

**Milton,
Thomas W. I**

November 24th, 1922.

My dear Tom:

I have yours of the 20th. Why in the devil don't you come down here in January and not February? We can take care of you in January, and it is a better month to play golf or do anything else, and we can get you in the hotels. Society people from the North pile in here in February and pile out the middle of March. However, I will take care of you some way or other -- you may have to sleep in a garage, but I will take care of you -- certainly we can give you enough to eat.

And right now, Tom, I want to give you a tip. Get out of the automobile business, and get two or three fellows together with you and come down here and build a hotel. A hotel will repay in ten years its cost in the ground value that goes with a hotel site, and in the mean time it will earn twenty to twenty-five per cent. -- and you only have to work three months in the year.

We need twenty hotels here at the Beach. We are going to turn away more than one million dollars worth of business this season. Last year the Flamingo on 150 rooms earned \$123,000. net, and the year before it earned \$122,000. The Lincoln with 66 rooms, earned \$43,000. last year and is going to earn \$50,000. this year. The Lincoln opened up the 5th of this month on a paying basis.

The season is getting longer here and it is going to be the greatest place in the United States for hotels. We can make more here than any Chicago hotel can make, and they work twelve months in the year, while we work four.

Yours,

Mr. Thomas J. Hay,
2519 Michigan Avenue,
Chicago.

CGP-MEC

Milton

October 28, 1926

Mr. Geo. LeBoutillier
V. Pres. Long Island Ry.
Penna. Station, N. Y.

Dear Mr. LeBoutillier:

I was very sorry to hear of the mixup of the lot you bought at Montauk. Some time ago Mr. Tommy Milton selected these lots, had them marked off on the map, paid \$10,000 into the Company for stock, sold his racing cars, made a special trip to California to dispose of some property and came here to invest his money in Montauk lots and buildings. He has an architect working on plans now and I have already agreed to building my temporary house on one of his lots, and then when I build opposite the Lake, I agreed to turn my house over for sale.

It would be a hardship for Mr. Milton to make a change at this time, and as we have other locations equally as good, we want to locate you as quickly as possible on some of the remaining desirable spots. Personally I prefer the eastern side of the Lake and I have sold eight of these choice sites. We have, of course, four or five hundred choice sites on either side of the Lake, but I am particularly interested in the highest spots.

We cannot live on the Eastern side of the Lake until next fall, as it is quite expensive to get water and roads and telephone and lights over that territory for the next nine months. If you do not expect to build for the next twelve months, you could select some wonderful spots on either. If you expect to build next summer, the Western side will be best adapted for your needs. However, it occurred to me that you might want to build this summer or rather next summer on the Western side of the Lake. If you want to build on the Eastern side, I would suggest that you select a piece of property on that side and have it put away for you.

We have no doubt, but that we will have a continual demand for houses on either side of the Lake this coming season and especially two years from now.

After your kindness to us, I certainly want to co-operate with you to the limit, but I am sure you would not want us to get Mr. Milton in any trouble or difficulties after the plans he has made to get these lots.

October 28, 1926

Expect to leave here about the sixth or eighth for the South,

Just a little memo for your information: Without any effort on our part, or advertising, we have sold more property at Montauk in sixty days than we sold at Miami Beach the first six months of our developing work there.

Very truly yours,

CGF:JD

MONTAUK BEACH DEVELOPMENT CORPORATION

MEMO. TO CARL G. FISHER

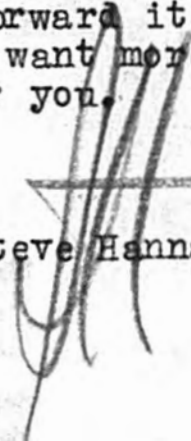
DATE July 20th, 1927.

FROM Steve Hannagan

SUBJECT _____

Milton

Enclosed are pictures of Lindberg and Milton, showing the similarity you see in their facial expressions. I am getting another picture of Lindberg which I believe will please you even better and will forward it to you as soon as it is received by me. If you want more copies of these pictures, I can get them for you.


Steve Hannagan

SH/FT
Encls.

*Book a good one
Tommy Milton*

Lindbergh's Smile of Triumph



Underwood &
Underwood

Photograph of Capt. Charles Lindbergh, hero of the nonstop flight to Paris, with the boyish smile that wreathed his face at the completion of his great feat.

*Walter
Tom*

*Book a good one
Tommy Milton*

Lindbergh's Smile of Triumph



Underwood &
Underwood

Photograph of Capt. Charles Lindbergh, hero of the nonstop flight from
Stockholm to Paris, with the boyish smile that wreathed his face at the completion of
his great feat.

Steve Hannagan.

July 30, 1927.

Mr. Fisher.

Lindberg-Milton picture

I have had framed the photos of Lindberg and Tommy Milton. I want some pictures here at this office and at Montauk Manor in several of the suites, also at Miami Beach and in all our hotels at Miami Beach. It will probably take fifty pictures framed like this one which I have on the Shadow K.

I would like to label these, I think (subject to correction)

"Tommy Milton, Greatest Automobile Driver in the world up to 1927.

Lindberg, greatest Air Pilot in the world up to 1927.

Note the resemblance in features of these men of high speed."

Or it may be better to label them:

"Tommy Milton, who is the champion driver of high speed automobiles;

Colonel Lindberg, who is the champion long distance airplane pilot;

Note the resemblance."

In fact, some little time must be given to work out the wording for these pictures. Suppose you write Dan and Governor Cox and two or three other people who have some ideas on this subject and get their reflections. Also I would send a photo to Lindberg and ask him if he has any objection. If he has any objection to our doing this for the pleasure of our guests, we, of course, will cancel same at once. This will not, however, stop us from putting Mr. Milton's picture in all our hotels and offices, but I believe Colonel Lindberg will be agreeable to this compliment we are trying to pay him.

We have also asked Lindberg to be our chief pace maker next season at Indianapolis. I am not at all sure he will accept but I have taken this matter up with Rickenbacker to write Lindberg direct as Lindberg and Rickenbacker are well acquainted in the air service.

CGF:T

MONTAUK BEACH DEVELOPMENT CORPORATION

MONTAUK, LONG ISLAND

August 11, 1927.

John Oliver LaGorce, Esq.,
National Geographic Magazine,
Washington, D.C.

My dear Mr. LaGorce:

Mr. Carl G. Fisher, noting the striking resemblance in photographs between Tommy Milton, retired automobile racing champion, and Col. Charles A. Lindbergh, who was the first man to fly across the Atlantic, alone, has instructed me to have framed several copies of these pictures with an appropriate caption beneath.

He has asked me to call upon you for suggestions as to the wording of the caption.

He suggests either, "Tommy Milton, greatest automobile driver in the world up to 1927. Lindbergh, greatest air pilot in the world up to 1927. Note the resemblance in features of these men of high speed", or "Tommy Milton, who is the champion driver of high speed automobiles; Colonel Lindbergh, who is the champion long distance airplane pilot; Note the resemblance."

I suggest, "DOES HIGH SPEED MOULD FEATURES TO FIT ITS FRAME?" as a caption beneath both pictures and beneath the flyer's features, "Colonel Charles A. Lindbergh, daring aviator, who, unaccompanied, was the first pilot to fly an airplane across the Atlantic Ocean" and beneath Milton's likeness, "Tommy Milton, retired International Automobile Racing Champion, the first man to travel more than 150 miles an hour on four wheels."

What do you suggest?

OKC
Sincerely,
Steve ✓ Kawaguchi

SJH/ELL

Excellent for



N. MERIDIAN ST. & BOULEVARD
TELEPHONE-RANDOLPH 4800



The Marrott Apartment Hotel

GEO. J. MAROTT
PRESIDENT

INDIANAPOLIS,
IND.

T. Milton

June 19th., 1929.

192

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

My dear Skipper:

Since one or two days will make no difference to me I have decided the better way is for me to write you a letter. I am enclosing a promisory note for the twenty five hundred that you have very kindly offered to loan me. I have made the note for one year with the thought that it may be difficult to pay it before that time, however, I expect to repay you long before that time.

I have seventy five hundred cash on hand which will be almost used up in purchasing three outfits. I got the idea yesterday that it would be good judgement for me to go into S. Calif., with a Hudson, Studebaker and Buick so as to secure the cooperation of all three of these important dealers plus the additional advantage of having a more complete line for display. I have no way of knowing how soon this account will produce any actual revenue so I am very happy to have the twenty five hundred from you.

When I left Calif., to go with you I had a very fine relationship with my bank but I have been away three years and apart from normal shrinkage in assets I cut them in two last January when I effected a property settlement with Mrs. Milton. I have not the slightest doubt that I will be able to make very satisfactory arrangements with my bank if I can secure any business but I consider it would be very bad judgement to have to call on them before I get under way. If I can with my own resources

*Note sent to Mr Paul
Kunschik at Miami Beach*





N. MERIDIAN ST. & BOULEVARD
TELEPHONE-RANDOLPH 4800

The Marrott Apartment Hotel



GEO. J. MAROTT
PRESIDENT

INDIANAPOLIS,
IND.

Page two.

and the money you are loaning me get under way I think I will occupy a much more substantial position with the bank. I sold the one remaining racing car I had yesterday for three thousand dollars but do not get the money until September 15th. With racing cars a drug on the market at this time I consider I made a good sale. I also sold my Victrola for eight hundred dollars which I will get in sixty days. I have a passenger car which I can sell for five thousand dollars when I have had it refinished so that if the Aerocar business is not too slow I feel I will make the grade alright. Cliff Durant has agreed to go into the deal with me fifty fifty but if I can manage it I would rather go it alone.

You know me well enough to know that I am more or less a "hot and cold" individual but finally I have got my enthusiasm up and apparently it is going to stay put. I am really quite optimistic about the Aerocar.

With kind personal regards, I am,

Sincerely,

Tommy Milton
Tommy Milton.





N. MERIDIAN ST. & BOULEVARD
TELEPHONE-RANDOLPH 4800



The Marrott

Apartment Hotel

GEO. J. MAROTT
PRESIDENT

INDIANAPOLIS,
IND.

192

P. S.

Please deposit the twenty five hundred dollars at the head office of the Chase National Bank, New York City, for my credit. Their address until recently was 57 Broadway. They have moved into new quarters which I understand are very near their old address. Thank you.

T.M.



June 25, 1929.

Mr. Thomas W. Milton,
Marott Hotel,
Indianapolis.

Dear Tommy:

I have yours of the 19th. We have already deposited to your account in the Chase National the \$2,500. You are the only man in the United States that could borrow \$2,500 from me right now unless he was dying or going to be hung or something like that.

I am glad you finally decided to go into a legitimate business. If you will devote yourself with your brains and ability to some legitimate business for the next few years you will be o.k. Personally, I consider you have wasted the last five or six years of your life fooling with racing cars. However, you are damned lucky you are alive and have your health; that is the main point.

Drop me a note once in a while and tell me what you run into.

Yours,

CGF:T

May 3, 1930.

Mr. Thomas W. Milton,
Fort Shelby Hotel,
Detroit, Michigan.

Dear Tommy:

I have instructed Bob today to get out a memorandum for \$5,000.00 of Montauk stock for you as a gift.

As you undoubtedly know, there is no "water" in Montauk stock. This stock cost one hundred cents on the dollar and when it commences to make good it should make very good.

I do this in appreciation of assistance that you have given in the past.

Very truly yours,

GGF:T

PS. Stock certificate will be mailed you from Montauk next week.



HOTEL FORT SHELBY

J. E. FRAWLEY, MANAGER

NINE HUNDRED ROOMS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

May 11th., 1930.

Mr. Carl G. Fisher,
Montauk Beach,
Long Island, New York.

My dear "Skip";

My trip here was quite speedy but also quite uneventful. Since my arrival I have been so very busy at the factory that I have not found time to write you nor have I yet been able to see Mr. Everitt. I went out to the Aerocar plant Saturday afternoon and looked the place over, again, but Mr. Everitt was not there. He has been out of the city for some days but is now back and I will try to arrange my work so as to see him tomorrow. When I have talked with him I will write you what I think of his set-up.

I have seen Van Ranst several times and have informed him that he is going to work nights with me on the design of an Aerocar. He has agreed to do this and I am sure that if we are actually able to get into this thing we can develop something worth while. I am wiring Wheeler to forward blue prints of the latest cars constructed at Opa-Locka.

For your information, the ghost has walked at Packard. Mr. Macauley has not inclined to pessimism regarding the business conditions of the country until quite recently. He in common with many others held to the opinion that April would see everything in good order again but April has passed and so has the illusion. Convinced that Uncle Sam is a sick man and will require time in which to recuperate he is ordering his house accordingly.

Since last October the shop has been working only four days a week whereas the executives have been drawing full pay. He has ordered that all unnecessary employees be dismissed, that executives accept a cut and that shop and administration departments, with lessened forces, will work five days a week.

It has always been my opinion that if any employees were to be let out that yours truly would be number one so I felt very good and quite complimented when Colonel Vincent, in explaining



HOTEL FORT SHELBY

J. E. FRAWLEY, MANAGER

NINE HUNDRED ROOMS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

Page two.

the new order, informed me that it would be impossible for him to keep me on as a consultant but that, if I were willing to do so, he would be glad to have me come into the factory on full time at my present salary. Considering that some of the engineering department will be dismissed I feel that I have reason to feel complimented.

This brings me to the real point of this letter. You talked with me about working for you. When you were not serious you mentioned salary and when I believe you were serious you said nothing about salary. I should like to know whether you still feel that I could be of value to you and if so at what salary you are interested in employing me. I should also like to know whether I am to work for you personally or for one, or all, of your companies and who is to be my boss. These matters are of interest to me only as they relate to my ability to DELIVER.

A year ago I could have, and would willingly have, gone with you as a trial horse. Today I am unable for financial reasons to do this. I have to choose between my present employment, in which field, my identification, (racing advertising) training and experience give me a sort of special ability and going into a field about which I know practically nothing- with the exception of your Trieber and Aerocar interests- with no qualification for success other than, perhaps, good common sense and a little jack-ass philosophy.

Remaining with Packard I believe I will succeed. If in working for you I may look forward to your personal direction of my efforts, I believe I could succeed but if working for you means being placed under the direction of your other hirelings it is unattractive.

In person you refuse to submit to compliments but if you read this far you must learn that I have enjoyed so thoroughly and value so highly the personal relationship that has existed between us that I would not willingly enter into a business relationship, at any price, that would jeopardize the personal one. That you will not infer I am issuing a lot of boloney let me add that I honestly believe that so far as money is concerned I am better off as your friend than as your employee. On the



HOTEL FORT SHELBY

J. E. FRAWLEY, MANAGER

NINE HUNDRED ROOMS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

Page three.

other hand I have learned more business from you than from any body else I have known and there is plenty more that you can teach me if you are disposed to make the effort.

From these ramblings you will observe that I am seeking, more than anything else, your counsel as my friend rather than information from a prospective employer. I would not write this kind of letter to the latter. Give me credit for that.

I told Vincent that I am considering working for you and asked for a few days to make a decision which he extended but I am sure that he is anxious to know what I am going to do as soon as possible so please drop me a line at your earliest convenience.

With kindest regards, I am,

Sincerely yours,

May 28, 1930.

Mr. Thomas W. Milton,
Fort Shelby Hotel,
Detroit, Michigan.

Dear Mr. Milton:

I am enclosing Voting Trust Certificate No. 19, representing 500 shares of Montauk Beach Development Corporation stock, together with a letter stating the conditions on which the stock is being issued to you.

Will you kindly sign the original copy of letter and the small receipt attached, returning both to this office?

Very truly yours,

T

Secretary to Mr. Fisher.



INDIANAPOLIS ATHLETIC CLUB

INDIANAPOLIS

June 1st., 1930.

Mr. Carl G. Fisher,
Montauk Beach,
Long Island, New York.

My dear "Skip";

Your letter of May 21st., is before me. I shall try to cover the points you have discussed.

The business in California is not yet self-sustaining and if I were to become dependent upon it for my living also we might easily get into a difficult situation. It seems much better to me that I, for the present, do what I can to create some income. You have been most generous but we do not want to have to lean on you any further. I can go on with Packard and make enough money so I will have a few dollars to spare for the business in an emergency.

With regard to your making me a present of your Observation car let me say that while it is going to be a very great help to have the use of this money for the present I shall not consider it a gift until I am willing to admit that I cannot make enough money to repay you.

Having decided to remain with Packard I have been very busy with Colonel Vincent since I last talked with you. He asked me to go to French Lick with him and also here to the races. During this trip I had the opportunity to become very much better acquainted with him. He is a fine fellow and also has been very good to me.

Van Ranst and I have some ideas in mind that may make us some real money. Van has a wonderful amount of originality but not much business ability. I will not go into this further until I have more definite news.

Since talking with you I have had no time to see Everitt but I will see him as soon as I return to Detroit, which will be in a few days. I did not yet have the photographs of the new cars when I left Detroit but I now have them and if he is interested at all I will get in touch with you in regard to borrowing your car to show them. I am sure you appreciate that we feel it would be of the greatest value to us to have them adopt the new design, however, there is no reason why they should not pay the expense of the trip from Montauk to Detroit and return. I feel they



INDIANAPOLIS ATHLETIC CLUB

INDIANAPOLIS

Page two.

will be happy to do this. In the event they are not and I have the approval of the parent company I will get another company to manufacture cars of the new design.

If I have not already thanked you for the stock of the Montauk Corporation I want you to know how greatly I appreciate your generosity. Your gifts cause me some uneasiness and I may say, in all truthfulness, that it is the generosity of your time that I appreciate most. Your advice and counsel I have always valued very highly and always shall and I shall try to merit your consideration. If you will give me this I will be able to make some money for myself.

I will return to Detroit in a day or two and will let you know what success I have with Everitt.

With kindest regards, I am,

Sincerely,

Loumy

THE CARL G. FISHER PROPERTIES

M. H. W.

MEMO TO Mr. Carl G. Fisher

DATE June 25, 1930

FROM Paul Kunschik

SUBJECT _____

Under date of June 20, 1929 you loaned to Thomas W. Milton the sum of \$2,500.00 for which he gave his note bearing interest at 7%. The note is now past due. Please advise whether we shall make an effort at this office to collect the note or whether you will have same attended to at your office.

PK:MKH

Paul Kunschik
PAUL KUNSCHIK

MEMORANDUM

FROM MR. FISHER

DATE June 28, 1930

TO Mr. Paul Kunschik.

SUBJECT

Make no effort to collect the Tommy Milton note
at this time.

CGF:T

RECEIVED
U.S. DEPARTMENT OF JUSTICE

RECORDED

EX-100
MILTON



HOTEL FORT SHELBY

J. E. FRAWLEY, MANAGER

NINE HUNDRED ROOMS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

August 4th., 1930.

My dear "Skipper";

Since my last brief visit I have wanted to write you but I have withheld writing from week to week hoping that I would have some good news to write about rather than have to tell you that everything looks a bit dark.

First of all the aerocar business has been lousy. One car in May and one car in June and that is about the way it has been going for many months. It costs us \$1000 a month to operate so you can see where we are getting. About a month ago I wrote Homer that he had better start casting around for a buyer for our business or start to sell off the inventory with the idea that we would work out of the business as fast as we could for we have not the capital to see it through. Business generally is lousy and I believe that is most of our trouble just now but we cannot get our operating expense lower and so despite the fact that we believe we have gone through the worst of it we are confronted with the necessity of getting out of business.

Homer wrote me a couple of weeks ago that he had uncovered a man by the name of Small that was really interested in forming a company to take over our business. Homer has been negotiating with him since then and we have arrived, I think, at a plan that is workable and reasonably fair. The important part to us is that we will get cash for our inventory and \$50,000 stock in the new company. If these new fellows are square shooters and have the ability that Homer thinks they have the stock may be worth something someday. Of course, we lose control of the business, but in our condition, I don't see how we can avoid it. We just have to take the best deal that is offered.

The condition upon which the new deal will go through is that we get a franchise (manufacturing) from the parent co. for three years. I have said that if this is necessary we could get it. I had no right to say this but I believe you will stand back of me in this. I see no reason why the parent company should not want to give them a license for three years if you are convinced that they mean to proceed along sound business lines. The franchise solicited is just for the pacific coast. It appears that these fellows (Small and Graves) mean to raise sufficient money to handle the proposition in a bigger way than we have and I believe it necessary to have more capital than we had to put it over.



HOTEL FORT SHELBY

J. E. FRAWLEY, MANAGER

NINE HUNDRED ROOMS

LAFAYETTE BOULEVARD AT FIRST ST

DETROIT

Page two.

The enclosed letter from Homer indicates what the deal is that these fellows offer. Also you will note that they are considering flying east to have a talk with me and then going on to New York to have a talk with you. If you will consent to see us I think it would be a great help to us. Our greatest security in the new arrangement lies in my friendly relations with you. Homer, undoubtedly, has told them that I have a big "drag" with you and I suspect that these men are anxious to ascertain just what the relationship is. If you felt disposed to tell them that you would be guided largely by my judgement, or that you were planning on making me President of the patent holding company, or something of that sort I believe they would not try to double cross us. I would come on to New York (Montauk) with them if you are disposed to take a part in the transaction. It is easily possible that you might suggest a new and different plan that would be acceptable to them and better for us.

Regarding the steel-tubing car and your observation ~~ear~~ I am sorry to say that we have not been able to move either of these jobs. I instructed Homer to bend every effort to move the tubing car so that you would not have to pay the note for \$2500 which you signed for this job. I told him to move it at any price so as to pay the \$2500 to Cuttiss but they have not been able to do so. Our inventory now amounts to \$20,000 and if this deal goes through we will be able to pay this obligation, at least and perhaps more. I don't know the extent of our operating loss so I don't know what we will have left out of the ~~\$2~~ \$20,000 we will get for our inventory when we have paid our bills. If there is any cash left I will apply it on the \$2500 that I owe you. I am very anxious to discharge some of the obligations to you but unless some such deal goes through I am unable to do a damn thing. The fact is that I am flat as a pancake right now and am hanging on by my eyebrows to the deal Van Ranst and I are working on here. It looks very, very promising and I think we will close a deal this month which will put us on easy street for a while, at least, but at the moment I am in bad shape.

I would appreciate very much your taking the time to look over Homer's letter regarding the Small deal and then letting me know whether it will be agreeable to have me bring these men to Montauk to talk the matter over.

With kindest regards to yourself and Margaret, I am, as always,

Sincerely,

Please excuse many errors. Am in a hurry.



MAYNARD D. SMITH, PRESIDENT
WILLIAM G. MCKAY, SECRETARY



J. E. FRAWLEY, MANAGING DIRECTOR
E. J. BRADWELL, RESIDENT MANAGER

HOTEL FORT SHELBY

NINE HUNDRED ROOMS NINE HUNDRED BATHS
LAFAYETTE BOULEVARD AT FIRST ST.

PETROIT

August 12th., 1930.

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

My dear "Skip";

Thanks for your letter of August 6th. Perhaps I did not make it clear that all I want you to do in the proposed deal is to get into it conversationally. When these men come east I will bring them to Montauk and if you will just talk to us for a while I am sure that is all that will be necessary. I do not want to burden you beyond making some suggestions. We will fight and worry over the details ourselves. The essence, from our standpoint, it seems to me, is to get over the impression that I am solid with the patent holding company. That I believe will insure their going ahead on a reasonably sound square basis.

I am very sorry to learn that Margaret has not been well. Your letter was the first I had ~~had~~ heard of her illness. I hope it is not serious and that she will soon be herself again.

If conditions were somewhat different I would come on to New York at once. Sometimes I think that your courtesy to me is predicated on a desire just to help a poor struggling so-and-so and at other times I think that you really find some pleasure in my society. The fine visits I have had with you have been the most pleasant and also



MEMBER, AMERICAN HOTEL ASSOCIATION



MAYNARD D. SMITH, PRESIDENT
WILLIAM G. MCKAY, SECRETARY

J. E. FRAWLEY, MANAGING DIRECTOR
E. J. BRADWELL, RESIDENT MANAGER



HOTEL FORT SHELBY

NINE HUNDRED ROOMS

NINE HUNDRED BATHS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

Page two.

the most instructive experiences of my young life. No doubt you could not stand me around for long but I think that for a few days at a time you do find me a diversion. The thing that brings this matter to mind is that the tone of your letter convinces me that you are worrying and I think I know why. I would like to spend a week or so down there and if I can arrange to do so you will get a wire that I am on my way.

The deal I am working on here continues to hang fire for no good reason. If it goes over it will be a "pip" and I believe it will go over. In the meantime I cannot leave here. Once we get this over I will be able to leave here on Wednesday and return on Monday morning so that I am hoping to be able to spend two or three week-ends with you, at least, before you go South.

The enclosed contract may or may not be of the slightest interest to you but it is not necessary to read it. If you do or do not read it please tear it up and throw it away. You have always been interested to a degree and perhaps you will be interested in knowing what the hell I am trying to put over here now. The terms as set forth in this instrument are essentially satisfactory to Packard. We have had to make some concessions, not as to amounts but as to the conditions which will entitle us to them. If we get this over we will be on our way to bigger and better places. I need hardly mention



MEMBER, AMERICAN HOTEL ASSOCIATION



MAYNARD D. SMITH, PRESIDENT
WILLIAM G. MCKAY, SECRETARY



J. E. FRAWLEY, MANAGING DIRECTOR
E. J. BRADWELL, RESIDENT MANAGER

HOTEL FORT SHELBY

NINE HUNDRED ROOMS

NINE HUNDRED BATHS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

Page three.

that I want you to treat this matter confidentially. There are some complications in the matter that proceed from mistakes Van made before I went with him. I don't know just how serious they are and we are not in position to find out until we get on a more sound footing. At any rate you will see that I am not monkeying with a narrow gauge proposition. One reason I am anxious to visit you is that I want to tell you all the ins and outs and have your advice. I think you will enjoy hearing about it, too.

Well, Skip keep up the tennis and other activities so the pressure doesn't get too low and everything will be okay. When you have nothing else to do drop me a line.

Please convey my best regards to Margaret.

Sincerely,

Tom Milton



MEMBER, AMERICAN HOTEL ASSOCIATION

August 16, 1930.

Mr. Thomas W. Milton,
FortyShelby Hotel,
Detroit, Michigan.

Dear Tommy:

I am very glad to hear that you have started a ball down the bowling alley which may mean a "ten strike." You are on the right road. I always figured a guy who has as big feet and as big ears as you have could not possibly starve to death where there is anything at all to eat.

I don't know what we are going to do with the Aerocar, and it really does not make a damn bit of difference with me because I have plugged along with it and I have other work to do. I still love my Aerocar and would not give it up for anything I have ever ridden in -- whether it is front wheel drive, tail end drive, side drive, or hot air drive. However, I feel it is due to Glem's interest and the rest to bring the subject up. Coffin will be here in the next few days, probably this afternoon. We will have a short meeting and I am going to ask the rest of them to pick out somebody to do the job. We have a beautiful bus on paper that should be a very good thing, but it is a job I am sure takes somebody else to bother with,

We have had a hell of a time with the Diesel outfit on the 300 H.P. motor. The 450, the 750, and the 250 H.P., in fact, eight different motors have performed very well but this 300 H.P. has been a Jonah; I think mostly on account of poor designing and poor patterns. I have turned over the whole matter to Humpage and he is on the job trying to get it straightened out.

There is a tremendous demand for diesel engines and I think Treiber is one of the best posted engineers in this business; in fact, he is two or three

Mr. Thomas W. Hilton,
August 18, 1930,
Page 2.

years ahead of most other engineers. But like all engineers, he is a poor manufacturer and a very poor business man. If we could only keep him locked up in a cage where he would do all the designing work and submit it to some real engineers to build, then we would be going.

I think the contract you submitted with Packard is very fair to both parties. A certain amount of good faith must accompany all contracts but in this particular case you are dealing with a very high grade and honorable corporation and I cannot see where you are taking any sort of chance in the agreement.

I hope to see you often. By the time you get down, Margaret will be o.k. She is getting better every day.

Charlie Thompson caught an enormous fish yesterday, which is so far unclassified. As near as we can guess, it weighs about 12,000 pounds. It is 25 feet long and has a long straight snout and mouth without teeth but with a most peculiar bunch of apparatus in the mouth that reminds me more or less of a manure spreader. The fish was caught with young John Wanamaker and of course is quite a sensation. There is an enormous crowd there today to look at it.

Charlie, as usual, puts it over everybody in this part of the country. Tell J.C. and McCauleigh and the rest of the folks I will always be glad to see them down here. The "H" is tied up at the dock ready to give you a fishing trip any time. Of course, I must have a day's notice. Today the "H" is out with LeBoutillier and the President of the Southern Pacific; in fact, there are 100 fishing boats out today after big fish -- and I have to stay in the office and grind out letters to catfish and the rest of your ilk. Other work to do, so good bye.

Yours,

CGF:T



HAYNARD D. SMITH, PRESIDENT
WILLIAM G. HIKAY, SECRETARY



J. E. FRAWLEY, MANAGING DIRECTOR
E. J. BRADWELL, RESIDENT MANAGER

HOTEL FORT SHELBY

NINE HUNDRED ROOMS NINE HUNDRED BATHS
LAFAYETTE BOULEVARD AT FIRST ST.
DETROIT

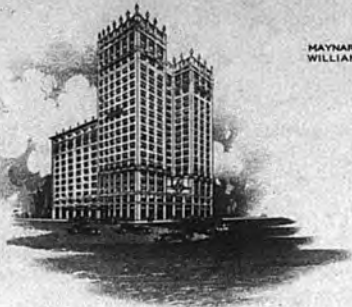
August 21st., 1930.

Your letter reached me yesterday and believe me it did me a lot of good. It has been a long time since you have written me in such a light vein and I hope that it may be taken to indicate that you are feeling more like your old self again. I certainly would like to pay you a short visit and I am going to do so at the first opportunity but just now I must remain here and tend to my knitting. You once said that you enjoyed playing with me and that as a consequence you presumed you would have to get busy and make me some money so I could afford to play with you. I wish to hell you would get busy and do this as I am not getting along so fast myself and I certainly could go for that playing number in a very large way.

Seriously, Skip, I have never been more happy over the future. Always I have believed I have some ability but I could not figure out just where I fitted. The proposition we are working on here is headed down the alley for the well known ten strike just as sure as you are a foot high. I don't know when the seat of my trousers will fall out before we get under way or not but I am happy in the effort we are making and I am absolutely confident as to the future and you know how important it is to be able to look to the future with confidence. I feel that, finally, I am just where I belong and what is equally important I believe that I am doing well the job I am working on. I don't see how the boys here can possibly side-track us or what we have to offer.



MEMBER, AMERICAN HOTEL ASSOCIATION



MAYNARD D. SMITH, PRESIDENT
WILLIAM G. PRKAY, SECRETARY

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HOTEL FORT SHELBY

NINE HUNDRED ROOMS

NINE HUNDRED BATHS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

Page two.

I expect to get the final answer from Packard today but whether they take it or not makes no difference, except as to time. I have already approached several others, and big ones too, and none of them dare tell us that they are not interested. After we do our first job, whether for Packard or whom, we will be in position to make the real money. The second job we do we think will be for the banks and that is where we are going to put the pressure on. I am anxious to talk to you about all this and expect to have the chance quite soon.

How did your aerocar ride after Dave made the alteration I suggested? Perhaps you or he did not think well of my suggestion and did not even try it. What did you find out about the kind of steel Treiber was using in his crankshafts? If you think of it and have a minute to spare, let me know about these two things.

I will convey your message to Vincent and Macauley.

Give my best respects to Margaret. I hope she will recover speedily from here on. She must have been quite sick to be laid up all this time.

Sincerely,

Tom.



MEMBER, AMERICAN HOTEL ASSOCIATION

August 25, 1930.

Mr. Tommy W. Milton,
Fort Shelby Hotel,
Detroit, Michigan.

Dear Tommy:

I have yours of the 21st. I am wishing you a lot of luck with the new job.

I mentioned the quality of steel which you referred to, to Treiber and he has had two crank shafts made of that abdelym or whatever you call it, and one has already broken, so I expect it is some other fault than the crank shaft.

Yours,

CCF:T



MAYNARD D. SMITH, PRESIDENT
WILLIAM O. MCKAY, SECRETARY



J. E. FRAWLEY, MANAGING DIRECTOR
E. J. BRADWELL, RESIDENT MANAGER

HOTEL FORT SHELBY

NINE HUNDRED ROOMS

NINE HUNDRED BATHS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

September 18th, 1930.

My dear "Skip":

Several weeks have passed since I last wrote you and from the way they are slipping by I am afraid that I am not going to make the trip to Montauk that I have been looking forward to. I am much too poor to consider the matter until we get over a deal here and the good Lord alone knows when that will be.

You will recall that I was quite hopeful of closing with Packard. It seemed so sure that I did not approach other manufacturers, thinking the nice way to proceed was to give Packard first option. On the 26th, of last month they finally decided not to take on our proposition. I am enclosing the letters received from Mr. Macauley and Mr. Tibbetts. I think these are very fine letters and I want you to know that I am not chasing rainbows. I think these letters speak for themselves and I must ask that you be good enough to return them to me at once. I am going to make the best use of them that I can in dealing with others.

An interesting part of this situation is that when I got this letter from Macauley I wrote him a note asking for an audience but assuring him that I would not endeavor to re-open his consideration of our proposal. When I saw him I told him I wanted to know why he had declined our proposition, whether I had made any blunders in the presentation and whether he would be interested in an exclusive license. The reason why they did not accept is long and involves many considerations of no interest to you. The answer to the next question pleased me very much. He said that he thought that I had presented the matter exceedingly well and had done a splendid job of selling. A later talk with Vincent confirmed this. Colonel told me that I had made a very favorable impression on Mr. Macauley. My delight proceeds from the fact that the whole matter is quite new to me and I have had so very little selling experience that I was fearful that I would make some bad blunders. The answer to the exclusive arrangement was that they might be interested in such a deal and I have been dickering with them on this basis ever since, however; I have also approached several other companies so if we are not able to make a deal with Packard we will not have wasted any more time.

Since you persuaded me to give up racing, about five years ago, I have felt that I have some ability but I could not make up my mind along what line and then I stumbled into this arrangement and so far as the work is concerned it has been thoroughly enjoyable. I feel that I am fitted for the job I am undertaking and I



MEMBER, AMERICAN HOTEL ASSOCIATION



MAYNARD D. SMITH, PRESIDENT
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NINE HUNDRED BATHS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

Page two.

Think I have done well so far. All the men with whom I have talked about our proposition tell me it can't be done but it can be and we are going to do it. If we can close a deal with Packard or any body else I would like to come down and spend a few days with you. I will get in touch with you when I am able to make the trip as I would like to come at a time when you have not a house full of company.

I think I had better not enclose the letters from Packard at this time as I may need them in a few days. I will show them to you later.

There is no other news of interest at this time. I sincerely hope that both you and Margaret are well and enjoying life.

Sincerely,



MEMBER, AMERICAN HOTEL ASSOCIATION

September 25, 1930.

Mr. Tommy W. Milton,
Hotel Fort Shelby,
Detroit, Michigan.

Dear Tommy:

Your letter of the 18th is very interesting. I am sure you have a selling ability that is o.k., but don't forget one thing -- in selling anything from peanuts to elephants, you must find a man who wants either peanuts or elephants before you have a buyer.

I do hope you will be able to get down some time this fall.

Yours,

CGF:T



MAYNARD D. SMITH, PRESIDENT
WILLIAM G. MCKAY, SECRETARY



J.E. FRAWLEY, MANAGING DIRECTOR
E.J. BRADWELL, RESIDENT MANAGER

HOTEL FORT SHELBY

NINE HUNDRED ROOMS NINE HUNDRED BATHS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

September 24th, 1930.

My dear "Skip":

Your letter reached me this morning and I want to thank you for your advice. I am sure it is unnecessary for me to indulge in any flowery language with respect to the value and appreciation of your counsel. I hope that I do not bother you too much.

In regard to the Brewer deal I had about reached the conclusions that you state in your letter and I am calling Homer on the telephone tonight to suggest that he abandon the idea of dealing with Brewer.

In my last letter I told you something of the new men that ^{have} come into the picture here at Detroit. Parrish, who is the man behind the guns, I have not yet met but expect to meet him this week as he is on his way here from California. Schroeder is an unusual individual, well along in years, who I believe has ability and who is sold on the aerocar future. In my opinion, Schroeder is just the calibre of man to do something with the aerocar in its present state of development. When, and if, it ever gets really big I don't know that he will be equal to the job but this man Parrish probably will have enough weight to steer the ship safely and soundly. Parrish, at one time, had several Packard accounts and I am told made money with them and then sold them out at a big profit.

The present situation here is that Parrish and Schroeder are going to take over the manufacturing as well as the selling end of the business. We are the largest and most successful dealers the Detroit Co., have and with our manufacturing franchise for the Pacific Coast constitute somewhat of a hazard for the Detroit Co. We have reached a point, out there, where we have to do something and so I approached Schroeder with a proposition of consolidation and he informed me that he had had a letter from Parrish in which he propounded the same idea. Our first talk was brief but the idea is that we will raise money enough, through the sale of stock, for them to take us over and leave a sufficient capital to operate both businesses. We will have an interest in the business and will work together on the proposition. It seems to be most practical to build commercial cars here and pleasure cars on the coast. There is much to be arranged and worked out but I am convinced that something of value can be developed along this line. It seems to me that the parent company should grant us a franchise that will offer some protection and also some reward for exploiting the aerocar. If we get together and jointly succeed in popularizing the aerocar we are entitled to some consideration. I



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NINE HUNDRED BATHS

LAFAYETTE BOULEVARD AT FIRST ST.

DETROIT

Page two.

don't yet know what we want but I am going to pursue this proposition until I know definitely just what it is all about and then I think I shall come down there and tell you all about it.

Do not get the impression that I intend to use your influence to enable me to get our money out of the aerocar business in California. I am going to meet Parrish and if I am convinced that he is the right man to make some progress in this enterprise we shall try to hook-up with him and, together, put the aerocar across. In this connection it occurs to me that if you have not already appointed or elected a President and General Manager that you hold this in abeyance for a time as it may be desirable that I be placed in this position. All of these things I will talk over with you as soon as I am sure of my ground. In the meantime it will be unnecessary to have Davis prepare a new contract for us. Just let everything rest for a few days and I will see what can be done. I feel rather hopeful that these men are sufficiently interested and competent to make something of this business.

On the 26th of August I had a letter from Mr. Macauley stating that they had finally decided not to take on our proposition. They had been considering it since the middle of May so you can see that our proposal had something of interest to them. I have succeeded in reopening the matter and I am of the opinion that we shall yet make a deal with them. Apart from the worry of being unable to get started more quickly I have certainly enjoyed the negotiations and as I have already told you I feel that I am at last doing a job for which I fitted. From Mr. Macauley and Colonel Vincent I have learned that Macauley thinks I have done a good job of selling. This is very good news because I have lacked confidence in myself and was afraid that I might pull some bad "boners".

You will hear from me again in a week or ten days about the aerocar business.

With best regards, I am,

Sincerely,

*P.S. I just remembered that I have
already written you about Macauley. Think
nothing of it.*

*From
Tommy Milton*

731 Covington Drive,
Detroit, Michigan.
December 26th, 1930.

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

My dear "Skip":

Last time I wrote you it looked as though everything was "breaking" nicely in the aerocar situation and I guess it will turn out that way if that bunch of high powered lawyers down in New York can snap up enough to get our new contracts to us. From the time it takes them to move I feel sure that they have never had to close a prospect while he was "Hot". They certainly take their time.

Homer has some fellows in Cal who are ready to go and have had 25,000 waiting to throw into the pot for several weeks but are waiting until we get our franchise. They are particularly steamed up over the bus end and during the last week they have discovered that there is some legislation in prospect at Sacramento which is designed to prohibit the use of trailers for public transportation. The effect of this has cooled them somewhat but I think they will still go through if I can get the damned contract within the next day or two. You may know they are quite interested as one of them has gone to Opa-Locka to get the new Ford bus and drive it back to California. I imagine he has already reached Florida and is perhaps on his way back by this time. I do not want you to do anything about this and am writing about it just as a matter of news and also to apprise you that we are doing all that we can to get going on this proposition.

Perhaps I have not told you definitely that I have taken a small apartment here but I have and I am anxious to make it as presentable as I can. One never realizes, I think, the number of items that go to make up a household. No matter how many times you might do the job there are about ten thousand items that you had not planned on.

What I am leading up to is this. Books certainly are necessary to dress a room up and I am wondering whether among the ten million books you have around there are not some that you do not longer care for.

Mr. Carl Fisher.

Books cost a lot of money which I cannot spare at the moment. If you have some old volumes around that you would like to get rid of I will appreciate your sending them to me. I will be glad to pay some one to box them and ship them by freight as there is no rush.

I have now about six or eight books that I have borrowed from you and with your permission I will keep these for a while or until I can buy some myself. I am sure you know me well enough to have no hesitancy in telling me if you prefer that I return them at once. I can get along without them alright so don't let that worry you. I have read them all, too.

Have you any more of the Queen Conch Lamps or can you tell me where I can order one? You gave me one at Montauk but I gave it to Elinor and I would like to have one for my bedroom for a night lamp.

I saw Margaret when she was here and I was glad to see her looking so well. I don't know whether she feels as well as she looks or not but she certainly was a picture of health. Florene has gotten as fat as a butter ball but that is characteristic of the "Waps". She does not seem to worry about it anyway

Well "Skip" drop me a line when you have nothing else to do and tell me about the new tower of Pisa. From the way Margaret seemed to feel about this I believe the tower of Pisa would look perpendicular by comparison if she had the strength to give your creation a little push.

Hope you are enjoying good health and behaving yourself reasonably well.

Please give my regards to Steve and Dan Mahoney.

Sincerely,



How do you like my good stationery? Pretty fancy, I call it.

January 9, 1931

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

Dear Tommy:

We should have a complete report of the bus in a day or two, and I am sure this is going to be of unusual interest to you. New pictures have been taken, and if you have'nt received yours, I will send you a set from here.

I can't see any possible reason why this new bus can not be successful in California or any other place. It has economy, light weight, ease of manipulation, and wonderful ability to handle in and out of narrow places. Also, the added ability that the power end of the bus can be detached quickly and used on another bus. This bus here has handled as many as 36 people.

The tower is completed and is a great success, with many compliments.

I have plenty of the Queen Conch lamps, and I will send you a couple of them all wired up. I will also send you some books. I am wondering if you have a copy of "Houdini", that I have misplaced, and I am afraid it is out of print and can't get another. Jack LaGorce wants badly to read it.

Yours,

CGF:A

C

731 Covington Drive,
Detroit, Michigan.
January 31st, 1931.

Dear "Kingfish":

I have wanted to write you for the past few weeks but just haven't gotten around to it. The Conch lamp came in good order and has dressed up the bed room in great shape. I have had many compliments on it and I want you to know how greatly I appreciate your kindness in sending it to me.

With regard to the book on Houdini I have never had this volume although I remember your speaking about it. It seems to me that you once suggested I read it and were unable to find it at that time. I thought possibly I could pick up a volume for you here and went to the biggest book store here, thinking that there would not be more than one volume but I found out that there have been eighteen books written about and by this man Houdini. If you will tell me the title of the book you want to get and the author - I don't think you told me whether it was an autobiography or a biography or perhaps it is neither - I will see if I can locate a volume for you. The man at the store thought he could dig one up whether it is out of print or not.

The volumes of yours that I now have and would like to keep until I get enough money to replace them - with your permission - are:

Torquemada, by Sabitini,

Trader Horn, by Aloysius Horn,

The Real Truth about the Peace Treaty, _____?

On the Trail of Ancient Man, _____?

Isadora Duncan, by Isadora Duncan,

I am not at home so I cannot be positive that these are the only volumes of yours that I have but I am quite certain that these are the only ones.

If you ever have time and think of it I would greatly appreciate your sending me some of your old books, of which you have duplicates, that you feel you can spare. There is more than one reason why I would like to have you do this: First, all the books that you have suggested I have thoroughly enjoyed reading and I know that the books you have in duplicate are the ones that you enjoyed yourself and last but not least I am too damn poor to buy any books for myself at this time.

Mr. Macauley is now in Florida, someplace, and Colonel is going down in a week or ten days and asked me whether I would go with him on an expense account since he is taking four or five sample cars and would like to have me drive them. I declined because we have a lot of work to do here and Van does better when I am here on his tail and I don't think it would look well for me to go. In the second place they do not go to Miami and I don't care about going to Florida except to have a little visit with you. I would enjoy that a lot and there would always be the chance that you would employ me AGAIN but if I went down with Colonel it would hardly do for me to run away from him so I have decided to stay here and saw a little wood. Besides, if things are a little dull for you, you could hire me by letter and I will promise to accept and then you can fire me by letter also. Being unable to get down there that is the best I can do for you this winter but will try to do better later.

I certainly would like to say Hello to Uncle Vic, Dan, the Governor and Steve. Should you think of it please convey my best regards to these folks.

How is the Governor's yacht? I hope his engines have been made to work properly and that this situation is causing you no more worry. I think you had better confine yourself to some business about which you know something.

When you have nothing else to do and are out of gin let me know how you are feeling and what have you.

With kindest regards, I am,

Sincerely,

A handwritten signature in cursive script that reads "Tom".

Tommy Milton.

Pretty snooty stationery, what?

February 4, 1931

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

Dear Tommy:

Replying to yours of the 31st:

I saw the "Houdini" book advertised the other day as a new edition which had just come out, and I sent one to Jack LaGorce, as I could'nt find one any place. I had one sent to him which will reach him somewhere in Persia.

Margaret will pick out some books to send you in the next few days. Have been very busy and this is the only reason that I have'nt sent them before.

No danger of hiring you or anybody else now.


The Governor has'nt done anything further with his yacht yet.

I am out of liquors, with the exception of some Cordials, and have stopped drinking. I have hinted to my guests to bring their own on their hip.

Yours,

CGF:A

731 Covington Drive,
Detroit, Michigan.
February 9th, 1931.



My dear "Mr. Fish":

All of the enclosed correspondence may or may not be of interest to you. There is just one letter but it is a long one and you need not bother reading it unless you want to. It relates to our securing a manufacturing license from the parent or patent-holding company which it appears we will be unable to obtain.

While it was you who got me into the aerocar business I feel that you have already done all that I could reasonably expect and that is why I have not bothered you with the negotiations that have been going on for sometime. It appears that they are not turning out very well but I think we will find some way to preserve our proverbial skins. If you take the trouble to read the correspondence I would like your opinion as to whether we are not justified in the stand we have taken.

From your recent letter I judge that ^{MY}intended humor relating to hiring and firing me missed the mark. I am not looking for a job at all but it has been some time since you have employed me and I thought you might want a little diversion. You will be glad to know that the folks around here seem to be well pleased with what we are doing.

Must quit and get to bed as the old bell walls regularly at 6:00 A.M.

Good night and best regards,



Tommy Milton.

February 13, 1931

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

Dear Tommy:

I dropped you a short note yesterday. I wish that I had as much time as you have to write long letters.

I am enclosing you copy of letter which I have just written Cuthell, Hotchkiss & Mills. This will show you where I stand.

Mr. C.M.Keys, who is the most level headed man in the outfit, Howard Coffin and Walter Briggs will all be here about the 24th, and we will all have a meeting.

I would'nt be afraid of the results. Go ahead and make them. It is always easy to settle for your rights for the use of the rubber connection. I, myself, sometimes doubt if there is any patent on the balance of the coach. It would be better for your own business efforts and protection to acknowledge the rights on the rubber connection which, if nothing else, would help protect you from infringement.

As soon as we have a meeting, I will write you particulars.

Yours,

CGF:A

731 Covington Drive,
Detroit, Michigan.
February 24th, 1931.

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

My dear "Skip":

Your recent letters have been received and I could not possibly tell you how thoroughly I enjoyed them. Having done so much for me in the aerocar situation I could not bring myself to ask any further courtesies and since Appleby made it a condition of securing a license that we send him \$1000.00 we were with our backs right against the wall. We haven't got the \$1000.00 and we don't feel that they have treated us very friendly, or fairly for that matter, and the result was to more or less sicken me on the whole business. We have made a very conscientious effort to succeed with the enterprise and we have not sought any sympathy for the fact that both Homer and I have put every darn cent we have into it but now that we have been denied a license by those half witted lawyers of Pine Street we don't feel very kindly toward them. I was quite fearful that you would feel I had been altogether too "fresh" and it is a fine comfort to learn that you are not critical of what appeared the only possible procedure.

Sometime ago Margaret very kindly wrote me that she had picked out some books to send me and inquired whether I had read them. Just after receiving this letter I was taken sick with the Flu and had the unpleasant complication of an inner ear abscess which for a time threatened to develop into a mastoid infection. Today is the first day I have been able to come to the office for two weeks and I have not Margaret's letter at hand and so cannot answer it but I would appreciate your telling her not to send the books until she has heard from me as I have read several of those she selected. I will find time in the next few days to write her directly. In the meantime I certainly appreciate the courtesy.

February 28, 1931

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

My dear Tommy:

I have yours of the 24th:

The real man who will take charge of the situation and rights to the Curtiss patents has'nt shown up yet. I am not worrying about it just now as I have enough to look after here at Miami Beach.

I am thinking on taking a trip this spring some time for my health. I am going in the Aerocar. I am going to take the present Aerocar and cut it down and put a forward cockpit (like on the "Shadow H") on it, so on hot days you can take a sun bath in the cockpit, and in mountainous districts, you can see the top of the mountains. This is a decided way to turn away from dust and still have the rest of the car to return to in case of rain. Guess you will think I am nutty to have a forward cockpit in a car, but you will probably hear from Margaret as she will want to know what roads to take.

Yours,

CGF:A

MEMORANDUM

FROM MRS FISHER

DATE April 29, 1931

TO Mr. Tommy Milton

SUBJECT

Several weeks ago we sent you a box of books and an oil painting. They were of no particular value, but have just wondered if you have received them.

If not, will look up the bill of lading and have the shipment traced.

We are leaving within a few days for Montauk for the summer.

MARGARET C. FISHER

MCF:A

May 1, 1931

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

My dear Tommy:

I am making you out a deed for a lot here at Miami Beach in exchange for your Montauk stock.

In the new setup at Montauk, there is a possibility that we will get from 25% to 30% of the new Company which will make me very well satisfied. There is a possibility, however, on account of conditions, that this transaction may drag indefinitely. There is also a possibility that this coming season will see quite a revival in sales here. It has'nt been very brilliant this season, but strange to say, most of our sales have been for cash which is a good indication that people are conserving and they don't want any debts hanging over their heads.

I am picking up odds and ends of stock wherever I can explain the situation to friends of mine. At any time within the next two years you wish to change back to your stock, you may do so. In other words, I am putting up all the stocks as a collateral as quickly as I can and if they make good, they will make very good and you can come back to them.

On the other hand, you have a positive interest in Miami Beach which will grow into a considerable value in the meantime, unless the taxes would become a burden to you, and I don't believe they will. The increase in values here on some parts of the Beach, as you know, are very rapid, while in others it is very quiet. However, we closed just yesterday a sale of \$75,000 which has been hanging for some time. It was a cash deal and it does prove that some people have some money and are going to invest in Miami Beach.

Bob has gone north so I will turn this matter over to Mr. Kunschik to clean up. If you will forward me your stocks, I will forward you deed for this lot. I am attaching

Mr. Thomas W. Milton May 1, 1931

map showing location of the lot which you will easily
recognize.

Wish you would get down to New York some time
this spring and stay over with me for a couple of days.

I don't know just what the New York Company have
been doing with the California Company as I have't heard
from them in some time. The Company here have started
on another half dozen cars and they have the prices reduced
now considerably.

Wish you were here to go to New York with me.

Yours,

CGF:A

XXXXXXXXXXXX
Montauk, L.I.

May 18, 1931

Mr. Thomas W. Hilton,
731 Covington Drive,
Detroit, Michigan

My dear Tommy:

I hope you will be down this way soon. I think I can make it worth your while to run down here the next time you are in New York and I hope you will come soon.

Yours,

GGF:A

731 Covington Drive,
Detroit, Michigan.
May 21st 1951.

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

My dear "Skip":

Your letter written at the Beach and the one from Montauk reached me yesterday. It is always a pleasure to hear from you and especially just at this time because I have been afraid that you had scratched me right off your list and I would have no kick coming if you did. You certainly must feel that I am an ingrate. That is not actually the case - at least I don't think it is - but you have every reason to think so.

For weeks I have wanted to write you to thank you for sending me those books and that lovely picture but I just never got to it. We have been working hard but I am not going to try to tell you that I have not had time to write, rather it is simply because we are on a job that has big possibilities and I have been so engrossed in it that all other matters have been almost totally neglected. My single track mind is capable of embracing only one thing at a time and the job we are on is so darned important to us that I think and eat and sleep what we are trying to do. I hope you will forgive me this time.

It has been a long, long time since I have had such a pleasant surprise as the evening I got home and found the oil painting. It was pretty sweet of you to send that to me and you will be pleased to learn that it fits into my little apartment like a pocket in a shirt. Had the artist come into my place and painted a picture especially for it he could not have done better. Every one who comes in remarks about it.

I have had an opportunity to improve my acquaintance with Vincent and other executives of the factory and it has taken up what little spare time I have had. I have had them all over to my little "jernt" several times and the painting has certainly helped dress up the place and of course you know the value to me of having an apartment that is tastefully furnished and one with one or two really nice things in it.

Page two.

In furnishing the place I went quite heavily in debt but I am working my way out okay and I feel the investment was a good one.

In regard to the deal on my Montauk stock I will send my stock on later as I have not got it here with me but don't worry about giving me a deed to anything. There is just one angle to the Montauk investment I made that disturbs me and that is the worry that it causes you. I still feel it was a privilege to be allowed to buy any of the stock and also that had normal times prevailed it would have been just as good an investment as Miami Beach was. I don't like the moral responsibility you are assuming for conditions over which you could not possibly have any control. I hate to think of all the money you have put into this thing your self and I want to tell you once and for all time that so far as my little investment there is concerned I have absolutely no regrets regardless of the final outcome and I don't want you scheming around to try to reimburse me for what has always been a sound investment.

It would afford me a lot of pleasure if I could repay you at least the \$2500 that you loaned me but unfortunately I am so damned poor I couldn't pay \$25. If the job we are on goes through I will have some money again in about a years time and if your business does not pick up by that time maybe the little dab will come in handy. At any rate it will feel good to get it settled.

✓ I have not been out of Detroit all winter because I had not the time or the money but Steve has arranged for me to broadcast on the Coca-Cola hour Wednesday May 27th from New York. I will get a little dough and my expenses down and back. I expect to go right from New York to Indianapolis to see the race and then back here. I will certainly want to see you if only for a few minutes and will plan to run out to Montauk either Tuesday or Thursday. If I can get away from here Monday night I will come out Tuesday otherwise I will come out Thursday.

You joshed me about writing long letters a while back-well, this is the first long one I have written since.

Please convey my best respects to Margaret and thank her for selecting and shipping the books and picture.

Sincerely,

Tom.

May 25, 1931

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

My dear Tommy:

I am glad to hear from you
again.

I hope that you will run out
as I have some pictures and a few other
things for your apartment. Not knowing
anything about your apartment or your
supposed taste, I thought I would wait
until you came down to help you pick
out some knick-knacks.

Yours,

OGF:A

731 Covington Drive,
Detroit, Michigan.
June 4th, 1951.

My dear "Skip":

Have had time to catch my breath since returning from Indianapolis and want to dash off a few words to tell you how thoroughly I enjoyed my all too brief visit with you and Margaret. I had a letter from Dan Mahoney a few days ago in which he commented on you and your behavior the last five months. What he said is undoubtedly true. As it applies to most individuals I don't know of a good reason for remaining sober but in your case it is a little different. I don't know anyone who affords so much pleasure to his friends as you do when you are on your good behavior. Whether that is sufficient reason for your doing other than what you want to do or enjoy doing I certainly am not prepared to say.

The clock and barometer is hanging in my "jernt" and it looks great. The clock runs perfectly and I will have it engraved as you suggest. I am very proud of this and I am sure you know I appreciate this as well as all the other lovely things you have done for me. I don't know why the hell you are always wanting to do something for me but it certainly is great to have you think enough of me to want to help me along. You don't like compliments but when they are in a letter there isn't much you can do about it.

You may think I am giving you a lot of boloney but I have long ago told Vincent and numerous other persons what I am about to tell you so I can prove an alibi in case you think I am putting out a lot of hot air. The two years I spent with you are the most valuable ones of my life and I learned more from you than from all the other men I have known in my life time put together. My only reason for telling you this is that I know you get a great deal of pleasure in doing things for others and I just want you to know that you have done something very much worth while for me. I value it much more highly than all the lots or stock or other chattels you could possibly give me. I really think that what I learned from you is going to enable me to get some place.

Again referring to that lot business. There is no good reason for your wanting to do this and I would just as soon you do not. It makes me beholding to you and Mahoney and I want to always remain in the position where we do not have to take any of your "guff". We want always to be free to knock you on your fanny.

Please convey me best respects to Margaret.

Sincerely,



Mr. Carl G. Fisher,
Montauk Beach, Long Island.

CARL G. FISHER

-TO-

THOMAS W. MILTON

D E E D

Parcel 51-A-1

Copy for
C.G. Fisher

465

THIS INDENTURE, made the 30th day of June, 1931, between CARL G. FISHER, residing at Bay Road, Miami Beach, Florida, party of the first part, and THOMAS W. MILTON, of 751 Covington Drive, Detroit, Michigan, party of the second part:

WITNESSETH:

That the party of the first part, in consideration of Ten (\$10.00) Dollars and other valuable considerations, does hereby grant and release unto the party of the second part, his heirs and assigns forever, the following property, to wit:

ALL that parcel of land at Montauk, on the Peninsula of Montauk, in the Town of Easthampton, County of Suffolk and State of New York, bounded by lines described as follows:

BEGINNING at a point of tangency in the southerly boundary of a 60 foot road, which point bears S 25° 27' 30" E 60.00 feet from Station P. W. 66, which station is a point of tangency in the southerly boundary of the Long Island State Parkway and is marked by a concrete monument, the coordinates of which point are S 11662.057 feet and W 8848.553 feet from U.S.C. & G.S. Triangulation Station LOD; thence N 64° 52' 30" E 168.78 feet; thence along a curve to the right of 2654.93 feet radius 105.50 feet, the chord of which curve bears N 65° 39' 30" E 105.48 feet, the last mentioned two courses being along the southerly boundary of aforesaid 60 foot road; thence S 25° 13' 29" E 325 feet; thence S 62° 06' 33" W 266.03 feet; thence N 25° 27' 30" W 325 feet to the point or place of beginning comprising 1.99 acres more or less according to a survey by T. E. Ringwood, Registered Engineer No. 9591, dated June 12th, 1931.

The above mentioned description, point of beginning, courses and dimensions are all in accordance with and in reference to the rectilinear system of coordinates as portrayed upon a Map entitled "Map of the Coordinate Control System used in surveying the Property of the MONTAUK BEACH DEVELOPMENT CORPORATION at Montauk Point, Town of Easthampton, Suffolk County, N. Y. duly filed in the Office of the Clerk of Suffolk County, on March 20, 1931, as Map No. 1030".

The said parcel of land is shown on survey sketch attached hereto and made a part hereof, made by the Montauk Beach Development Corporation, entitled "Survey Sketch of Parcel 31-A-1 for Mr. Carl G. Fisher", dated June 12th, 1931.

Together with the appurtenances and all the estate and rights of the party of the first part in and to said premises; but nothing herein con-

THIS INDENTURE, made the 30th day of June, 1931, between CARL G. FISHER, residing at Bay Road, Miami Beach, Florida, party of the first part, and THOMAS W. MILTON, of 751 Covington Drive, Detroit, Michigan, party of the second part, his heirs and assigns forever, do hereby, however, in the

WITNESSETH:

That the party of the first part, in consideration of Ten (\$10.00) Dollars and other valuable considerations, does hereby grant and release unto the party of the second part, his heirs and assigns forever, the following property, to wit:

All that parcel of land at Montauk, on the Peninsula of Montauk, in the Town of Easthampton, County of Suffolk and State of New York, bounded by lines described as follows:

BEGINNING at a point of tangency in the southerly boundary of a 60 foot road, which point bears S 25° 27' 30" E 60.00 feet from Station P. W. 66, which station is a point of tangency in the southerly boundary of the Long Island State Parkway and is marked by a concrete monument, the coordinates of which point are S 11662.057 feet and W 8849.553 feet from U.S.C. & G.S. Triangulation Station LOD; thence N 64° 32' 50" E 169.79 feet; thence along a curve to the right of 2654.95 feet radius 103.50 feet, the chord of which curve bears N 85° 39' 30" E 105.48 feet, the last mentioned two courses being along the southerly boundary of aforesaid 60 foot road; thence S 25° 13' 29" E 325 feet; thence S 62° 06' 33" W 266.03 feet; thence N 25° 27' 30" W 325 feet to the point or place of beginning comprising 1.99 acres more or less according to a survey by T. E. Ringwood, Registered Engineer No. 2591, dated June 12th, 1931.

The above mentioned description, point of beginning, courses and dimensions are all in accordance with and in reference to the rectilinear system of coordinates as portrayed upon a Map entitled "Map of the Coordinate Control System used in surveying the Property of the MONTAUK BEACH DEVELOPMENT CORPORATION at Montauk Point, Town of Easthampton, Suffolk County, N. Y. duly filed in the Office of the Clerk of Suffolk County, on March 20, 1931, as Map No. 1030".

The said parcel of land is shown on survey sketch attached hereto and made a part hereof, made by the Montauk Beach Development Corporation, entitled "Survey Sketch of Parcel 51-A-1 for Mr. Carl G. Fisher", dated June 12th, 1931.

Together with the appurtenances and all the estate and rights of the party of the first part in and to said premises; but nothing herein con-

Notary Public

tained shall create, convey or vest in the party of the second part, his heirs or assigns, any right, title, interest or easement in, to or over any lands not shown on said survey sketch.

TO HAVE AND TO HOLD the premises herein granted unto the party of the second part, his heirs and assigns forever, subject, however, to the reservations, agreements, conditions, covenants and restrictions contained in the deed dated June 19th, 1921, from Montauk Beach Development Corporation to the party of the first part herein, which restrictions, covenants and agreements the party of the second part, his heirs and assigns, covenant to keep and perform.

Subject to the reservations, agreements, conditions, covenants and restrictions above mentioned, the party of the first part covenants as follows:

1. That the party of the first part is seized of the said premises in fee simple, and has good right to convey the same;
2. That the party of the second part shall quietly enjoy the said premises;
3. That the said premises are free from encumbrances;
4. That the party of the first part will execute or procure any further necessary assurance of the title to said premises;
5. That the party of the first part will forever warrant the title to said premises.

IN WITNESS WHEREOF, the said CARL G. FISHER has hereunto affixed his hand and seal the day and year first above written.

Carl G. Fisher
Carl G. Fisher

In the presence of:

Parke G. Hayes

STATE OF NEW YORK }
 } ss. i
COUNTY OF SUFFOLK }

On the 30th day of June, 1921, before me personally came CARL G. FISHER, to me known and known to me to be the individual described in and who executed the foregoing instrument, and he duly acknowledged to me that he executed the same.

Albert L. Mess
Notary Public

STATE PARK

BC N 65-39-30 E
LC 10348

R O A

L1 P11-56
S11662057
W 8848553

S25-27-30E 6000'
PT. OF BEGINNING

N 54-32-30E
16878'

N 25-27-30W

325.00'

199 Ac.±

S 62-06-35W
266.03

S12000

335.00'

W 9000



**SURVEY SKETCH OF PARCEL 31-A-1
FOR MR. CARL G FISHER**

MADE BY

**MONTAUK BEACH DEVELOPMENT
CORPORATION
MONTAUK, N. Y.**

SCALE 1" = 100'

DRAWN *Wm J. G. W.*
TRACED *W. B.*
CHECKED

DATE 6-12-31
DATE
DATE

REVISIONS

BY

PLAN NO. S.K. 223

APPROVED

SALES MEMO NO. 405

FINAL APPROVAL

RECEIVED
MONTAUK BEACH DEVELOPMENT CORPORATION

July 1, 1961

Mr. Thomas W. Milton,
751 Covington Drive,
Detroit, Michigan.

Dear Mr. Milton:

We are today sending to the Suffolk County Clerk's office at Riverhead, Long Island, New York, for recording, deed running from Carl G. Fisher to yourself covering the 1.99 acres of land at Montauk, New York.

The County Clerk's office has recently advised us that they are approximately three months behind with their recording of deeds and it is not likely that your deed will be returned until around the latter part of August; however, just as soon as it is received, we will forward same to you at Detroit, Michigan.

Yours very truly,

MONTAUK BEACH DEVELOPMENT CORP.

Gilbert L. Niesse
Auditor

GLN:V

cc - Mr. Ray Alexander

I am attaching hereto copy of deed from Mr. Fisher to Thomas W. Milton covering the 1.99 acres at Montauk. I presume you will wish to keep this copy for your files.

Gilbert L. Niesse
GLN

August 1, 1931.

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

Dear Tom:

I am enclosing a half dozen cards showing
some of the activities listed for Montauk.
Please pass them around.

If you and your boy friend are down this
way I have a room in the house, third floor
left, for you.

August 10th to 16th is going to be the big
week.

Yours,

CGF/H

CARL G. FISHER

PACKARD MOTOR CAR COMPANY

DETROIT MICHIGAN

October 27th., 1931.

My dear "Skip":

✓
If you have wasted any time thinking about me at all you probably have decided that I am one of the world's greatest heels and you are certainly justified in the conclusion. I am terribly sorry for not having written you long before this time to acknowledge your generosity in deeding that property to me. My silence is not indicative of anything except that I have been very busy and have just let correspondence go by the boards. I can't avoid the conclusion that I am darned lucky to have a job at this time and I have been giving it 100% attention - with the result that we seem to be getting on alright.

When are you going south? If all goes well I think I may be able to get away for two weeks along in March or April and if I can I would like to go down to the Beach. I am going to try to make it.

The only thing that worries me about you and your problems is whether you are enjoying good health and whether your mental state is okay. If you have a few minutes to spare drop me a line. You know how much I enjoy hearing from you. Had a nice visit with Dan and Florence here this summer.

Very best regards,

Tom Milton

October 31, 1931.

Mr. Thomas W. Milton,
Packard Motor Car Company,
Detroit, Michigan.

Dear Tom:

I have yours of the 27th.

You had better hang on to that job! You certainly are lucky to have one. I am enjoying fine health - mental state 100%.

We will have our rail car in operation in thirty days - you will read about it in the papers.

Come down by all means if you can at any time.

Sincerely,

CGF/H

Carl G. Fisher

December 1st 1931

Mr. Tom Milton,
731 Covington Drive,
Detroit, Mich.

Dear Tommy:

I wrote you a letter in long hand yesterday, and let Bob take it to Jacksonville. I asked you to drop down to Cincinnati, and get in touch with A. N. Rothschild, 723 Fremont Drive, Cincinnati, and see what kind of a deal you could make, if any, to get the use of a patent, if any exists for the exclusive selling rights of this glass razor sharpener.

I believe this can be given a very extensive sale, with a small amount of advertising, and it is an article that particularly lends itself to peddling agents in small towns, and even in cities.

There may be some advance in the manufacture at this time, and it may lend itself to great improvements with proper experimenting, but I am satisfied the article has a lot of merit, and can be well sold. We ordered three of them from the address given you, about a week ago, but have had no response to the order up to today. In order to save time I am going to send the only one I have here direct by mail to you today.

You can try it on some of your old razors, just so long as you do not take an old razor that is worn out, or very rusty. You just put your finger on the top of the blade and give it a small rotary movement in the glass for a second or two, and then turn the blade over and give it the same movement over again, for a second or two, put a few drops of water on the glass first. This should give you a very keen cutting edge, which is as good as when the razor was new, or better.

Let me hear from you as soon as possible.

Yours,

C. G. FISHER

December 2nd 1931

Mr. Tom Milton,
735 Covington Drive,
Detroit, Mich.

Dear Tommy:

I have your interesting circular on shadow proof glass, it may be that this glass would make a better razor sharpener than the sample which I am trying to get for you.

I wired you about the receipt of two letters I had in the mail for you, we found the man in Cincinnati is just a little peddler, and the article is made in New Jersey. The sample which was shown me did not even have the manufacturers name or address, and perhaps the peddler in Cincinnati threw away any advertisements that might have been put in the box by the manufacturer, and substituted his own, so that other people could not learn who was the manufacturer.

I wanted to buy several of these outfits to give as Christmas presents, but apparently the Cincinnati man does not even carry half a dozen in stock, as an order was sent to him which he did not fill. I think it is worth your while to follow this up, as to just who the manufacturer is, and if it is possible to make a connection for distribution of them. If you cannot make it, I might be able to do it, if I could get in touch with the manufacturer.

Our new rail car will be tried out between the 10th and the 12th of this month, we have worked out a very wonderful four wheel truck for the rear end of the trailer. The body is suspended on this truck, with small rubber tires properly encased, and we are now making arrangements with the Florida East Coast Railway to test this car between here and Key West. Wish you could see this car, and be here for the test. I will send you some pictures as soon as possible.

Yours,

C. G. FISHER

PACKARD MOTOR CAR COMPANY

DETROIT MICHIGAN

April 24th, 1933.

Mr Carl G. Fisher,
Miami Beach, Florida.

My dear "Skip";

We had a touch of spring here on Sunday but it is again wet and dreary. We are, however, just about through another winter and I have yet to get a glimpse of Florida. Things looked pretty good for a while but the bank situation here knocked everything into a cocked hat. Colonel and I had planned that we would steal away for a week at least but after the bank mess business became so bad that we did not feel we should leave and shortly thereafter we were presented with a fifty per cent cut in salary and then we couldn't afford to leave. I feel about as rich as Job's turkey but so long as I can get an occasional meal and a place to sleep I shall not complain. I know there are others who have had a hell of a lot worse time than I have.

The part of the bank situation that gripes me is that I made a few bucks last year and had been hanging on to them like grim death to a nigger with the thought that I would buy some Packard stock. When the price dropped to two bucks I put in an order to buy at $1 \frac{7}{8}$ and $1 \frac{3}{4}$ and the market went to that level but the banks had closed and brokers had cancelled all orders on their books. We are now to get 30% but the stock is up over a full point and I cannot buy enough shares at the present price and with the 30% to make much difference so I am rather

out of luck. Rather a tough break but I guess I'll survive. I made \$2500 in the market last year. Laugh that off.

Just before the bank holiday I decided that having made a little money in the market last year I should be a good enough sport to spend a part of it and so I "popped" for a new Capehart Machine with remote control. They were late in making the delivery and so I didn't get that paid for before they closed the banks. Now with a 50% cut in salary I must figure out how I am going to pay for it. It is a whale of a machine and I enjoy it immensely. Incidentally I went to Fort Wayne and made a deal with them on it and the story is that I bought it through so if anyone should ever inquire - which is very unlikely - just remember that I bought it through you.

I think I told you that I have two weeks coming from last year. If I get that two weeks I may come down to Montauk if it is to be open this summer. I certainly would like to see you and have a nice chat.

Please drop me a line when you have nothing better to do and please convey my best respects to Margaret.

Sincerely,

Tom Millon

April 28th 1933.

Mr. T. Milton,
c/o Packard Motor Car Company,
Detroit, Mich.

Dear Tommy:

It is funny how our thoughts bounce together, - just the day before yesterday I saw Captain Hewes, and made a deal with him to get on the Shadow K. and ship you a rug, which I expected to ship you a year ago, but I don't know just why I never think of it. When I am on the Shadow and think of it, no one is there to do the job, so I am going over now and pick one out that will fit your flat, and off she goes.

Have been trying to sell the Shadow, for a price which would surprise you, but cannot sell it. The people who have the money are afraid to buy a yacht, no matter how badly they want it, and then of course there are some people who have too much brains to buy a yacht.

You ought to be glad they didnt cut your salary 150%. The only people who are sitting pretty now are those who have a salary. Right this minute if you have any money in the bank, you have \$2.00 to my one.

We were going wonderfully here on the Beach, and it looked as though a new boom had started, our hotels were making \$4,000 a day, when the banks folded up, and inside of 48 hours they were piling out of here, literally by the thousands.

In spite of all this enough people remained so that our hotels had about 80% better business than they had a year ago, and now a small builing boom has started again. It is small, but you will notice the Wall Street Journal quotes Miami, (which actually means this territory, as the Beach is away ahead of the City of Miami, on sales and building permits)

Mr. T. Milton - #3

as being the one bright spot for real estate in America.

I certainly cannot laugh off the fact that you made \$2500 in the market last year.

It is too bad about our old friend Capehart, isn't it? The last time I saw him however, his wife had enough diamonds on to make a necklace and a set of hobbles for a sea cow, and he did not seem to be worried, although the new pair of shoes he had on hurt his feet somewhat. I hope to see him again this Spring.

The new machine is a "bear" and I hope to have one some of these days.

If you can get off, come on down to Montauk, and you will have some real fun catching black bass and other fish. I will bring down enough poles and we already have a row boat there, in fact two of them, and the little lake is full of bass. When I tell you that my friend Bill Nelson caught 26 one afternoon you can get some idea of the situation.

I ran into a new patent the other day, which is either a "louse" or a camel with gold bells. I have worked for a year on a steel and transite house, and I am sending you one of our first booklets. If I can ever get these started at Montauk, I can sell a thousand of them.

Mr. Harvey Wiley Corbett, a very famous architect from New York and Philadelphia, who built Bush Terminal in New York and Bush House in London, Member of the Advisory Board, Princeton University, Lecturer Columbia University, Member Fine Arts Commission, New York, Member American Institute of Architects, Architectural League of New York, etc. was given a full page by the Public Ledger in Philadelphia, last week on manufactured houses.

We thoroughly agree on this subject, and it is possible we might get them started. I built a sample at Montauk last summer, and this sample certainly looks like a sample, but I know we can do better from now on.

Mr. T. Milton - #3

Now don't make any arrangements to go any other place for your vacation. You can play golf and while I won't have the hotel, we have a spare room, and we have a wonderful vegetable garden, and if J.G. wants to come along bring him on and I will turn over the fishing boats and tackle to you, and you can have a lot of fun.

You know I had to give up my house on the Hill to the bankers, and I moved into an old house that was designed by Stanford White fifty years ago last August. However, it has plenty of room and ~~is~~ it is safe, under ordinary weather conditions? I started to pull a loose board off the back porch last summer, and the whole porch fell down and damn near broke my neck.

I am giving you this rough description so you will know you are not going to have quite the luxury you have had in the past visiting me, but I have learned that fresh vegetables taste just the same in an adobe shack, as they do in the Waldorf,

Yours,

CARL G. FISHER

CGF-RM
Enclosure.

PLEASE PREPARE
FOR POST OFFICE
YOU GOVERNMENT

RE. I. FISHER

May 2nd 1933.

Mr. T. Milton,
Packard Motor Car Company,
Detroit, Mich.

Dear Tommy:

The rug got off yesterday. Although Garrett gave it
a good scrubbing in the yard, I don't imagine it
is entirely clean.

You may, or may not know that this rug was formerly
the property of Aleb Bah Kunquat, who was some Sheik.
We know it is over one hundred and eighty years old,
as this type of weave went out of fashion at that
time.

Yours,

CARL G. FISHER

CGF-HM

Mr. and Mrs. C. G. Fisher
Detroit, Michigan
May 16, 1933

PACKARD MOTOR CAR COMPANY

DETROIT MICHIGAN

May 16th, 1933.

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

My dear "Skip";

Your letter of May 2nd is a dandy. Aleb Bah Kumquat designed or built some delicious fruit - I think it is fruit - and I am certain he must have had good taste in rugs too. Therefore I am sure that I will be immensely pleased with the rug. In this connection I think I should tell you that the rug has not yet arrived. I mention this simply that you may trace it if you consider this necessary. It is mighty fine of you to send me a rug and I know it will help a lot to dress up my little joint.

Your account of the fine patronage at the Beach up to the banking holiday has been told me by others. It's too damn bad that had to happen just when it did but I guess you still have something to be thankful for. It is better to have had part of a good season than none at all.

If it were not for the bank situation I would right this have a profit of 4000 bucks. I actually had my order in to buy and the stock reached my price but when the Michigan Banks closed brokers here immediately cancelled all orders on their books. When they did open we got thirty per cent

and the stock had in the meantime gone to a figure at which I did not care to buy it. I have been griping about that plenty.

I am certainly going to do my very very utmost to get away for a week or two this summer and if I get away at all I will certainly take advantage of your offer to occupy the spare room in the new domicile of fifty years standing. It was hardly necessary for you to mention the present standard of service in the Fisher household. I'm sorry but I never was terribly impressed by that phase of your situation. If need be I can do a little of the cooking myself. I do at my own little joint on occasion and I think I have as much or more fun that I think you have. I certainly would like to have a visit with you though and if I go anyplace at all it will be to Montauk.

The steel houses look pretty good to me. I should think there would be a big market for them if you can once get them started.

Your comment about the Shadow X did not greatly surprise me. I cant think of anything harder to sell at this time than a yacht. It certainly is too bad to have give that beautiful boat away.

When are you going to be at Montauk and when is the best time for me to come? I have in mind that I would prefer to come at a time when you are not likly to have other hause guests - if there is such a time.

Sincerely,

Tom Milton

May 27th 1933.

Mr. T. Milton,
Packard Motor Car Company,
Detroit, Mich.

Dear Tommy:

In the next week or ten days, if you have a chance, drop over and see Roy Chapin, and see if he hasn't a four door Essex sedan, of a dark inconspicuous color, that is a little shopworn, in the 36 and 48 hours since it was manufactured, that he will sell me for a very reasonable price, considering that he is already losing money on it.

I have five Essex cars between here and New York, but they are all of the 1929 vintage, but I stick to them, in order to save a massage bill of \$2.00 every day.

I thought you might not have a car to drive east, and you might bring one of these little Essex cars, providing at the time I have the money to pay for it.

It won't hurt to speak to Roy, and see what he has, and also for you to tell me if you are going to drive one of your Packard cars, and burn experimental gasoline, of course I cannot offer you any transportation to compete with such conditions.

About any time after the 5th or 6th of June will suit us, and if you will drop me a note telling me how you are coming, I will be all set. My work east is confined to only a short period of time daily, as there are just a few things to do to better the situation as it now stands.

Your remarks regarding the market remind me of a friend of mine who kept "mind" bets on the horse races here for three weeks, and with a start of \$50.00, he had made over \$8,000. He kept a very close tabulation on the horses, and his bets, and some of us were impressed with his ability at "mind" bets, so we chipped in a pool and gave him \$50.00 to go to the Races and start betting. He lost the

WILLIAM W. WILSON
ESCHERICH FOSTER
WILLIAM W. WILSON

T. Milton - #2

\$50.00 of the pool money, and \$30.00 of his own money and my chauffeur who was hauling some friends of mine out to the Races that day in the aerocar, and had never been at a race track before in his life, bet \$20.00 and won \$113.00. Its a difference of opinion and maneuvering that makes horse races - horse races.

The moral of this story is, if you think you are wise on either the stock market or the horse races, go ask the cook or the chauffeur to pick out a stock or a horse, and then play it.

Yours,

CARL G. FISHER

CGF-HM

HOTEL HOFFMANN
SOUTH BEND, IND.HOTEL LASALLE
SOUTH BEND, IND.

HOFFMANN HOTELS

HOTEL LA SALLE ANNEX
SOUTH BEND, IND.HOTEL FORT ARMSTRONG
ROCK ISLAND, ILL.

WHERE FRIENDLY SERVICE PREVAILS

Written At Hotel _____

March 2nd.

My dear "Skip"

It seems to me that never in my life, even when racing, have I been so darn busy. This undoubtedly proceeds partly from the fact that I am leaving no hair unturned to make myself as valuable as possible to Packard. Please forgive me for not writing you.

You are entitled to assume that I did nothing whatever about the Crystal Stoppers

HOTEL HOFFMANN
SOUTH BEND, IND.

HOTEL LASALLE
SOUTH BEND, IND.

Hoffmann HOTELS

HOTEL LA SALLE ANNEX
SOUTH BEND, IND.

HOTEL FORT ARMSTRONG
ROCK ISLAND, ILL.

WHERE FRIENDLY SERVICE PREVAILS

Written At Hotel Page Two

but that is not the truth.
I have not the evidence
here with me but I will
send it to you when I
get back to Detroit so
you will know that I
did not ignore or totally
neglect the matter.

I wonder whether you
know that you can do
just as good a job of
sharpening with an
ordinary water glass.
This is rather generally
known and I doubt that

SOUTH BEND, IND.

HOTEL LASALLE
SOUTH BEND, IND.

Hoffmeyer HOTELS

HOTEL FORT ARMSTRONG
ROCK ISLAND, ILL.

WHERE FRIENDLY

SERVICE PREVAILS

Written At Hotel

Page Three

there is any great field
for the Crystal Stoppers.
That bird in Cincinnati
certainly did a great job
of selling. Will.

I will be here a few days
doing some work for the
company and then back
home. I will write you
from there as quickly as
possible.

Very kindest regards to
yourself and Margaret.
Sincerely
Tom.

March 5th 1932.

Mr. Tom Milton,
Detroit, Mich.

Dear Tommy:

I have yours of the 2nd.

I knew all about the water glass stropper, but I had in mind making of a bottle with a face lotion in the bottle to be sold for ten cents.

I knew where I could place the patents if we could get them. However, somebody else had the same idea at about the same time, and it is strange, but the very thing I had in mind is now being put on the market, and I understand they are having quite a demand for same. However, this is water over the dam.

I am mixed up a lot in rail car stuff, we know a lot about it down here.

Yours,

C. G. FISHER

CGF-HM

Milton

May 22nd 1933.

Mr. T. Milton,
Packard Motor Car Company,
Detroit, Mich.

Dear Tommy:

In the next week or ten days, if you have a chance, drop over and see Roy Chapin, and see if he hasn't a four door Essex sedan, of a dark inconspicuous color, that is a little shopworn, in the 36 and 48 hours since it was manufactured, that he will sell me for a very reasonable price, considering that he is already losing money on it.

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Harper Hospital,
October 29, 1933.

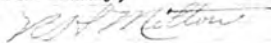
Mr. Carl G. Fisher,
Miami Beach, Florida.

Dear Mr. Fisher:

My brother Tom has asked me to write you a note and say that he has been laid up in the hospital since he arrived in Detroit, and for that reason has been unable to do anything about the matter which you two discussed.

He has read the book, "A Cop Remembers" with great pleasure, and will return it to you as soon as he returns to his apartment; and will also write at the same time.

Yours truly,



PACKARD MOTOR CAR COMPANY

DETROIT, MICHIGAN

OFFICE OF THE PRESIDENT
AND GENERAL MANAGER

AM-L

December 1, 1933

Mr. Carl G. Fisher
Miami Beach, Florida

My dear Mr. Fisher:

Answering yours of the 28th ultimo. Tommy Milton is doing very well. I went to see him about ten days ago, at Harper Hospital. He was sitting up in bed and looked as well as I ever saw him. As I understand it, it's only a question of his keeping quiet and taking care of himself now.

The trouble dates back to a burn on his leg during a racing accident. A blood clot broke loose and lodged in his lungs. He will have to be careful for a year or so; at which time the doctors say they can do something to his leg that will prevent a recurrence of these wandering blood clots.

But Tommy undoubtedly had a very close call and had us badly worried. He spent a week or so under an oxygen tent. His brother, who came on from California, was with him and apparently acting as amanuensis, so it would not surprise me if by now you have had an answer to your letter to Tommy.

Yours very truly,

President
Packard Motor Car Company

Harper Hospital,
Detroit, Mich.,
December 5, 1933.

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

Dear "Skip":

Here I am still reposing in the hospital, not contented, but reposing here, neverthe less. The state of my health is much improved and all danger is past. Were I a booming plutocrat I would soon be heading Miami-wards to recuperate, but no such luck. When I get out of here I shall go back to work, thankful for having a job to go to.

I have just finished ^{a book} entitled "Men against Death" and it is a dandy. Extremely interesting. Do you recall having asked me to read "Microbe Hunters"? These two books are by the same author. If you have located "Microbe Hunters" I should like very much to read it, also, if you have not read "Men against Death" I should be very pleased to send it to you when I return your "A Cop Remembers".

It has been impossible for me to see the man whom I had in mind in connection with the ship arrangement for Miami Beach. I am sorry about this and hope you have been able to make a satisfactory deal.

With kindest regards to yourself and Margaret,
I am

Sincerely yours,

Tom

December 11, 1933.

Dear Tom:-

I suppose you are out of the woods by this time. I was glad to receive your last letter and it was so cheerful that I imagine you are up and eating ham and eggs.

You will remember when you were at Fort Washington I talked with you about Albert Bremser as a Diesel engineer, and you thought you would speak to Colonel Vincent about him.

I know that Albert is very well posted on Diesels and might be very valuable. I am trying to keep him alive and going as he is working out a solar heating problem with me, on which we seem to have a basic patent - or almost one - and it may be a very valuable thing after it is once completed.

We have been handicapped a great deal by lack of funds to even produce the first model, although, as you probably know, there are several thousand hot water solar heaters in the State of Florida, and they are giving universal satisfaction. I have nine in operation and would not start building a house without using one, especially in this part of the country.

Bremser is doing this work at odd times and I would like, of course, to have him come here and complete the job on the working model, but cannot see my way clear to offer him any great sum. In fact, I cannot offer him anything more than his expenses, and they must be very low.

At any rate, I hope you are going to be about immediately and that you will write me a letter and give me the latest information, and it would be a wonderful thing if you could down here and loaf around for a month or so. We have a guest room where you could be quiet, and I surely would be glad to see you.

Yours,

CGF:AVM

CARL G. FISHER.

Mr. Tom Milton,
Harper Hospital,
Detroit, Michigan.

January 27, 1934.

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

Dear Tom:-

I have been waiting a long time to get a line from you. How are you coming along these days?

Bill Anderson writes me that he is going to come down here some day, and you will remember that I wanted you to take a look at his telephone. I do now know that it is any good, or no good; but it will not hurt to give it the once over. Also, it would not hurt if you were down here to soak up a lot of sunshine and a moderate amount of gin.

Yours,

CGF:AVM

CARL G. FISHER.

THOMAS W. MILTON
731 COVINGTON DRIVE
DETROIT, MICHIGAN

February 13th, 1934.

My dear Skip:

Since I last wrote you my condition has been quite satisfactory until last week when I had another attack of sore throat such as I had in Europe last summer. While I am not yet quite up to par I am feeling a lot better and expect to be okay again soon.

When I got back to work I talked with Colonel about the possibility of employing Bremser although I knew before asking him that there was little possibility of his being employed by Packard at this time. A man named Edwards is in charge of Diesel development and he is working almost single handed. Nearly everyone else in the department has been let out. He is developing something or other that apparently has some merit but he is being given almost no help at all. The company squandered a lot of dough on the aircraft diesel program and the present reaction is what might be expected especially with the automobile business in the state it has been in for the past few years. I will keep Bremser in mind and if there is an opening for anyone I will give Colonel a remonder and also let you know.

It is hardly necessary for me to tell you how far behind a fellow can get with his work when away for nearly six months. There is nothing on earth I would so much like to do as spend a few weeks with you in Florida but I have neither the time nor the money. I think you have heard that hospitals and nurses are cash deals to say nothing about doctor bills. I think I am in hock for eternity unless I can think of some way to make a little extra dough. In any event I certainly appreciate your invitation. I haven't been away from Detroit in the winter for several years now and I am certainly ready for a sojourn in Florida when the opportunity comes along. I shall have to hope for next winter. This is the world's worst climate. There is almost no sunshine all winter but I can soak up a moderate amount of gin and there is good reason to do so.

As I previously told you I was unable on account of my sickness to contact the man I thought might be interested in the boat scheme but I had a Christmas Card from him and I am going to see him at the first opportunity since both you and he might be interested in such a plan for next year. I will let you know what comes of my visit.

From all accounts you are enjoying a fine business this winter and I certainly hope this is true. I can easily imagine that a good winter would take a good deal of the pressure off your neck and I don't want you popping any collar buttons as I did on your golf course at Sands Point.

Steve was here for a few days and we had a fine visit. He certainly seems to be getting along in this old world and I am mighty glad of it. I hope no fly drops in his ointment.

The automobile business is very interesting these days and Van and I are doing a lot of guessing along with the big shots and if we should prove to be good first guessers we might get some place. Apparently we are still in good standing with the company for we got a rather substantial raise today. This is in confidence as I believe we were the only ones in the plant to get one. I am quite pleased with myself for selling the idea that we are entitled to more dough in these times.

I know that I should have done it long ago but I have finally mailed "A Cop Remembers" back to you. I certainly enjoyed this book.

There is no more news so will pipe down. Please let me hear from you when you have nothing better to do.

With kindest regards to yourself and Margaret, I am,

Sincerely
Tom

If Uncle Vic is down there please give him my best.

February 20, 1934.

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

Dear Tom:-

That is a nice long letter which I had from you. Everybody laughed about it and we sat about in the office (a few fellows who know you) and commented on "hindsight" and "foresight". We certainly do get a kick out of your letters.

I bragged a lot about how I got you to stay out of killing yourself in racing. I did not intimate how I stayed out myself; but, at any rate, it was sort of a "love fest."

I wish you could come down, but do not come right now - I mean for the next two weeks - because the whole place is crowded to death this month.

Best regards,

Yours,

CGF:AVM

CARL G. FISHER.

February 28, 1934.

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

Dear Tommy:-

I have just received the book "A Cop Remembers" this morning.

The only reason I am writing you about the return of the book is that in my library some of these books are scarce and hard to get, but I am going to send you another book within the next few days that I think you will enjoy.

I am disappointed that you are not going to be able to get down here for a couple of weeks of sunshine. I think it would do you a lot of good.

This is, as you probably have heard, the greatest season Miami Beach has ever had, and another season like this will pull a lot of us out of the mud, even if we leave our rubber boots.

Don't you think you can make it in another week? We have a nice guest room in our new home, which is now occupied by Fred Humpage, but in another ten days we will have room at the hotel, so we will then throw Humpage out and you can have the guest room and rest easy. If you should come before there is room at the hotel for Humpage, you can have my room and I will sleep in the garage. Really, we have plenty of room and I hope you will not be sensitive on this point. Up to the present we also have plenty of food.

Yours,

OGF:AVM

CARL G. FISHER.

THOMAS W. MILTON
731 COVINGTON DRIVE
DETROIT, MICHIGAN

October 14th, 1934.

My dear "Skip";

Very often I think of how pleasurable it would be to have a visit with you but every now and then I get a real brain storm and imagine that I can somehow manage to carry out the idea. I am in one of those fits of fancy right now and I have in mind the possibility of driving to Florida. I want to ask you what is the best time for me to come? You are well aware from previous experience that I probably will never show up but as you express it - "it only costs three cents to inquire".

The circumstances leading to the idea are that I was too busy last summer to take my vacation when it was due and I may be able to take it this winter. I am not sure of this but I think I can. I have not been in Florida for five years but last time I was there the Boulevard was not very crowded and you arranged a very nominal rate for me. I am wondering if I arrange to be there when business is not too rushing whether I could get a good rate at the Boulevard. I am not Scotch but poor - so poor that unless the cost is nominal I cannot make it. I would drive down in my flivver so transportation would not be so high. All other things being equal I would prefer to take the trip the first or last part of December. I think it better psychology to take my 1934 vacation in 1934. I am under the impression that your business is not rushing until after the first of the year.

Lest you feel that I have hit the steep portion of the toboggan slide let me say that so far as we can judge we are still in good standing with Mr. Packard and my financial state is simply due to a set of circumstances that are to a degree only temporary. At least I hope this is true. In any case we still have our jobs. We may be like the fellow who fell off the Woolworth building who yelled to a tenant as he passed the fifth floor that he was all right YET.

Florene was here for dinner with me several months ago and was admiring the marine canvas you sent me several years ago. She told me you have a companion piece and that I should suggest you put me in your will for it. If you know the one she is talking about and have no better plans for it's disposition I would be glad to be the legatee. Don't get the idea that I want or need it now. I do not as my little jernt is quite livable just as it is - thanks to the oil painting and lovely oriental rug with which you have furnished the living room. The sum total of the idea is that from where I sit I cannot see any great probability of my being able to indulge my taste for oil paintings and I simply wish

to suggest that if you have no other person in mind to whom you would like to bequest this companion painting I would be very pleased to have it.

The winning of the American League Pennant and the subsequent playing of the World Series here seemed to lift the local populace out of its doldrums temporarily at least. I saw all of the games that were played here and I think that our Tigers could and should have won the old bunting except for a tactical error by Manager Cochrane. The incident that I believe led to their ultimate defeat furnished an interesting study in the frailties of human nature. This fellow Cochrane is a fine player and an inspirational leader but the effusions of the press and the after dinner speakers made it appear - and him believe - that he was a composite of Napoleon, Caesar and J.C., with the result that in the sixth game after he had been quite badly injured he refused to bench himself in favor of the second string catcher who is an excellent ball player if not quite such an inspiration to his team mates. However, I believe the "die for dear old Rutgers" emotion would have been much more appropriate for a college foot ball field than a professional ball park. On the very next play he was called out at third on a close play that any able bodied man would have made with time to spare. The out definitely cost the Tigers a run and they lost that game by one run. The interesting part to me was that it makes little difference who the individual is as it relates to assimilation of high praise. Cochrane is an educated level headed fellow ordinarily but the enormous flattery had him fat-headed temporarily at least. Anyway, the Series brought a lot of dough to Detroit.

There is nothing of importance to tell you so I will run down and retire.

I hope you and Margaret are both enjoying good health and I also hope you will have a good season at the Beach.

Sincerely,

Tom Milton

October 22, 1934.

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

Dear Tom:

I have your letter of the 14th.

Any time suits me. You won't know this place. We are right in the midst of another boom. We are bettering all records for sales in property except the boom year itself. Also the building of houses. Our business is usually not rushing at this time of the year, but we have done more business this last October than in our entire history except '25.

I don't know what canvas you are referring to. I've sold most of the pictures that would sell. I intended to sell a bunch of my clothes that I've outgrown, but the cockroaches ate all the sleeves out, the buttons off, and the entire linings from the coats. I didn't have any vest at all.

I'm interested in your comments on Cochrane. I think you have the situation sized up about O.K.

Now climb on your old buss and roll down here, Tom, as soon as you can. The weather is wonderful and there is quite a crowd in the town now.

Yours sincerely,

CARL G. FISHER

CGF/vhs

November 24, 1934.

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

Dear Tommy:-

What kind of a light 4-door Sedan, second-hand car can I get that has had a reasonable amount of use and is in good shape? At how low a figure can one be picked up around Detroit?

First, I want wood wheels, and a 4-door Sedan. Don't want any of the modern bugs on stream-line, hump-backed, and with such damnable, uncomfortable riding seats and so little room to get in and out of the cars. I would much rather have a 1932 or 1933 car that has been taken care of. My wagons here are about worn out.

Write me. Don't waste money on telegrams. Just write me a letter and tell me how the market is up there on what I am looking for.

Yours,

CARL G. FISHER.

CGF:AVM

PACKARD MOTOR CAR COMPANY

DETROIT MICHIGAN

December 4, 1934

Mr. Carl G. Fisher
Miami Beach, Florida

My dear "Skip":

Replying to your letter of November 24, I feel that you are placing too much responsibility on me in asking me to select a car for you, knowing as I do how critical you are of the modern designs. I think there is little doubt that used car prices are from \$100 to \$200 lower in Detroit than in Miami Beach. If you can take the time to look around and decide what make of car you want, I shall be glad to look through the available supply here for such a car in good condition, and advise you of its price.

I don't know how much money you want to pay, or what size car you want, but I am strongly of the opinion that an Eleventh Series Packard Eight five-passenger sedan would provide very satisfactory transportation. These cars sold for approximately \$2500 new, but we have one or two brand-new cars on hand that can be bought, I believe, for \$1500. With respect to ease of ingress and egress, they are probably not much better than the mine run of cars, but in all other respects, would be very satisfactory.

Don't get the idea that I am trying to sell you a Packard because of my employment here. I honestly believe that one of our last year's Eights at this price represents the best deal you could make anywhere. Furthermore, you must not confuse the car I am suggesting with the big trucks you owned some years back. Those were Super Eights and were substantially larger cars than the one I am now suggesting.

I realize this is not a very satisfactory response, but if you will give me a little more definite information, I will be only too glad to do whatever I can to help you get the kind of car you want.

With kindest personal regards,

Yours very truly,

T. Milton

TM:O'C

December 10, 1934.

Mr. Thomas Milton,
C/o Packard Motor Car Co.,
Detroit, Michigan.

Dear Tom:-

Thanks for yours of the 4th.

I know the Packards are very good, but I don't think they are worth the difference either in the list price or the second-hand values, but I just had an idea you might know of something that was an unusual bargain.

I have made arrangements for a Hudson, after I received your letter.

I wish you could get down and see us.

Yours,

CGF:AVM

CARL G. FISHER.

THOMAS W. MILTON
731 COVINGTON DRIVE
DETROIT, MICHIGAN

December 15th, 1934.

My dear "Skip":

Your recent letter is before me. I knew at the time of mailing how unsatisfactory my last letter would be considered, however, my suggestion that you buy one of last years Packard's brand new for \$1500 was more sensible than you suspect. It has been a long time since you have had an expensive car and you are likely to compare today's low price cars with your antiquated Packard experience. Actually, last years Packard 8 is a peach of a job. It is not nearly as large as the cars you had and is a very nice job to drive. The seats are quite comfortable and it is not radical from a style standpoint. You may not have wanted to spend \$1500 but I reasoned that business is breaking a little better for you now and you are not going to be around these parts forever and I still think the much greater enjoyment you would have derived from the Packard would have fully justified the cost. You can argue yourself into believing that a Hudson runs just as well if you want to but it is just plain buncombe. I wanted to write you sooner and suggest that you buy either a Packard or a new Ford V-8. They will be announced shortly and I believe they are - or will be - better cars than Hudson and at a lower price. In any case you now have a car and I hope you will be satisfied with it.

Something always happens to prevent my getting a vacation. I had a swell scheme all worked out and had Colonel's approval and would have left today but on last Wednesday Colonel asked me if I would object to giving up my plan for the reason that I am taking on a new job with the company and he felt I should become familiar with it before the New York Show. Naturally I could not object as I am still glad that I have a job to work at.

Van and I have been associated in the development work for the past several years but because of the money invested in bringing out the new lower priced Packard the experimental program will be considerably restricted for the next year. That left me and Van without a job so Colonel decided to put Van on the Diesel program which so far has been a bust with instructions to make or break it within the next year and he has assigned me to the job of service engineer. Among other things it will be my job to sell our product to the sales organization - that is new cars, as and when brought out - this will require both engineering and sales knowledge and I am

quite sure I am going to enjoy the work. I don't know how good a job I will be able to do but I will give it all the "stuff" I have and I believe I can swing it okay. Of course the primary function of the office is to keep in touch with the factory service department and prescribe remedies for any and all troubles reported from the field. All in all it should be very interesting work and I am glad of the chance to take it on.

In asking me to give up my vacation plans at this time Colonel said he thought I would be able to take some time off in February or March. I am not planning on this as it seems quite uncertain to me but if it does develop that I can take a vacation at that time I will drive down to Miami Beach for a brief visit with you.

I cannot tell you how happy I am that things are going so well at the Beach. It is kind of tough for those who never have had anything to find themselves poorer but it must be worse for one who has had so much. I often think of the day when riding down to Montauk on the "K" you said "Tommy, I have money coming in so damned fast I don't know what to do with it" Well, I guess you haven't had any worries of that nature recently. I think it proper to tell you that you certainly have been very graceful in your retrenchment.

I saw Caley down at South Bend a few weeks ago and he seemed quite optimistic in regard to the future of Montauk. He indicated that you may again take over the reins and give the place the management it deserves. I certainly hope this is true.

By the way has the Montauk Co., ever gone through bankruptcy or is it a going concern? My reason for asking is in relation to income taxes.

With kindest regards to yourself and Margaret, I am,

Sincerely,

Tom.

And

December 20, 1934.

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

Dear Tom:-

I have yours of the 15th and of course I enjoyed reading such a good progressive letter.

Now forget the Packard. In the first place, I haven't \$1500 - my limit is \$500 - and I have already made a deal for a second-hand wagon. I haven't had a new automobile for six years, and the string I have is rather frazzled.

I believe you are going to like that new job. It is at least interesting and may drag you down here.

I have been unable to understand for several years why the Packard didn't cash in on their reputation with a low priced car, and not try to bring out these new fangled doodle-bugs that may be the rage at the present time among the flappers, but there don't seem to be a great deal of horse sense in their construction.

I would rather have the fender business profit nowadays than all the other profits hooked up with the automobile business. The first man who brings out a car that is so fendered and shock-absorbed that he can push into a narrow opening and push all automobiles on each side of him from close contact and emerge from this general melee without anything more than a little paint gone, is going to have a real constructive piece of engineering and a great boon to the motoring public -- "if you get what I mean, Al".

I think our Montauk affairs are getting in better shape daily, and we expect to complete the reorganization of the new corporation within a very short time. It is proposed that I receive 20% of the new stock in the combined corporation, taking the assets of Miami Beach and and putting them with Montauk, and eliminating some \$1,200,000 that I advanced to the Montauk Corporation. This will allow the Company to start up now without a lot of debts hanging over them, and with all the bonds of the hotels amply secured. There is no way under present laws to protect the stockholders, and as I am the largest stockholder, I can consider, and do consider, the largest part of this stock investment lost. However,

Mr. Thomas W. Milton -- 2.

12-20-34.

the 20% which I receive for my services with the new corporation, I am going to divide pro-rata with the old stockholders, and if Montauk comes through and if some of our plans here materialize, our stock may again get to be a money-earning interest.

We expect to send all of the stockholders a report as soon as the transactions now involved are completed.

We are having the best season this year since 1928. You would hardly know this place. I think the new home count is something like 240 for the past year and new homes are starting at the rate of at least two a day.

I understand Galey and Vic have perfected a gear shift, using vacuum.

Do you remember the old electric push button on the White Packard that controlled the brakes in a two-step process? I had great hopes for the future of this vacuum power when finally worked out mechanically and scientifically for a more complete and graduated control.

I will have Fred Humpage write you regarding your income tax matter, and I hope to see you when and as you can arrange it.

Yours,

CGF:AVM

CARL G. FISHER.

P.S.-- If you and Van would put in a little time designing an automobile as a vehicle of comfort and luxury, and leave out the speed end of it, you might open up a new field that seems to me to be every place and nobody to supply the demand.

C.G.F.



Note: Read the last paragraph on page six first.

THOMAS W. MILTON
731 COVINGTON DRIVE
DETROIT, MICHIGAN

January 25th., 1935.

My dear "Skip":

Your letter of December 20th was a dandy and I have read it several times. In going over some of your older letters as well I am aware that I have not answered some of your questions - which I shall now do.

Sometime last year I wrote you about an oil painting and you replied - " I don't know what canvas you are referring to". Well, the answer to that is that I don't either. I think I told you Florene was in Detroit and had dinner with me one night and she said you had some picture or other that would go well with the one I had and so I inquired about it. I did not have the opinion that the canvas referred to had any great value but since you have sold your paintings I evidently was in error about that. I was visualizing a picture that was laying around somewhere for the want of better disposition. In any case it is of no importance whatever to either of us.

Just one more word on the automobile matter. The letter I first wrote you was dictated at the factory and I doubt that in that letter or any subsequent one I gave you the full story. If you had been prepared to spend \$1500 the Packard I had in mind would have been a really good investment BUT what I had in mind was that if you were not going

to spend that much that you should wait a few weeks for the 1935 Ford V-8. You have a new rig and I hope it is satisfactory but I personally would much rather have a Ford than a Hudson. The new Fords have a lot of room in the bodies and are relatively easy to get into and out of. If you don't believe this go and try one. Also they have a pretty fair ride now. The only point in rehashing the car business at this time is to let you know that the recommendation I had in mind - and which I think I never made fully - was sound and logical. So that's that.

The company sent me to the New York Show where I remained the full week and I can truthfully say that the new car went over in great shape. Our competitors admit it is a fine package but insist that Packard cannot sell it at a profit. That remains to be seen. Although I was on the losing team I must say that the new car is a very nice result and I believe will prove very popular with purchasers. There is indeed point to your remarks about the present car fenders. It is only a matter of time, however, until fenders will disappear completely. This will reduce the original cost as well as upkeep.

Your story about Montauk is very interesting but I continue to think that you are entirely too much concerned about those who bought stock in the original Montauk enterprise. At the risk of becoming monotonous I repeat that it was a privilege to buy the stock and those who do not feel that way yet are poor sports and deserve no consideration anyway. The idea of combining the Miami and Montauk assets does

not sound very good to me. I do not doubt that Montauk will someday be all that you visioned but I think it is doubtful when that day will arrive and I suspect that the plan you now have in mind is predicated largely upon your desire to get those out of the woods who went into the project with you as stockholders and if this is your reason I would certainly advise against it. From all that I hear Miami Beach is going strong and it would seem that if you confine your interest and efforts to that community that you have a fine chance of securing for yourself a clean bill of health and I for one feel you are certainly entitled to start thinking a little about yourself and less about others. I have often regretted that you kept plopping your own money into Montauk instead of asking the stockholders to come through with their share. I have a feeling that your neck is bowed to the task of reimbursing all your Montauk stockholders before you depart this something-or-other. It is a beautiful attitude and sentiment but might be very indigestible. You might get awfully thin on it. Maybe your plan is good from a business point of view and if it is okay but if it isn't the hell with it.

Yes indeed I remember the old white Packard and the brake control. The gear shift you refer to is optional equipment on the new Hudson and works quite well. It is too early to tell whether the device will achieve popular favor. We had an experimental sample and I have driven it quite a lot and rather like it but I am not at all sure that it will be a boon to sales. In so far as I can see your giving those patents to Caley and Vic certainly set Vic up in business.

I don't know just what Vic would have done otherwise. In fact I am not sure just what he is going to do as it is. I don't know whether you agree or not but I regard Vincent Bendix as one of those examples who prove that you can get a lot of boodle without brains. To me he proves that there are more nasturtiums than there are horses and I don't think Vic is as smart in his conduct of the engineering end as he might be. He has not been smart in his handling of his good men. Result - a mutiny in which they lost a lot of very good talent.

In respect to designing the right kind of car for Packard I might tell you that we have been unable to sell them the kind of car we think they should build. We had not one thing to do with the recent new car. We did design an engine that we still believe should have been a part of it but they thought otherwise and the net result has been that Van is no longer on the pay roll. It was actually shocking to me that they would let out a man with his originality and keep me on and I told them so. Van has forgotten more about engineering than I will ever know. I will say in my own behalf that some years ago I began trying to demonstrate ability along as many lines as possible and I think that is the reason I am still there. Just in passing I might tell you that I wrote the address Macauley gave at the unveiling of the new car in New York. This is not generally known but I did just the same. (over)

Recently I have been reviewing my connection with Packard and it is quite a story of ups and downs. This past summer

X

I started writing the damn speech at noon Christmas Day
and finished it twenty hours later.

I worked like hell to finish an engine that I am certain is much better than the one they adopted which of course make s the effort appear very futile and so it has been all along. A good salary today and a cut tomorrow then a raise and what next I don't know. It certainly is a struggle to stay in the swim with a big corporation and it all seems so worthless. I'm not doing anything that gives me the least personal satisfaction or pleasure. I think this proceeds from the fact that I believe I am not engaged in the kind of work that I could do best. I am not at heart an engineer and therefore do not enjoy the work. I have come to think that I have some selling ability along promotional lines. I mean by that I don't think I could sell a commodity like salt or cigars with any great success but if I could find just the niche where I could fit I think I would be a lot happier. The trouble is I don't know exactly what kind of a niche it is that I am looking for and therefore it is hard to find. Recently I have been wondering whether it is possible to make a living in Florida in the citrus business and how much capital is required and so on. Someday when you have nothing better to do I wish you would give me your views on this. I have come to think that living in a good climate is pretty important in the scheme of things. This Michigan climate is terrible and I am damn well fed up on it. As a matter of fact I am at home recuperating from Flu attack No:87 and that is the reason I have the time to edit this novel. I don't know how much money Earl Kizer has or is making but he is lots smarter than I am for at least

he is living in Florida. When you have time please tell me what you think I ought to shoot for. You know me quite well and I would rather have your opinion than anyone's else I know. Incidentally, I am sure you will be happy to know that I have done a pretty good job in curbing the old temper. I have not flown off the handle now for nearly three years. Don't try to read this epistle during working hours but substitute it for one of the books that you ordinarily devour in the middle of the night. I have double spaced it to make it a little easier on your eyes.

With kindest regards to yourself and Margaret, I am,

Sincerely,

Tom.

January 29, 1935.

Mr. Caleb S. Bragg,
135 East 74th Street,
New York, N. Y.

Dear Caley:-

I am enclosing some correspondence with the Emeloid Company. They have one of the biggest things I have ever seen for new promotion work. They don't know exactly how to handle this and they are, therefore, missing millions of dollars worth of business through lack of proper promotion.

It is quite a big job and I don't want to tackle it alone or single-handed. The output should be bolstered up with patents and copyrights, or whatever will bolster it up to keep out competition. Our hotels here are eager and anxious to buy a thousand dollars worth of their signs, and we have only five hotels out of a million.

I have some ideas regarding this sign work that I haven't explained to anyone that would bring in several millions of dollars worth of business immediately. I wrote to Howard Lyon and told him to get on the job and try to make some arrangements, but he either is too busy or doesn't think anything at all of the idea.

They produce an outfit that is as good as Neon and a great deal better in some respects - very much less cost and more efficiency. Mr. Madan has one of the several ideas that I have, but he has not yet sized up the situation properly. If he is not protected by patents, trade-marks, etc., it would be very easy for someone else to pick up his business. The business is large enough to afford a very comfortable income to several promoters, and it is a business that hard times will not affect as much as it will the usual non-necessity.

I don't think that Mr. Madan realizes the dangers that will present themselves as soon as there is a large demand for his product. As an example; I have already advised Mr. Madan that we have five hotels and that we want to buy some of his signs, but he cannot offer us a thing at the present time. Of course, I realize that dies are expensive and that production must be carefully looked into, etc.

I am sending Mr. Madan a copy of this letter as I don't want him to get a wrong impression of my interest in the Company, and if you have a chance, drop down there and see him, or meet him in New York, and talk over the situation generally, and see what you can do.

Mr. Caleb S. Bragg -- 2.

1-29-35.

You are well posted on patent litigation and know the dangers of competition, and of course the best way to avoid this competition is to do so in the early stages of a development.

After you have a talk with Mr. Madan, drop me a note and let me know your general reaction to the prospective business. I want you to sell yourself, instead of me as promoting the idea, if possible. Also, of course, I would like to have Mr. Madan interested on a very strong co-operative basis.

I cannot do a great deal of the necessary work that must be done to properly promote this new idea, but I can give you ideas of how to immediately sell five or more million dollars worth of this product.

If you are interested, drop down and see what you can do. If you are not interested, let me know immediately. My principal object is to hand over my ideas on these signs to somebody who can take over the job and complete it in a first class business-like manner.

Yours,

CARL G. FISHER.

CGF:AVM
Enclosures

January 29, 1935.

Mr. Thos. W. Milton,
731 Covington Drive,
Detroit, Michigan.

Dear Tommy:-

I wish you could get down here for a few days and talk things over generally.

I am sending you copy of a letter that I have just written to Caley Bragg. This new process of sign letters is the biggest thing I have seen in a long time, but it is difficult for me to break into the business without having a considerable amount of money to put up. However, it is possible for some arrangements to be made with this Company for Mr. Bragg and yourself.

The Company needs mechanics and it needs brains to control the patents, trade-marks, etc. Also, it needs a clean selling campaign that can work fast and keep competition from having a start, and it particularly needs the ability to deliver immediately on the orders that are possible.

Their present plan of doing business here at Miami Beach is absolutely ridiculous. They don't get much business, and what business they do get is at several times the price that it should be.

There is a tremendous future and a tremendous fortune to be accumulated if this idea is properly handled. There is at least two hundred thousand dollars worth of business here in this little town alone, if only the right program is followed to get the business.

Caley is a very desirable man to interest, as well as yourself. The proper plan to pursue means a good mechanic, with manufacturing ideas in quantities. I will guarantee to sell a million dollars worth of this material with one page of advertising in the Saturday Evening Post, and I wouldn't give the prospects of the future of this business for the prospects of Packard and half a dozen other automobile companies I could name.

Drop me a note. I haven't read your letter yet.

Yours,

CGF:AVM
Enclosure

CARL G. FISHER.

February 12, 1935.

Mr. Thos. W. Milton,
731 Covington Drive,
Detroit, Michigan.

Dear Tom:

Yours of January 25th received. I am glad you took time to write me a long letter.

The orange grove business is good and bad. There is an enormous future and opportunity in Florida for small, quickly built houses. The Johns-Manville Company have been staggering in and out of the job for the last five years, and I have been doing the same.

I have spent \$5,000 in experiments. The job is one that should be licked if a complete co-operation could be had with the Company, but about a hundred different architects have had a hundred different ideas, and the Johns-Manville Company have become saddle-sore with ideas and efforts to co-operate, etc. It is like building a new type of automobile by correspondence.

With the \$5,000 home exemption now in the State of Florida, it offers an unusual opportunity for home owners, and there are thousands upon thousands of retired policemen, school teachers, army officers, preachers, professors and others who can live on a very small income, and we look for an enormous number of these people to come into Florida.

There is a great deal of low priced land in Florida where three or four acres will produce a large amount of food stuff, and there is also a considerable amount of reasonably priced lots now where cottage life can be considered desirable.

The big point I think I see in the future for these small cottages is that they are, and should be, practically indestructible, and certainly fire-proof, vermin-proof, and proof against the continuous sunshine.

The new materials of the Johns-Manville Company are ideal for this country down here, and they have recently brought out an acid treatment for coloring purposes, which takes the place of paint; is very economical to apply, and gives quite a little variety of color at about one-tenth the cost of paint.

Now that you can buy steel windows and doors that are practically rust-proof, the upkeep on these houses is almost nil. Putting them together economically and very quickly is, of course, the big item right now.

I am enclosing an article from a Philadelphia architect which is very well written.

The people of considerable means are now buying small cottages at \$5,000 and \$6,000 who could not be induced to even look at such a house three or four years ago; just exactly as people are now buying Fords.

I am sending you a circular of a house which I have just completed, and we are now gradually getting started on fire-proof and bug-proof houses here at the Beach. I expect the time to come when it will be against the law to build a house with wooden floors or with a place for rat nests among the rafters and joists.

Now regarding the sign business, which is another thing that has come up this season:

Just after I had mailed you a copy of my letter to Caley Bragg, he dropped in to see me at the house, but he did not seem to be interested; said he did not want to tackle any more work at this time, and I think he felt that the sign business was a business open to an enormous amount of competition - which it is; but I have recently had some new ideas regarding the furnishing of signs with indetachable letters on glass.

This process I have in mind is easy to handle; could be financed by the glass people and could, I think, be partially protected with patents.

The sign business is growing faster than any other new business in America. The experiments I have made so far are O.K., but, like all other businesses of this kind, it is quite a job. It does not take a great deal of money to get into the business but it takes time to get organized and make proper connections with the glass companies.

There were 140 permits issued for new signs here on the Beach last month; I don't know how many in Miami, but it is quite safe to say that my type of sign would have supplied the needs of a considerable percentage of these permits and, in some instances, at a very great saving.

Mr. Thos. W. Milton -- 3.

2-12-35.

I would like to turn this idea over to you and let you mull it over. It is really a day's job to talk over the different angles. Some of the points I have in mind are really very economical and fast and profitable, and, I believe, patentable. I believe you could handle this job and that it would fit you better than the job you are in now.

I would like to have you around some place where I could talk to you. Can't you manage to get down here for a few days?

The more I think of the sign situation, I would much prefer my ideas to the existing ideas that are now in operation; and even if the Emeloid Company would come through with a very flattering offer, I am sure I would prefer the ideas I have for a general sign business.

My plan could ship from Detroit or Pittsburgh to Denver, Colorado a completed sign, very closely resembling the Heon sign, for less money than the Heon people could install a sign in Denver, even if they had their own man in Denver to do the job. Also, the sign I refer to is practically indestructible and would have a selling value of 50%, perhaps, for a period of years, and could be changed and used for any other line of business necessary.

Also, these signs would have a trade-in value, like a gas tank.

I have a tail-hold on a fine idea that won't cost any money to think over. Van would fit in on this job also. In fact, the two of you could put just the proper smoke on the ball to do the job.

Let me hear from you.

Yours,

CGF:AVM
Enclosures

CARL G. FISHER.

THOMAS W. MILTON
731 COVINGTON DRIVE
DETROIT, MICHIGAN

February 12th., 1935.

My dear "Skip";

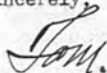
Your last letter was a dandy and I have wanted to answer at an earlier date but the new job I have has had me on the run and I don't mean perhaps. Getting out a new car is largely responsible.

There isn't much I can say about the sign business you discussed except to tell you that I certainly am interested and I hope you will let me know what Caley's reactions are. Also I would like to have your ideas as to what move I might make bearing in mind that I cannot leave here without quitting the job I now have and I am not financially situated to quit this one until I know where I am going to get another.

Please give me your thoughts when you have the time and in the meantime know that I appreciate your thinking of me in connection with anything that looks like a chance to make some money.

With kindest regards to yourself and Margaret, I am,

Sincerely,



CONFIDENTIAL

February 14, 1935.

Mr. Thos. W. Milton,
731 Covington Drive,
Detroit, Michigan.

Dear Tom:-

I ran into a situation yesterday that is wonderful for the convertible sign idea. We won't have to spend a dime to get our frames, as they are already being manufactured in quantities and at a low figure. Every day I see more and more of the possibilities, if we can get any kind of protection.

I have a straight-8 Packard Limousine, down here and in good condition. If you will come down I will give you the Packard to drive home, - or sell it and pay expenses. It is in fine running condition - good rubber and good paint, and you won't have to rebuild anything going North.

They will give me only about \$300 in trade for this car, and I don't want to trade it off as Roy Chapin is going to give me a Hudson, and it might be that you could drive the Hudson down here.

I hope you and Roy are good friends. He is a great fellow. I am enclosing copy of a letter I am writing Roy today, who will be here March the 10th.

Yours,

CGF:AVM
Enclosure

CARL G. FISHER.

February 15, 1935.

Mr. Thos. W. Milton,
731 Covington Drive,
Detroit, Michigan.

Dear Tom:-

I am writing Roy Chapin today that I want a radio in the car he picks out for me, and the extra tires mounted in the fenders.

I am not stuck on the doodle-bug type, as of course the whole tail end, where it drags back and hangs like an over-long pair of pants, is no good in the long run and of course will be abandoned in the next year or so. The back part of the car should be accessible for the carrying of baggage. The stream lining and overskirt is a lot of bunk.

Yours,

CGF:AVM

CARL G. FISHER.

THOMAS W. MILTON
731 COVINGTON DRIVE
DETROIT, MICHIGAN

February 25th., 1935.

My dear "Skip";

Your last letter was most interesting. I have read it several times as well as the article you enclosed and I have not the slightest doubt that something will be done with the idea and probably in the near future. It certainly has great possibilities but I am not certain that it is down my alley, at least at the moment for it will require considerable capital to start and it will be some time before experiments are completed and income produced and at this time I have no one waiting to stake me in a business venture.

It must certainly be true that the experiences of the depression will cause many a poor devil to adopt a new viewpoint on life which will be based on a more sound philosophy than was general a few years ago. Living by the wayside seems due for more proper consideration. Even I am in that frame of mind so what must the thousands who are farther along the road be thinking.

I had rather hoped that Caley would be interested in the sign business and that he would be interested in having me run the thing for him but perhaps that wouldn't work out well anyway. I'm not at all sure that Caley is easy to get along with in business and I'm not sure that I am either.

All that you have said about the sign business sounds very interesting and I realize that to get anywhere I must get down there and have a talk with you about it but that's where the rub is. If the expense of the trip were the only consideration your generous suggestion about your old Packard would solve it very well but the heck of it is that I may not quit the job I have until I am certain just where I am heading because I have no cash reserve whatever to carry on with and I have such definite obligations to Elinor and Tommy Jr and to Mother that I simply must continue to earn money to defray these expenses. If I were alone or if the closing of the banks here had not so crippled me I would be in a fine position to take a chance on something that held promise but under present circumstances I must hang on to what I have and at the same time try to locate something new and better and that is rather difficult I realize.

In one of my letters I told you tht Van got the air at Packard. He is a very ingenious fellow and he has some

ideas that may materialize rather quickly. We both want to continue our partnership arrangement and we have a number of schemes that we are working on right now that may produce some quick dough in which case I will chase myself down to Miami for a visit and a talk about the ideas you have in mind. The heck of it is that I am the salesman of the team and I cannot openly ~~go~~ go round trying to sell our services for certainly if Packard got wind of it I too might get the air especially since I have just taken over a new office. I am sure it is all going to work out okay in the end.

Someone from Mr. Chapin's office called me today to say that they have found a car they think suitable and wanted to know whether I was planning on driving it down for you. I explained that my boss Colonel Vincent is in Florida and is expected ~~back~~ the end of this week and that I would like to hold the matter in abeyance until his return on the theory that I might be able to get away at that time. There is nothing certain about it and if you are in a hurry to get your new rig I think you had better instruct them to ship it to you. I hope of course that you are not in a rush to get it and that you can wait until Colonel gets back here since if I can get away it would be lots cheaper to drive down than take the train. I am anxious to talk with you about this sign idea. I don't suppose you will be coming North for a couple of months yet.

As soon as I can get some definite decision I will send you a ire so you will know where you are at in regard to your car.

With kindest regards to yourself and Margaret, I am,

Sincerely,

Tom

The second installment of this story appears tomorrow but I thought you might be pleased to know that the old name still gets an occasional play. This fellow Murphy is a fine fellow and I think a comer as a sports writer.

February 27, 1935.

Mr. Thos. W. Milton,
731 Covington Drive,
Detroit, Michigan.

Dear Tommy:-

I had to move very fast here last week, on account of some new thoughts of the Neon people. I had to rush through an application for a patent that was not at all complete in its application and not entirely worked out mechanically, and I don't know whether I will get a patent or not. If I do, it will be a great thing.

I don't want you to quit your job at all, but I did want you to be able to give it some thought on the side, and I wanted to get the whole thing settled up and off my hands and in the hands of somebody who can give it a few hours extra time which I certainly cannot do. I wanted to talk to you about it and show you the possibilities of the job.

Galey did not react at all. He said he was busy with some other stuff, and even the word "sign" made his nose not only turn up but - "hootchy-kootchy", so I didn't say anything more to him about it. However, Galey's remarks on anything I have in mind have no more than the average effect.

Yours,

CGF:AVM

CARL G. FISHER.

March 2, 1935.

Mr. Thos. W. Milton,
731 Covington Drive,
Detroit, Michigan.

Dear Tommy:-

The proposition I have been trying to hook you on, thereby relieving me of a lot of work, would be brain work and I believe you could handle it to very good advantage, but it will take two or three days to explain it.

If you can come down for two or three days, come on.

Yours,

CGF:AVM

CARL G. FISHER.

March 4, 1935.

Mr. Thos. W. Milton,
731 Covington Drive,
Detroit, Michigan.

Dear Tom:-

Further in reply to yours of February 25th:

It wasn't any part of my idea for you to quit the job you had, but I thought you might get Van interested and let him work with you a little on the side until you could make the proper contact for the manufacture and sale.

Of course, I think a good little company, without too much overhead or factory expense, could do wonderful things with these signs after they had a start.

It is going to be rather difficult to get a patent, and if all the patent claims are disallowed, then it is going to be just a question of getting started first and being able to outsell competitors.

I have told Vincent something about the sign and told him I had hoped you might run down here on a vacation, and that you might be interested to the extent of getting Van interested, as a certain amount of good mechanical sense is necessary. Also, it is necessary to make some contacts with manufacturers.

At the present time there are several manufacturers who make exactly what we want, and any one of them should be quite willing to jump into the proposition of a new outlet for their glassware and also for their window sash.

If I had any spare cash, I would be willing to back enough of it on this job to see it into commercial use; but the very fact that the word "sign" is connected with the job, it sounds something like going into the doughnut business.

However, Hugh Davis was here the other day and I got him to take the patent application to Washington and see what he can do, and get a reflex of patent attorneys, or wherever he could get a reflex, on one of our applications. I will keep you advised as soon as I hear from him.

Yours,

CGF:AVM

CARL G. FISHER.