

January 15, 1940.

Mr. F.B. Garahan,
Finco Corporation,
Salt Lake City, Utah.

Dear Mr. Garahan:-

Under separate cover I am mailing you two photographs of your Loader which I made at the tunnel on Friday. I trust that you will find these to your satisfaction. Owing to the extreme difficulties under which these were made, a certain amount of work with an airbrush is necessary about the lights. The excessive humidity in the tunnel caused my shutter to stick with the result that when I pulled my slide any lights either moving about in the tunnel or stationary were acting on the film prior to the moment of my flash exposure. However, as these areas are entirely away from the machine in one photograph, it is easily remedied. In the second, my shutter was evidently open before the bucket was raised causing some lights to show through. This also can be remedied. The essential workings of the machine are distinct and not foreshortened and the photograph obviously is made "on location", so that I trust they will both be of adequate use to you. The third negative I made was a failure owing to shutter failure.

As the crew on the tunnel job are working for a record, time is a precious element to them and they are loath to stop for anything. Mr. Austin was most kind and courteous as are also the officials of the Company.

It has never been my policy to sell negatives. Often the only way I can make any profit at all is on re-orders on a job. I am ready to fill any number of contact prints or special enlargements that you may require at reasonable rates. If these two prints are satisfactory, I will finish to balance of 12 prints for \$40.00, as the price I quoted you previously was for three subjects.

If the Carlton Tunnel crew maintain their present pace they will establish a real record, and I trust that these photographs made in the tunnel will prove of beneficial advertising worth to you.

Very truly yours,