seat; linoleum floor covering; radio aerial with ground and outlets; full length bumper; Watson stabilizers; combination stop and tail light assembly; military type wood wheels with 31x6.00-19 Goodyear balloon tires; air cushion coupler complete and installed in power car; fold-away tripod legs for use when power car is disconnected; interior and exterior finished in leatherette as selected from our samples; additional upholstery in observation section. Price F.O.B. factory, Opalocka, Florida, \$2,900

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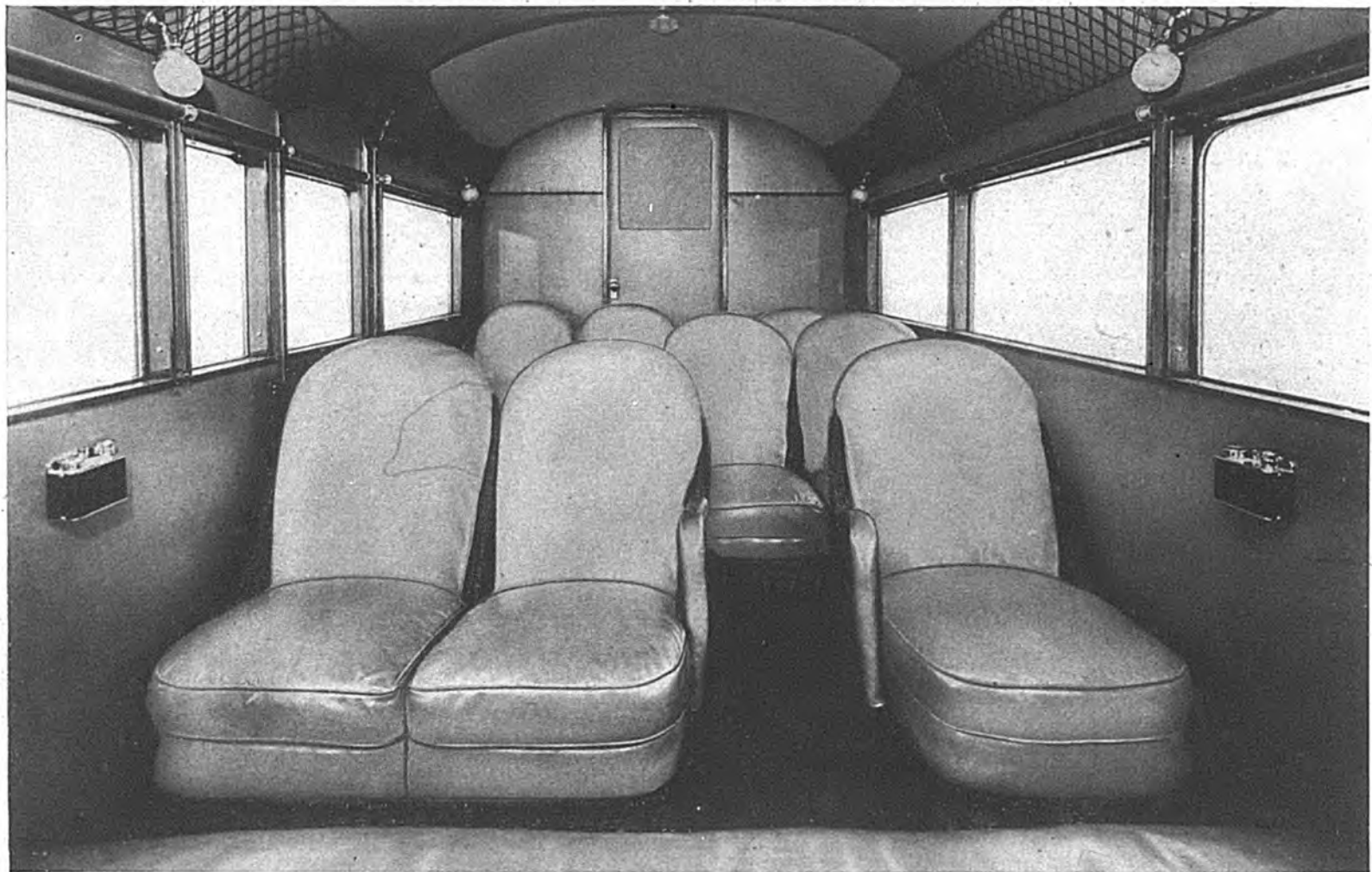


MODEL 61-P — PASSENGER TRANSPORTATION TYPE



For items of special equipment shown in this diagram, and other extras suitable for this model, see EQUIPMENT PRICE LIST.

STANDARD SPECIFICATIONS: Complete chassis, including door in center; rear door: non-scatter glass throughout; partition (optional); cabinet; three dome lights connected to power car battery; push button signal to driver's seat; linoleum floor covering; radio aerial with ground and outlets; full length bumper; Watson stabilizers; combination stop and tail light assembly; military type wood wheels with 31x6.00-19, Goodyear balloon tires; air cushion coupler complete and installed in power car; fold-away tripod legs for use when power car is disconnected; interior and exterior finished in leatherette as selected from our samples. Price F.O.B. factory, Opalocka, Florida \$2,500

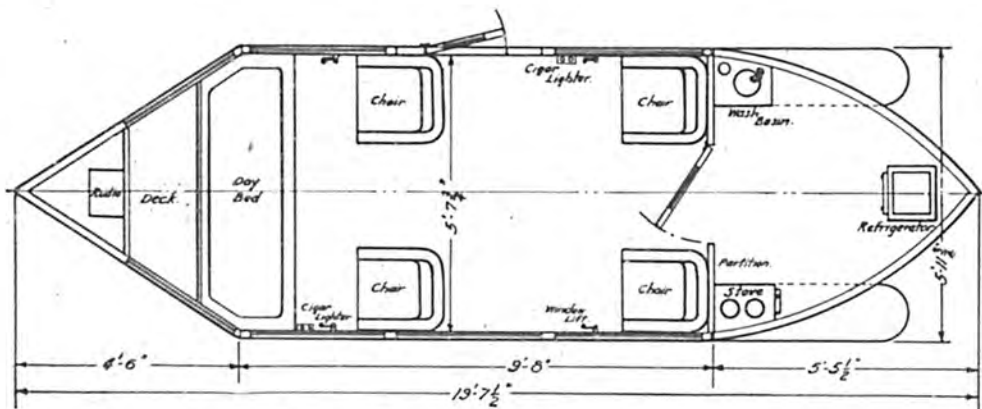


AN INSTALLATION OF SPECIAL EQUIPMENT IN A MODEL 61-P, PROVIDING ACCOMMODATIONS FOR TWELVE PASSENGERS

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MODEL 71-S — STREAMLINE CLUB CAR TYPE



For items of special equipment shown in this diagram, and other extras suitable for this model, see EQUIPMENT PRICE LIST.

STANDARD SPECIFICATIONS; Complete chassis including center door; non-scatter glass in riding compartment; frosted glass in rear section; partition with bevel glass mirror in door; three dome lights connected to power car battery; front divan day bed upholstered in genuine leather; Graybar telephone two-way system to driver's seat; linoleum floor covering; radio aerial and ground with outlet plug; full length bumper; Watson stabilators; individual stop and tail lights; military type wood wheels equipped with 31x6.00-19 Goodyear balloon tires; air cushion coupler complete and installed in power car; fold-away tripod legs for use when power car is disconnected; interior and exterior finished in leatherette as selected from our samples; rear section finished in lacquer inside. Price F.O.B. factory, Opalocka, Florida \$3,000

Owners Enthusiastically Indorse The Curtiss Aerocar

Excerpts are given below from a few of the many letters received from owners of Curtiss Aerocars. Even the casual reader cannot but be impressed by the fact that such praise must be well deserved.

CARL G. FISHER, well known developer of Miami Beach, Florida and Montauk, Long Island, in writing of a recent 12,000 mile trip through 18 states, says in part: "I had no repairs or cost of upkeep of any kind on either the power car or the Curtiss Aerocar, with the exception of two punctures. The great comfort in riding and being able to read and move around and change ones seat, is not to be compared with the cramped and confining quarters of even the most luxurious touring cars."

W. L. PHILBRICK, with Funeral Homes at Miami, Miami Beach and Coral Gables, enthusiastically writes: "It is our opinion that the Curtiss Aerocar has revolutionized the automobile industry insofar as ambulances are concerned and we believe that it will be in universal use in a matter of time."

H. H. RAYMOND, Chairman of the Board of the Clyde-Mallory Steamship Lines, wrote regarding an Aerocar trip through Nova Scotia: "I found the Aerocar most satisfactory in every way—it held the high-crowned gravel roads better than any of my other cars. We had absolutely no trouble on any hills, many of them quite steep, with the car filled to capacity—say nine with the chauffeur, and sometimes ten. Also, its speed was all that could be expected—sometimes exceeding fifty miles per hour."

THE PAN-AMERICAN AIRWAYS, Inc., owner of four Aerocars, writes in part as follows: "We have received innumerable comments from our passengers as to the comfort and easy riding qualities of the Aerocar. Our chauffeurs report that the Aerocar has excellent manoeuvrability in traffic. We also find that it is much more economical to operate than a motor bus of the same capacity. Furthermore, the novel features and appointments of our Aerocars have untold advertising value without loss of dignity."

FAY INGALLS, President of Virginia Hot Springs Company, recently wrote that: "Our Aerocar is more than meeting our expectations. We use it for service between the Homestead and Cascade Clubs, about three and a half miles, supplanting a fifteen-passenger bus. The service between Homestead and Cascade consists of one and one-half miles up hill and one and one-half miles down hill in each direction. With the Aerocar we can go both directions without shifting, unless completely loaded, in which case for a short stretch we have to use second gear. The bus used third speed for practically all of the climb."

HOTEL SEVILLA-BILTMORE of Havana, Cuba, referring to their Curtiss Aerocar, says: "It has proven most satisfactory, and its many innovations have made it most popular with our guests."

MERLE D. GRAVES of Pittsfield, Mass., in a letter states: "There is no appreciable body sway to my Aerocar even at high speed. Its length and excellent spring suspension enables one to ride with far less physical wear and tear than in an ordinary touring car. A delightful sociability seems to be experienced by any group that rides in it."

CRUSELLAS y COMPANIA of Havana, Cuba state in a recent letter: "We are pleased to tell you that our Curtiss Aerocar is giving extreme satisfaction. It has been used mainly for sales and advertising purposes, sending out a combined crew of seven to eight people. We are anxious indeed for the road between Havana and Santiago de Cuba to be completed so that we may be able to use more Aerocars."

HOWARD COFFIN, Chairman of the Board of the Hudson Motor Car Company, has two Aerocars powered by Hudson coupes. He, too, speaks in glowing terms of the Aerocar's comfort, convenience, speed and operating economies.

FOSTER BROTHERS, owners of Malinda's Prospect Farm at Owings Mills, Maryland, refer to their Model 61-H Horse Car as follows: "We have been operating our Curtiss Aerocar Horse Van for thirteen months in which time it has not given us a moment's trouble. We not only use it for transporting our own horses, but also van horses commercially. In this way we have more than half paid for our own van in thirteen months."

F. E. FITZGERALD of Phoenix, Arizona, writes: "Our entire family is as one unit as a booster for the Aerocar. On good roads we travel as fast as 55 miles an hour; even on rough roads we make excellent time with no discomfort to the passengers such as jars and jolts that usually accompany a trip over highways that are none too smooth."

THE CITY OF MIAMI, FLORIDA wrote as follows: "The Curtiss Auto truck built by you for use in collecting garbage and rubbish is giving excellent service. Over a certain period the average load weighed 4.67 tons with a gasoline consumption at the rate of 5.39 miles per gallon. During this time it stopped and started about 200 times a day. We are very pleased with the Aerotruck and are contemplating the purchase of additional units."

GENERAL MACHADO, President of Cuba, wired as follows: "Wish to congratulate the Curtiss Aerocar Company for its masterful workmanship and absolute safety and beauty of my new Aerocar."

TOMMY MILTON, internationally famous in automobile racing circles writes: "Curtiss Aerocars for personal use, as constructed by your company, are certainly the last word in luxurious transportation. All of our customers are most enthusiastic in their praise of this remarkable vehicle. As Pacific Coast Distributors, we feel that the Curtiss Aerocars have a tremendous future."

EQUIPMENT PRICE LIST

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| <p>No. 230 BAROMETER—See "Clock and Barometer Set."</p> <p>No. 100 BATTERY—17 plate, 6-8 volt, complete with box, trickle charger outlet plate and wiring. A battery of this type is required when cigar lighters, radio, fan, and extra lights are installed. Each \$44.50</p> <p>No. 115 BERTH—Upper, complete with springs and mattress; length, 6 ft., 2 inches; width 24 inches. Under side of berth finished with same material as used on ceiling, or with a material to harmonize. Each \$110.00</p> <p>No. 120 BERTH—Lower; length 6 ft., 2 inches; width 24 inches. This berth is made up from two single, convertible seats, upholstered in genuine leather, optional color. Arms on seats may be folded out of the way, if desired, when being used as berth. Each \$250.00</p> <p>No. 125 CARPET—Plain or figured, will be substituted for linoleum at an extra cost of \$40.00 up.</p> <p>No. 130 CIGAR LIGHTER and ash receiver combination, electric pull-out type, mahogany finish, see illustration. Each \$10.25</p> <p>No. 105 COUPLER—Air-cushion type with complete assembly. (This patented coupler is sold only to owners of Curtiss Aerocars and is not to be used in connection with any other type of trailer or semi-trailer.) See illustration. Each \$70.00</p> <p>No. 230 CLOCK and BAROMETER set, Wilco, brass finish. See illustration. Per set \$22.50</p> <p>No. 231 CLOCK only, Wilco; same as used in clock and barometer set. Each \$14.00</p> <p>No. 232 CLOCK, Seth Thomas Electric (Not recommended when radio is used.) See illustration. Each \$25.00</p> <p>No. 250 CURTAINS, Pullman type, for use with berths. Made of fine quality rep; color optional to harmonize with interior finish. Per set, each side \$27.50</p> | <p>No. 110 DIVAN, complete with seat and back cushions, upholstered in genuine leather, color optional. Each \$142.50</p> <p>No. 137 DRAPES for windows. Plain silk of standard automobile quality, with tie-back strap, nickel finish rods and ends. Per set of two for each window \$10.50</p> <p>No. 140 FAN, electric, sedan type, complete with wiring. See illustration. Each \$11.75</p> <p>No. 225 FLOWER VASES, wall type, plain glass with nickled bracket. Each \$2.75</p> <p>No. 150 LAVATORY, made of heavy monel metal, complete with marine pump and six gallon capacity supply tank. See illustration. Each \$105.00</p> <p>No. 151 LAVATORY, sink only, of heavy monel metal, complete with faucet and plumbing (without tank). Each \$65.00</p> <p>No. 155 LIGHTS, wall bracket type, nickel finish, with switch and wiring. See illustration. Each \$7.50</p> <p>No. 156 LIGHTS, dome type, nickel finish with switch and wiring. See illustration. Each \$7.00</p> <p>No. 165 LUGGAGE CARRIERS, silk cord, with crocheted hooks for attaching. Each \$15.00</p> <p>No. 240 MEDICINE CABINET, built-in, white lacquer finish with bevel edge mirror of excellent quality. Each \$14.75</p> <p>No. 245 MIRROR, bevel edge, about 14 x 20 inches, of good quality glass. Each \$8.75</p> <p>No. 171 RADIO, Atwater-Kent, specially mounted to absorb road shock, complete with "B" and "C" batteries and loud speaker. (Without "A" battery.) Each \$179.50</p> <p>No. 172 RADIO, Crosley, specially mounted to absorb road shock, complete with "B" and "C" batteries and loud speaker. (Without "A" battery.) Each \$117.50</p> |
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EQUIPMENT PRICE LIST

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|----------|---|----------|---------|---|---------|
| No. 170 | RADIO, Transitone, especially constructed for automobile use, complete with "B" and "C" batteries and loud speaker. (Without "A" battery.) Each | \$198.50 | No. 136 | SHADES, roll curtain, fabrikoid, color to harmonize with interior finish, complete with nickled end rollers. Each | \$2.75 |
| No. 175 | REFRIGERATOR, steel box, enamel lining, 25-lb. ice capacity, complete with outside drain. Each | \$28.50 | No. 135 | SHADES, roll curtain, silk, color optional to harmonize with interior finish, complete with nickled end rollers. Each | \$6.75 |
| No. 176 | REFRIGERATOR, built-in, Duco finish, galvanized metal lining, 50-lb. ice capacity. Each | \$92.50 | No. 185 | SPEAKING TUBE, complete assembly for communication from Aerocar to driver. Each | \$40.00 |
| No. 180 | SCREENS, galvanized, roll type. Screens roll out of sight when not in use. Each | \$13.75 | No. 190 | SPEEDOMETER, Stewart, complete assembly, attachable to right or left rear wheel. Each | \$47.25 |
| No. 181 | SCREENS, copper, roll type. Screens roll out of sight when not in use. Each | \$16.25 | No. 195 | STOVE, two burner, gasoline pressure, including overhead copper hood, with outside vent. See illustration. Each | \$51.00 |
| No. 235 | SEAT, Aerocar type, stick-reed, upholstered in fabrikoid leather, color optional, with strap and clasp fastener for floor connection. See illustration. Each | \$36.00 | No. 200 | TABLE, Pullman type, covered with any material used on Aerocar, size 20 x 30 inches, folding leg and wall attachments. Each | \$19.75 |
| No. 236 | SEAT, Deluxe type, fibre back and sides, upholstered in genuine leather, color optional, spring back cushion. See illustration. Each | \$65.00 | No. 220 | TANK, water, galvanized iron, 20-gallon capacity, with all necessary plumbing. Each | \$32.50 |
| No. 237 | SEAT, single, low back, bus type seat, single arm, fibre back and sides, pad back, upholstered in genuine leather, color optional. See illustration. Each | \$48.50 | No. 205 | TELEPHONE, Graybar, for communication between Aerocar and driver, complete with fixtures. Each | \$45.00 |
| No. 237D | SEAT, double seat type, same specifications as No. 237. See illustration. Each | \$73.50 | No. 211 | THERMOS BOTTLE, quart size, with rack for wall attachment, nickle finish. See illustration. Each | \$13.25 |
| No. 238 | SEAT, single reclining type, single arm, spring back cushion, upholstered in genuine leather, color optional. See illustration. Each | \$65.00 | No. 210 | THERMOS RACK, to hold two quart-size Thermos bottles and six water glasses. Each | \$12.25 |
| No. 238D | SEAT, double reclining type, same specifications as No. 238. See illustration. Each | \$110.00 | No. 215 | TOILET, chemical septic type, with white Duco finished enclosure, and outside vent. See illustration. Each | \$25.00 |
| | | | No. 216 | TOILET, marine type, complete with pump and outlet. (Without water tank.) See illustration. Each | \$73.00 |

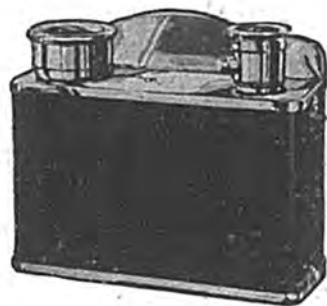
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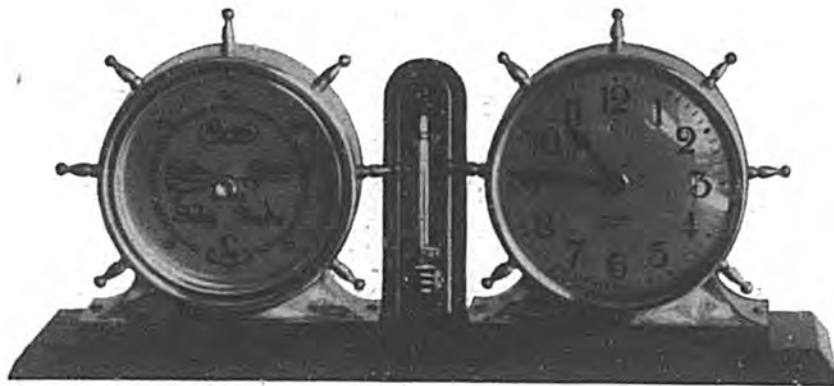


No. 130



ROSCO

No. 156



No. 230

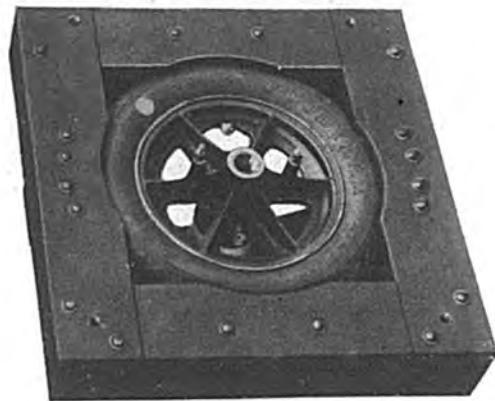


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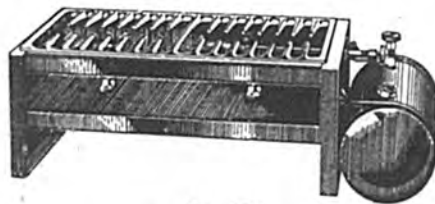
No. 105



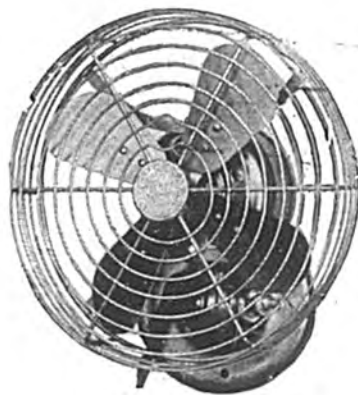
No. 150



No. 215



No. 195



No. 140

REFER TO EQUIPMENT PRICE LIST FOR PRICES



No. 235



No. 237



No. 237-D



No. 238



No. 236



No. 238-D

