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**Letter, Fred F. Marshall to Unknown**

Fred F. Marshall

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I will be on hand to watch the bulletins which indicate when invitations are to be circulated for bids on the purchase of goods. I will immediately analyze these proposals and after determining whether or not any of my clients would be interested I will see that copies of the proposals are mailed to the proper parties. That an important service can be rendered in this connection is shown by reference to the many instances where, through no fault of the Materiel Division officers, certain firms who would have been interested in entering bids were inadvertently excluded because they did not receive a copy of the proposal. Such cases often occur through oversight.

I am also in position to negotiate, in behalf of my clients, with various Section chiefs in the event of manufacturing or production difficulties. It is not that I would have any untoward influence in this respect but rather that my intimate knowledge of the functions at Wright Field, coupled with my acquaintance, would fit me to better comprehend the proper procedures necessary to obtain "change orders", etc. By avail-ing yourself of my service it may be that I can facilitate such matters better than your own representative, or at least save you the expense of sending a representative here to look after the detail.

As another item of service, I will be able to furnish valuable information in connection with Air Corps procurement activities, sources of supply on various materials, supplies, etc. used in the aircraft industry. More often than not I can advise your purchasing agent as to a direct source of supply on various items which you might be obliged to buy through a supply house. By discovering the direct source of supply your firm will be able to buy cheaper and often get a more prompt delivery, not to mention the more friendly coordination with your requirements.

I have placed a minimum charge of $100.00 per year for complete information service. If my service is needed beyond this point to act as local manufacturing representative, or in some capacity requiring greater responsibility and time, the fee to be charged can be settled between us to mutual satisfaction.

Upon request I will gladly furnish a list of my clients as reference, or any further information you might require concerning this service.

In the meantime if you wish any direct reference from Wright Field personnel, or from other sources in the aircraft industry as regards my integrity and personal standing I will be glad to furnish this information.

Yours very truly,

FRED F. MARSHALL
Lieutenant, Sis. Res.