

Prest-O-Lite Co.

CFL Stock Sold - 1916 -

Apr.
 May
 " Aug 14
 17
 22
 " "
 23
 " "
 24
 26
 27
 28
 29
 30
 Sept 6
 7
 8
 13
 14
 16
 18
 19
 21
 22
 24
 26

Comm -

Shares	Rate	Gross	Net
1000	65	650000	6498000
500	75	375000	3749000
50	-	-	-
500	90	4500000	4500000
500	90	4500000	4500000
40	100	400000	400000
100	98 1/2	1975000	1973615
100	99		
200	99	3970000	3967415
200	99 1/2		
200	99	1980000	1979505
1000	98 1/2	9850000	9845035
660	98 1/2	3234000	3233190
250	98 1/2	2447500	2436890
250	99	2487500	2486880
250	101	2537500	2536866
250	102	2550000	2549363
250	102	2550000	2549362
50	102	510000	506250
50	101	507500	
50	102	510000	510000
50	104 1/2	520630	1040990
50	104 1/2	520630	
250	105	2625000	5311172
250	107 1/2	2687500	
50	108 1/2	542500	542065
50	-	-	-

Comm
 Stock Sold 7150 \$61650260 61625900 ✓
 Profited by adjustment with J.A. in 2 2264515
 Sale of his 3000 shares
 J.A. got 1/2 of 660 St. returns 32340
 Actually received in cash 64882260 \$63890415 ✓

Returns
 12109550
 11348665
 23458215

PREST-O-LITE STOCK SALES
1916 - to September 30th.

	Shares	Rate	Gross	Net
April,	1000	65	65,000.00	64,980.00
May,	500	75	37,500.00	37,490.00
" Leopold, comn.,	50	-	-	-
Aug. 14,	500	90	45,000.00	45,000.00
" 17,	500	90	45,000.00	45,000.00
" 22,	40	100	4,000.00	4,000.00
" "	100	98½		
" "	100	99	19,750.00	19,736.15
" 23,	200	99½		
" 23,	200	99½	39,700.00	39,674.15 <i>Y.S.S.S.S.</i>
Sept. 6,	200	99	19,800.00	19,795.05
" 7,	1000	98½	98,500.00	98,450.35
" 8,	660*	98	32,340.00	32,331.92
" 13,	250	98½	24,425.00	24,368.90
" 14,	250	99½	24,875.00	24,868.80
" 16,	250	101½	25,375.00	25,368.66
" 18,	250	102	25,500.00	25,493.63
" 19,	250	102	25,500.00	25,493.62
" "	50	102	5,100.00	
" 16,	50	101½	5,075.00	10,162.50
" "	50	102	5,100.00	5,100.00
" 20,	50	104 1/8	5,206.30	
" "	50	"	5,206.30	10,409.90
" 21,	250	105	26,250.00	
" 22,	250	107½	26,875.00	53,111.72
" 22,	50	108½	5,425.00	5,423.65
" 20, Leopold, comn.,	50			
	7150		\$616,502.60	\$616,259.00
" 12, Adjustment between Mr. Allison and Mr. Fisher, the latter received in excess of his sales,				22,645.15
" 26, *One-half of net proceeds of 660 share sale on Sept. 8th, to Mr. Allison, - - - - -			32,340.00	
" 30, Total stock disposed of, - - - - -			\$648,842.60	
" " Total cash returns, - - - - -				-\$638,904.15

NOTE: See following record of Fisher-Allison sales August 17th, 1916, to and including September 22, 1916, and settlements.

PREST-O-LITE STOCK SALES

1916.

	Shares	Rate	Gross	Net
Sept. 30, Statement,	7,150		648,842.60	638,904.15
Oct. 6,	250	115	28,750.00	28,735.62
" " (\$2250 note)	150	115	17,250.00	17,250.00
" " 19,	500	115)		
	500	117½)	116,250.00	116,220.93
" " 31, Mrs. Fisher,	10			
<hr/>				
" " Bal. on hand,	8,560		\$811,092.60	\$801,110.70
" " 17,928 sh.				

THE PREST-O-LITE CO., INC.

THE WORLD'S LARGEST MAKERS OF DISSOLVED ACETYLENE.
STORAGE BATTERIES FOR LIGHTING, STARTING AND IGNITION.MAIN OFFICE
AND FACTORY
INDIANAPOLIS

INDIANAPOLIS

June 30-17.

C. G. Fisher

Indianapolis

	Month	Day			
Balance	May	31	38415	56	
Atlantic Coast Line					
Repair on Cars 402-422	June	26	402		✓
List on 4% for June		30	157	87	✓
Refused on Cars 402-26					302 ✓
" " "					1088 ✓
Salary for June					833 33 ✓
			38577	45	847 23
			847	23	
			37730	22	

PAYMENT OF AND CORRESPONDENCE ABOUT THIS STATEMENT SHOULD GO TO ABOVE OFFICE
THIS DOES NOT INCLUDE LOAN BANK DEPOSIT ACCOUNT

Prest-O-Lite Stock

Sales Prest-O-Lite Co. and Carbide Stocks

July¹⁹¹⁷ August 1917

Bought by	Total Sales		Rate	Returns		Mr Allison		Mr Fisher	
	Prest-O-Lite	Carbide		Gross	Net	Stock furnished	Cash	Stock furnished	Cash
7/21/17 Thomson & Mc Lewis	100		140-	14000.00	13985.50	100	6992.75		6992.75
14 "		Rights 500	17-	8500.00	8437.50		2500	4218.75	2500
17 "		50	188 1/4	9412.50	9406.25		50	4703.12	4703.12
17 "		50	188-	9400.00	9393.75		50	4696.88	4696.87
17 "		100	189-	18900.00	18887.50			9413.75	100
18 "	100		124-	13940.00	13885.50	100	6942.75		6942.75
18 "	100		139 1/2	13950.00	13935.50	100	6967.75		6967.75
18 "	105		140 1/2	14726.25	14711.12	105	7355.56		7355.56
18 "	95		140-	13300.00	13286.13	95	6643.07		6643.06
19 "	100		138 1/2	13850.00	13835.50	100	6917.75		6917.75
20 "	100		139-	13900.00	13885.50		6942.75	100	6942.75
8-6-17	30		148-	4440.00	4436.25	30	2218.12		2218.13
7 "	70		149-	10430.00	10421.25	70	5210.63		5210.62
7 "	100		149-	14900.00	14887.50		7443.75	100	7443.75
7 "	100		149-	14900.00	14887.50		7443.75	100	7443.75
7 "	100		150-	15000.00	14987.50		7543.75	100	7543.75
7 "	100		151-	15100.00	15087.50		7543.75	100	7543.75
7 "	80		152 1/2	12200.00	12190.00		6095.00	80	6095.00
8 "		200	193 3/4	38750.00	38725.00	200	19362.50		19362.50
8 "		100	194 1/2	19450.00	19437.50	100	9718.75		9718.75
Less dividends on 500 Pol paid to Messrs Fisher & Allison but due to new purchasers				1000.00	1000.00		500.00		500.00
Totals	1280	500		288008.75	287409.75	700	143854.88	580	143854.87

Disposition of Cash

Check to New York for 1159 shares new carbide stock	115900.00
Check to credit account with the Prest-O-Lite Co. Inc	279548.7
	143854.87

There are yet on hand 1120 shares Prest-O-Lite and 300 shares Carbide stock in Mr Fisher's name to be sold. When sold the net proceeds are to be divided equally between Messrs Fisher & Allison

L. M. Langston

4/10/15

Record of Transactions in Pres-O. Litz Co. Inc Stock

	Total	Rate	Received Cash		Mr Allison		Mr Fisher	
			Gross	net	Stock furnished	Cash Recd	Stock furnished	Cash Recd
4/10/15 Harry Murphy	1100	3409 3/4	37500.00	37500.00	550	1875.00	Credited P.O. Litz books 4/15	550 1875.00
7/15/15 Carl Kiser	100	3750	3750.00	3750.00	50	1875.00	check Carl Kiser 7/15	50 1875.00
7/22/15 Mrs M. C. Allison	100	-	-	-	100	-	balance as of 7/15	
D. C. Allison	100	-	-	-	100	-	"	
N. C. Allison	100	-	-	-	100	-	"	
Mrs V. H. Atkinson	100	-	-	-	100	-	"	
7/10/16 Exchanged for 4430 shares of Litz Co. stock	3290	-	-	-	6045	-	Recd 2215 Cartridge	6045 Recd 2215 shares Cartridge
4/21/16 L. N. Gillette	2000	6500	130000.00	129960.00	1000	64980.00	Credited P.O. Litz books 4/16	1000 64980.00 Credited P.O. Litz books 4/16
5/2/16 "	1000	7500	75000.00	74980.00	500	37490.00	"	500 37490.00
4/21/16 Mrs. Rynham	100	9500	9500.00	9500.00	50	4750.00	check to J. A. A.	50 4750.00
May 3, 1916 A. J. Leopold	200	-	-	-	100	-	Commission	100 Commission
8/14/16 L. N. Gillette	1000	9000	90000.00	90000.00	500	45000.00	deposited 37000.00	500 45000.00
8/17/16 Koneberg & Co	300	9700	29100.00	29072.50	300	29072.50	Credited note Central Trust	
8/19/16 "	700	9700	67900.00	67843.00	700	67843.00	46550.97 cred note Central Trust	
8/20/16 Central Trust Co.	2000	8750	175000.00	174960.00	2000	174960.00	Credited Central Trust	
8/14/16 L. N. Gillette	500	800	40000.00	40000.00				500 40000.00
8/22/16 Fletcher & Co	100	9850	9850.00					100 9850.00
8/17/16 Koneberg & Co	100	9900	9900.00	19736.15				200 19736.15
8/21/16 "	200	9900	19800.00					400 39674.15
8/18/16 "	200	9950	19900.00	39674.15				200 19950.00
8/23/16 "	200	9900	19800.00	19795.05				200 19795.05
8/1/16 Mr Fisher's note paid	1000	9800	98000.00	98450.35		98450.35	draft 9/8 to J. A. A.	1000 98450.35
Mr Allison's checks 7/1/16						6079.37		6079.37
4/23/16 Koneberg & Co	660	9800	64680.00	64663.83		55011.13		660 64663.83
9/14/16 "	500	9950	49750.00	49737.60	250	49737.60	draft 9/25 to J. A. A.	250 49737.60
9/12/16 "	500	10150	50750.00	50737.32	250			250 50737.32
9/19/16 "	500	10200	51000.00	50927.50	250	52926.75	check Mr Linnell	250 52926.75
9/21/16 Babcock Rushton & Co	100	10850	10850.00	10847.20	50	10822.30	draft 9/20 to J. A. A.	50 10822.30
9/12/16 Koneberg & Co	500	9850	49250.00	48737.80	250	24368.90	Half chgo draft	250 24368.90
9/16/16 Thomson & McHinnery	100	10150	10150.00	10137.50	50			50 10137.50
9/16/16 Fletcher Trust Co	100	10200	10200.00	10189.50	50	10162.50	Half credit by Thomson & McHinnery	50 10162.50
9/16/16 Koneberg & Co	500	10200	51000.00	50927.25	250	25493.62	check Mr Linnell	250 25493.62
9/21/16 "	500	10500	52500.00					500 52500.00
9/22/16 "	500	10750	53750.00	53723.45	500	53117.73	check Mr Linnell	500 53117.73
9/23/16 Babcock Rushton & Co	200	10412 1/2	20825.00	20819.80	100	10409.90	Half chgo draft	100 10409.90
9/28/16 Koneberg & Co	500	11500	57500.00	57461.25	250	28725.63	Half deposit Central Trust	250 28725.63
10/5/16 "	1000	11500	115000.00	114971.25				1000 114971.25
10/16/16 "	1000	11750	117500.00	117470.60	1000	116220.92	Half chgo drafts	1000 116220.92
Forwarded	31750		161890.00	161839.90	16095	80915.20		16095 80915.20

1915 net

1875.00 Credited P.O. Litz books 4/15
1875.00 for check 7/15 to C. K. J.

Recd 2215 shares Cartridge

Credited P.O. Litz books 4/16

check to J. A. A.

Commission

deposited 37000.00

Credited note Central Trust

Credited Central Trust

draft 9/8 to J. A. A.

draft 9/25 to J. A. A.

check Mr Linnell

draft 9/20 to J. A. A.

Half chgo draft

check J. A. A. 9/16/16

Half credit by Thomson & McHinnery

check Mr Linnell

check J. A. A. 9/22/16

Half deposit Central Trust

check J. A. A. 10/5/16

check Mr Linnell

check J. A. A. 10/18/16

Half chgo drafts

	Total	Rate	Received Cash		Mr Ellison		Mrs Fisher	
			Gross	Net	Stock Furnished	Cash Received	Stock Furnished	Cash Received
Brought forward	317.90		16189.05	16189.90	160.95	809.15	156.95	809.23
1/16 Frank E Sweet	300	11.50	3450.00	3450.00	150	1500.00	150	1500.00
Mrs Jane Fisher	10	-	-	-			10	
7/16 Johnson & McKinnon	100	14.70	1470.00	1468.75	50	734.375	50	734.375
"	100	14.55	1455.00	1453.75	50	728.75	50	728.75
Adjustments of cash received to equalize						40.25		40.25
1/17 S.M. Looney	100	14.00	1400.00	1400.00	50	700.00	50	700.00
Totals	324.00		16966.55	16961.59	163.95	848.05	160.05	848.05

Stock received from reorganization 30412
Purchased for trading to Carbide people 3321
Total received 33733
Sold and traded per above 16395
Balance at Feb 1st 1917 17338
Purchased 15% new stock subscription 2601
Stock owned March 29, 1917 19939 shares

30412.
3321.
33733.
16005.
17728
2659
20387 shares All of which are in this office.

Inventory	Prop-0.	Lite stock	% 20/17	Total shares
Certificate B 301 to B 443 incl			143	of ea. 100 shares 14300
B 480 - B 495 "			16	" " 100 " 1600
B 501 - B 517 "			17	" " 100 " 1700
(new issue) B 2502 - B 2527 "			26	" " 100 " 2600
A 31 & A 32			2	" " 1 " 2
A 414			1	" " 25 " 25
A 418			1	" " 1 " 1
(in name of Mrs Langston) L 2185 to 2218 incl			4	" " 25 " 100
(in name of) A 3665			1	" " 59 " 59
Total shares				20387

November 1st, 1917.

Mr. Jno. P. Carey,
c/o Stewart-Carey Glass Company,
Indianapolis, Indiana.

Dear Sir :

I hereby subscribe Ten Thousand Dollars (\$10,000) worth of Union Carbide and Carbon stock to your Y. M. C. A. Fund.

The Prest-O-Lite Company have recently sent in all of their stock in exchange for Union Carbide and Carbon stock on a basis of two shares of Prest-O-Lite for one of Union Carbide and Carbon. It will be some little time before this stock is issued. The stock at the present time is selling on the market in New York at about fifty-five cents, and this stock will pay a dividend of a dollar per share on the first of January. The stock should easily have a value, according to the earnings and dividends of the Company, of from seventy-five to a dollar a share.

Very truly yours,

CGF:R

J. F. WILD, PRESIDENT
T. B. LAYCOCK, } VICE-PRESIDENTS
J. W. LILLY, }

H. C. ATKINS, TREASURER
J. M. GODEN, RECORDING SECRETARY
A. H. GODARD, GENERAL SECRETARY

Young Men's Christian Association
OF INDIANAPOLIS, INDIANA

OFFICE OF THE
GENERAL SECRETARY

CENTRAL DEPARTMENT
NEW YORK AND ILLINOIS STS.

Nov. 10, 1917.

Mr. C. G. Fisher,
Fisher Automobile Co.,
City.

Dear Mr. Fisher:-

This is to acknowledge the receipt of your letter addressed to Mr. J N Carey in which you make a contribution of stock to the value of \$10,000 to the Young Men's Christian Association War Fund.

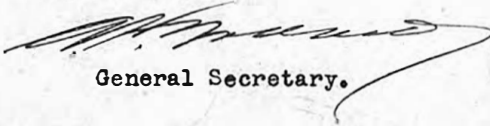
Mr. Carey has written you with reference to the interpretation of your meaning and I presume you will reply to him so that we may show it next week.

We want you to know how thoroughly we value your cooperation in this matter and I express to you the unbounded thanks of the Executive Committee of the War Fund for your splendid assistance.

We shall hope to be able to turn these bonds into cash immediately to the amount of \$10,000.

I am, with consideration,

Very truly yours,


General Secretary.

November 16th, 1917.

Mr. A. H. Godard, Gen. Secty.,
Young Mens' Christian Ass'n.,
Indianapolis, Indiana.

Dear Mr. Godard :

Replying to yours of the 10th : I will be very glad to make a contribution of ten thousand dollars worth of Union Carbide & Carbon stock to the Y. M. C. A. War Fund, at a price of sixty dollars per share, which was, as I remember it, the price at which this stock was invoiced to me. Under no circumstances would I agree to immediately sell the stock. Stocks are hammering down now on all sides, and the immediate sale of this ten thousand dollars worth would only mean that much more of a downward trend to Union Carbide & Carbon Corporation stock. I will be very glad to give you this stock with the idea that it cannot be sold or placed on the market for less than a year - and in doing this, I am satisfied in my own mind at least that the stock in less than a year will net your company considerably more than the value at which I am turning it over to you.

I am quite willing to make sacrifices to assist the War Fund and the War, and I believe I will make as many sacrifices in this case as any of your contributors, and I believe that the conditions I wish to attach to this subscription should meet with your entire approval.

It might be well to say that in the meantime if this stock advances to \$70 or \$75 a share, I would be willing then for you to sell it, and I am in hopes that it will advance to this figure within a year. Certainly the earnings of these various companies will make it worth that amount.

Kindly let me hear from you.

Yours very truly,

OCF:R

May 31st, 1918.

Mr. A. H. Godard, Gen. Secty.,
Young Mens' Christian Assn.,
Indianapolis, Indiana.

Dear Sir :

Mr. Fisher has asked me to hand you certificate for one hundred (100) shares of stock in Union Carbide and Carbon Corporation, which at sixty (\$60) dollars per share amounts to \$6000.00, to apply on his contribution of \$10,000.00 of said stock at sixty dollars per share. The balance of his subscription, sixty-six and two-thirds (66-2/3) shares, will be forwarded you just as soon as the certificate for said fractional amount is received.

It is the understanding that in the acceptance of this stock you agree not to sell on the market at a price under seventy (\$70) dollars per share.

Kindly acknowledge receipt and oblige, -

Yours very truly,

FVa:D:R

Secretary to Mr. Fisher.



Aviation

DETROIT, MICH., U.S.A.

Dict. Sept. 19, 1919
Sept. 20, 1919

JGV:JKM

Mr. Carl G. Fisher,
Indianapolis Motor Speedway,
Indianapolis, Inda.

My dear Mr. Fisher:

You spoke to me the other day over the 'phone about landing fields between Indianapolis and Miami.

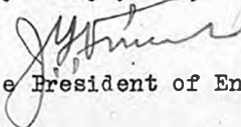
If our plans carry out as we expect, we will have a Packard plane in regular service within two weeks, and I have no doubt that we can arrange to fly down to Miami, providing you get the Fields lined up.

What we would require would, of course, be a general map showing the route from Indianapolis to Miami, with all landing fields spotted, and the approximate distances. We should also have enlarged maps showing each flying field and the immediate territory. Too, we should have some notes regarding each landing field, as to the character of the surface, etc. It would also be desirable to know how to wire each place, in order that we might have supplies awaiting us.

If you want any more detail information regarding this matter, I would suggest that you call up Mr. Moscovics and have him send Frank Hanley over to your office, as he is one of my old pilots and knows just what is required for a trip of this kind.

I should be glad to have you keep me posted as to your progress.

Very truly yours,


Vice President of Engr.

*Remember
Sleepers to
Miami*

October 10th, 1919.

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

Dear Mr. Vincent :

As soon as you get your Packard plane in service, why not telephone me and fly down here some day, and let me talk over with you plans for the fields South : also I would like to see the new plane.

I have been promised two planes by the Curtiss Company to go on this trip - and if we can get the actual promise of five or six planes to take this initial flight, we can get the fields completed this season - but most of these Chamber of Commerce managers figure that there is no possible hurry., It is hard to speed them up unless they are given a definite date on which the field must be prepared - and I can't make this definite date unless I have a bunch of flyers to go over the route. I can get a lot of fields finished and ready for use by the middle or latter part of November, if we could only guarantee that at a given date machines would start and go on thru to Miami.

Yours very truly,

GGF:R



Office of the President
and General Manager

DETROIT, MICH., U.S.A. September 25, 1919.

Presto-Lite

Mr. Carl G. Fisher,
Indianapolis, Indiana.

My dear Mr. Fisher:-

Yours of the twentieth came to hand. I wish I had had it earlier, because Mr. Wilson-Lawrenson came about a week ago, and I am not by any means sure that he had gotten as far as he would have liked.

I had never heard of him but as he telegraphed from New York for a special interview I fixed a date and he came in but I felt no particular personal interest in him because I knew you had sold out Presto-lite and was under the impression you were no longer interested. Mr. Lawrenson told me the object of his visit was to find out from me why we were using Presto batteries on trucks and not on cars. I told him I did not know why, but that he should have no trouble whatsoever in getting any information regarding the reason from Mr. Hunt, or Mr. Church, or Mr. Vincent for that matter. I felt, to be perfectly honest, that he was imposing a little bit on me in trying to get me to do work for him which was his business to do, and to which the avenues were entirely open. Had I known you were interested I should have been at greater pains to serve him.

As a matter of fact, I do not know why Presto batteries are used on trucks and not on cars. There is probably a good size story behind the whole situation, - there always is. I advise with the Engineering Department regarding such matters, but rarely, if ever, dictate. If there is anything you personally want to know about the situation I will be glad to look into it.

Very sincerely,

Shaw Macanley
President.

AM-W.

B

September 29, 1919.

Mr. Alvan Macauley,
Packard Motor Car Company,
Detroit, Michigan.

My dear Mr. Macauley,

I have yours of September 25th.

The new managers of the Prest-O-Lite are stewing around with some new salesmen and are really making a good many different messes of the selling proposition just as they did in this particular case with you.

I have no particular interest in the matter. While I am still a stock holder in the Union Carbide & Carbon Corporation, I would not allow that to influence me in giving Lawrenson or anyone else connected with the company another letter.

As a matter of fact I think the reason Prest-O-Lite batteries are not on the pleasure cars is that the trade has been split between the Prest-O-Lite Company and some other Battery Company and as far as I am concerned I think it is good business for Packard Company to have two sources of supply. I would do the same thing if I was the purchasing agent for the Packard Company and if Lawrenson had had keen business sense he would have known the reason, or at least had a good idea of it before he attempted to see you.

I supposed when Carney asked for a letter to you that they probably had a big business proposition to put up to you that might mean a big saving to the Packard Company or that might be really interesting and I did not have the slightest idea that Lawrenson only wanted to kill three or four days in running to Detroit and ask you why you do not use Prest-O-Lite batteries on pleasure cars.

I appreciate your interest in the matter on my account and hope to see you again this winter at Miami.

Very truly yours,

Prest-O-Lite Battery

"a size for every car"

SERVICE STATION NO. 2638

Brown & Co.

The Prest-O-Lite Co., inc.

Battery Sales Department

CABLE ADDRESS
"PRESTOLITE"



FILE NO.

ADDRESS REPLY TO
NEW YORK OFFICE

FACTORY - INDIANAPOLIS, INDIANA

GENERAL OFFICES - 30 E. 42D ST., NEW YORK, N.Y.

Minneapolis, Minn., 11/17/1919.

Mr. Carl G. Fisher,

Miami, Fla.

Dear Mr. Fisher:

No doubt you will be interested in knowing the fate of the local Speedway. From the clipping attached it might be presumed that next year it will produce a fine crop of pumpkins.

Am firmly convinced that had the initial meet been properly conducted and had more popular prices been resorted to, the venture would have been successful. Boxing contests, foot-ball games, the State Fair and the annual Automobile Show draw big crowds. The Northwest is starving for excitement.

Charles Hookwalter of Indianapolis visited here during American Legion Convention. Mentioned Mr. Allison's and your new racing boats. Hope's hoping that you can cover him with foam - not the 7% kind.

Very truly yours,



THE OLDEST SERVICE TO AUTOMOBILE OWNERS IN AMERICA

Milwaukee, Wis., April 29, 1921.

Dear Carl:-

I have just read in a Milwaukee paper of the wonderful things you are accomplishing and the big success and happiness you have gained through life.

My thoughts run back to the time in 1904 when you and Allison came to see me in Dayton about the little old acetylene light tank. Had I only allowed my mind to keep in accord with yours my present lot might have been different. I might have been comfortable now, even rich perhaps, as no doubt, many of your more recent associates have become. I have had many original plans and devices, but no one to put them over to success.

You may know that I was one of the first to volunteer for officers' training in 1917, and received appointment as Captain in Gas Warfare Ordnance, served, and am still in the Officers' Reserve.

I have pep, strength, and originality. I know I could fit in somewhere in your organization. Could you change the words somewhat in that rather depressing poem "Opportunity", and say that Opportunity may knock more than once at a man's door.

When it is the wish of a big and generous friend, I will be glad to hear from you. Presume you will, no doubt, be coming north soon.

Your old Associate,



May 9th, 1921.

Mr. P. C. Avery,
Pressed Steel Tank Company,
Milwaukee, Wisconsin.

My dear Avery :

I have yours of the 29th : There isn't a chance that I can do anything for you because I haven't confidence in you. You destroyed that confidence a long time ago. You must realize now that the Prest-O-Lite Co. lost a great many million dollars as a result of lack of your co-operation - and I just cannot find it within myself to feel that I have anything you could handle at this time.

Some of these days, however, something might turn up that I could turn over to you to attend to yourself, and should that time come, I will take the matter up with you. Just now I am out of all mechanical work ; am only interested in real estate development.

Yours very truly,

CGF:R

The Prest-O-Lite Co., Inc.

CARBIDE & CARBON BUILDING, NEW YORK - INDIANAPOLIS, INDIANA
PREST-O-LITE DISSOLVED ACETYLENE
PREST-O-LITE STORAGE BATTERY
PRESSED SPUN AND DRAWN STEEL SHAPES

INDIANAPOLIS

Feb. 17th. 1922.

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

Dear Sir:-

Your letter of February 14th. enclosing check for fifty (\$50.00) dollars, is hereby acknowledged.

Kindly accept our thanks for this remittance and oblige,

Yours very truly,

THE PREST-O-LITE COMPANY INC.,
MANUFACTURING OFFICE.

Mr. J.O. Merckling.
hs.

Mr. Fisher Thru
this letter in waste basket

JOHN C. BANKETT

EDITOR
THE INDIANAPOLIS WORLD

152 EAST COURT STREET
INDIANAPOLIS, IND.

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Address all communications to
"The Indianapolis World"
134 EAST WASHINGTON STREET
A. E. MANNING, PUBLISHER AND OWNER
152 West Court St.

Prest-O-Lite

The Indianapolis World

A Weekly Newspaper Published Every Saturday

(FOUNDED 1886)

Indianapolis, Ind.

May 31, 1927

My dear Mr. Fisher:

In obedience to your request I am writing you in regards to the part that I played some 22 years ago in establishing the sale of the Prest-O-Lite gas tank.

You will recall that William Hartley was your Chicago Representative and you will also remember the hard task confronting him in the selling of this article. After several weeks of hardships, Mr. Hartley informed me that he did not believe the tank could be sold because all men regarded it as dangerous and the trade was fighting the tank for the same reason. I waived all that aside and told Mr. Hartley that a man with the personality and spunk who could reach the big men could place that tank upon the market, knowing that if the truly powerful men were to risk their lives with the tank, if risk there was, all others would follow suit. You may or may not have heard that the first tank I sold was to Mr. Franklin Ames of Marshall Field & Company, and within ten days had reached his circle of friends and associates, which forced the trade to accept the tank. Mr. Hartley and I came to an understanding that I was to have one-half interest in his contract. This was verbal. Shortly after that, need of money forced us for the sake of credit to take into partnership, Mr. Ludwig Wolfe. Mr. Wolfe never understood the agreement between Mr. Hartley and myself. By the time of Mr. Hartley's death, the tank was an established thing in Chicago. I have never drawn any moneys other than daily expense and when the business was turned over to Mr. Wolfe I was a pretty hard hit man.

I wrote a letter to the Company here to which I never received a reply, and I can understand why not, as the Company never knew me in the transaction.

A few months ago, Mr. Tom Hay's father who is a practising Lawyer here in Indianapolis was reviewing with me the rise of yourself and associates and his son, and among the things he said was that his son Tom had told him that a young negro had done more to further the selling of that tank than any man of his knowledge and he often wondered who he was.

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Page 2.

I informed Mr. Hay of my connection. Upon learning that, he suggested that I get in touch with you, telling me things that I know to be so that you have done much for all men who have contributed to the least to your success in any way, and upon the day of the Races when I beheld that great event and realized that the basis of all rested upon the Prest-O-Lite tank and your wonderful enthusiasm and forethought, I thought to myself, "Johnnie, you have a part in it too".

Do not take anything that I have said as a threat of lawsuit, I have no grounds nor an inclination. You never knew my part in this, but following the suggestion of Mr. Hay, I thought that possibly you would care to show an appreciation of an effort in your behalf by which I have never profited.

Thanking you again for your contribution to the colored Y. W. C. A. Hoping to hear from you, I am

Respectfully yours,

John B. Bankett

Presto Lite
"So far as I can discover at this moment - and I am now fifty-three years old - the only thing I got out of my eight years in school that has been of any value to me, was learning to read, write and cipher." I believe there is not a college in the world that can take the mediocre mind and make a brilliant or practical mind of it. I believe that there are only a small number of minds per thousand people of high average. I did not learn to speak English in school, but by conversing with educated people and reading good books." - Allison.

"I presume of the high priced employees or those drawing over common wages, educated through schools would not exceed three in one hundred. The manager of our company for a great many years - doing a business of six million dollars annually - was formerly a piccolo player with Ringling Bros. circus." - Fisher

"Neither my partner or myself ever antagonized a man who told us we didn't have a damed bit of sense, or didn't know what we were talking about. We always upheld the employees ideas and theories - even though we didn't believe in them. We would then call them ~~all~~ together and let them argue the question through to the satisfaction of everyone, and would not permit them "bite-back." - A.

" SERVICE TO CUSTOMERS - In the evening at eleven-thirty we would go to the postoffice and pick up the orders that were mailed to us as late as four o'clock in the afternoon from such cities as Stl. Louis, Terre Haute, Cincinnati, Dayton and other places within two hundred miles, and fill orders that night. For sometime the customers couldn't understand when they mailed an order in the late afternoon how their goods could be on their steps the next morning." A.

"TAKING THE GAFF - In our experience in compressed acetyline business we were notified one afternoon about three o'clock by all the local agents of the express companies that they had received orders from headquarters to accept no more shipments of gas cylinders, as they were considered very hazardous and liable to blow up express companies. wreck trains and cause loss of hundreds of lives. One express agent through personal friendship and feeling that the order was ill-advised through bad advice volunteered to accept the shipments up to midnight pf t,jat day. In spite of the fact that the company had advice of several thousand cylinders on an order for shipment for new sales with a profit on each cylinder of several dollars, we felt our duty was to those who had formerly purchased from us and we immediately crated all the cylinders we had ready for shipment and forwarded them by express to our agents who could be reached by the friendly companies. Useless to say, many of our representatives were very much surprised to have express loads of ~~un~~ordered cylinders backed up to their doors the next morning. One of the ~~officials~~ officials of the company that same afternoon took the ~~main~~ train to New York to talk the matter over with the heads of the different express companies. As a little bit of luck - the President of one of the express companies was a graduate and his son at that time was Principal of one of the best known colleges in United States; fortunately this college had presented a medal of honor to the inventor of the we were using. All statements from representatives all over United States had no effect until this evidence was touched upon; within five minutes after this was --- brought out, the president of this particular express company telephoned the other two presidents

saying that he was ~~not~~ convinced they were wrong and was willing to accept shipments if they were. Business sagacity suggested to the other two presidents that the willing company would get all the business unless they co-operated, and within ten minutes of that time telegrams were sent ~~that~~ to all local agents to accept shipments as usual." A.