

Charge to the account of _____

\$

CLASS OF SERVICE DESIRED	
DOMESTIC	CABLE
TELEGRAM	ORDINARY
DAY LETTER	URGENT RATE
SERIAL	DEFERRED
NIGHT LETTER	NIGHT LETTER
SPECIAL SERVICE	SHIP RADIOGRAM

Patrons should check class of service desired, otherwise the message will be transmitted as a telegram or ordinary cablegram.

WESTERN UNION

1206-B

R. B. WHITE
PRESIDENT

NEWCOMB CARLTON
CHAIRMAN OF THE BOARD

J. C. WILLEVER
FIRST VICE-PRESIDENT

CHECK
ACCOUNTING INFORMATION
TIME FILED

Send the following message, subject to the terms on back hereof, which are hereby agreed to

Night letter

18 December 1940

Major General George H. Brett
Chief of Air Corps
Munitions Building
Washington, D.C.

Your telegram reminds me of Henry Ford's statement that the customer could choose any color he desired just so he chose black. When you asked us to put in a midwest plant you said we could choose any midwest point we desired from Kansas City south. The next day we learned that North American had already selected Kansas City. We immediately investigated both Oklahoma points, found them unsatisfactory and reopened negotiations with Fort Worth which we had inspected very carefully five months ago after having previously lost Dallas also to North American. We now have a proposition from Fort Worth with representatives due tomorrow to close deal inasmuch as you told me we were to make the selection. Best regards.

R. H. Fleet - Consolidated Aircraft Corporation