

Wabash  
Anchorage, Alaska,  
February 28, 1934.

Fairbanks, Morse & Co.,  
900 South Wabash Avenue,  
Chicago, Illinois.

Gentlemen:

I have received your letter of February 12th, in  
reply to my letter of January 19th, regarding cost of your  
Railmobile equipment.

In view of the high price of this equipment, at  
the present time we have decided to defer purchase of such  
for this year.

Yours very truly,

Signed: O. F. Ohlson  
O. F. Ohlson,  
General Manager.

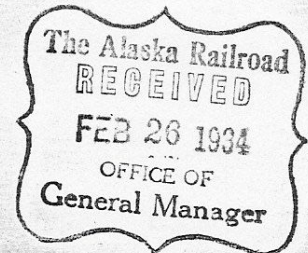
# Fairbanks, Morse & Co.

900 SOUTH WABASH AVENUE

CHICAGO

February 12, 1934.

Mr. O. F. Ohlson,  
General Manager,  
Alaska Railroad,  
Anchorage, Alaska.



Dear Sir:

Replying to your letter of January 19th, we wish to advise that the cost of a 17 passenger Railmobile equipped with Dodge 2-ton heavy duty motor, 96 hp., and fitted with what we consider the necessary equipment, cost of coach \$8002, 16 passenger trailer \$4989, 20 passenger trailer \$5926, all f.o.b. our plant, Three Rivers, Mich.

A 12 passenger Railmobile with a baggage compartment approximately 60" x 87" would cost approximately the same as the 17 passenger Railmobile. To add a similar size baggage compartment to the 17 passenger machine would require an additional expense of approximately \$850.

The last paragraph of your letter does not give us sufficient information to give you an accurate estimate of performance of this Railmobile on 2.2% grade. Under normal conditions this power plant is sufficient to handle the Railmobile and trailer on the 2.2% grade at a reasonable speed providing the grade is not so long that it will cause heating of the motor. This is also based upon sea level ratings for the motor. There should be no appreciable loss in horsepower rating up to approximately 2000 feet above sea level. From 2000 to 4000 feet above sea level the loss would be from 2 or 3% at 2000 feet up to approximately 10% at 4000 feet. The loss is a little greater at elevations over 4000 feet so that at 8000 feet there is approximately 25% loss of the horsepower based upon 80% mechanical efficiency of full sea level rating.

We shall be glad to furnish additional estimates that might more closely fit your conditions if you can outline the type of service and what you think your requirements would need in the capacity for handling passengers and baggage.

Yours very truly,

FAIRBANKS, MORSE & CO.,



General Railroad Sales.

EFK:VB

Railmobile.

417.

Anchorage, Alaska,  
January 19, 1934.

Mr. C. H. Wilson,  
Fairbanks, Morse & Co.,  
900 South Wabash Ave.,  
Chicago, Illinois.

Dear Sir:

I have received your letter of December 23rd with enclosed copies of your bulletin describing your Railmobile.

Would appreciate information as to your factory price of a 12 passenger and price of a 18 passenger bus complete on a Dodge chassis, and additional cost for adding a baggage compartment and what the space of this compartment would be; also the price of a passenger trailer and capacity of same.

Will you also advise if this Railmobile, whether a 12 or 18 passenger capacity, will be able to negotiate, without difficulty, our maximum 2.2 grades with a passenger trailer attached.

Yours truly,

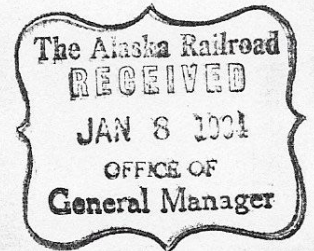
Signed: O. F. Ohlson

O. F. Ohlson,  
General Manager.

Fairbanks, Morse & Co.  
900 SOUTH WABASH AVENUE  
CHICAGO

December 23, 1933.

Col. O. F. Ohlson,  
General Manager,  
The Alaska Railroad,  
Anchorage, Alaska.



Dear Sir:

We understand through Mr. W. S. Covington, Manager of our Seattle Branch, that you may be interested in the Railmobile for the Alaska Railroad, and we take pleasure in enclosing one-half dozen copies of bulletin describing these Railmobiles which have just come off the press and are being distributed to the railroad trade.

We have just built and delivered this week one of these Railmobiles for use on the Escanaba and Lake Superior Railroad, and as each railroad will probably have special features they may wish incorporated in these cars, we would be glad to have you advise us just what your requirements will be, such as the maximum number of passengers you wish to transport and any other information that you think will be of benefit in enabling us to make you quotation. We would also like to know if you would be interested in the car alone or car and trailer.

The Railway Age issue of December 16th carries quite an article on the test of our Railmobile and if you do not have a copy will be glad to mail you one.

We think that all railroads with light passenger traffic should consider the use of these Railmobiles for economic operation and we will await with interest your request for additional information.

Yours very truly,

FAIRBANKS, MORSE & CO.,

General Railroad Sales.

CHW;LS

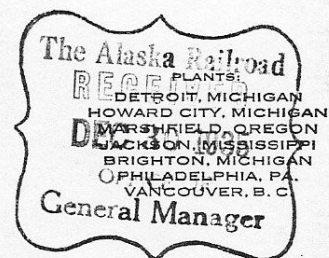
EVANS PRODUCTS COMPANY

UNION GUARDIAN BUILDING

DETROIT

December 11, 1935.

PRODUCTS MANUFACTURED:  
AUTOMOBILE LOADING MATERIAL  
FRUIT AND VEGETABLE CONTAINERS  
BATTERY SEPARATORS  
WOODTILE FLOORING  
AUTO-LOADERS  
AUTO-RAILERS  
AUTO-STOPS



Mr. F. Ohlson, Genl. Mgr.,  
The Alaska Railroad,  
Anchorage, Alaska.

Dear Sir:

The AUTO RAILER is setting a new standard for the economical operation of motive units over railroad tracks. It is so much simpler and cheaper than steam, Diesel or electric trains that a comparison is startling.

There are thousands of miles of steam railroad "branch lines" or "short lines" losing money where AUTO RAILERS would permit profitable operation.

The enclosed catalogue illustrates a few of the units for which we have found a demand. There are numerous profitable uses for AUTO RAILERS for rail and highway transportation, such as units equipped with dump bodies, air compressors, arc welding equipment, milk trucks, officials cars, live stock containers, units equipped for signal men, track maintainers, mail cars and many others.

By employing AUTO RAILER Traction Units, such as illustrated on pages eight and nine of our literature herewith, a railroad may move its occasional cars of coal, sand or similar loads, while moving all of its remaining passenger and freight traffic with AUTO RAILER units. Thus, a railroad can discontinue the operation of locomotives entirely, save money on the cost of maintaining its rights of way, close up its station houses and inaugurate 100% store door pick-up and delivery service throughout the length of its branch lines. The more frequent improved service that can be given, as a result of more economical operating cost per unit, will enable the railroads to regain much of the business that has been lost to competition.

There are many problems peculiar to your own line. Of course, we are not yet acquainted with many of them, but we do feel that some type of AUTO RAILER will help you improve your service, regain freight and passengers and reduce your inspection, maintenance and operating costs.

If you will write us and explain your special needs, our engineers will quickly adapt AUTO RAILERS for any use you desire.

Yours very truly,

EVANS PRODUCTS COMPANY,

*E. Evans*  
President.

ESE/c