

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

EVANS PRODUCTS COMPANY
UNION GUARDIAN BUILDING
DETROIT

The Alaska Railroad
RECEIVED

FEB 3 1936

Office of
General Manager

PLANTS:
DETROIT, MICHIGAN
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PHILADELPHIA, PA.
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January 20, 1936.

Mr. O. F. Ohlson, Gen. Mgr.,
The Alaska Railroad,
Anchorage, Alaska.

Dear Mr. Ohlson:

We have read your letter of December 30 very carefully, which is very interesting because your analysis of the traffic situation is so clearly expressed.

Obviously, the AUTO RAILER is not adequate to handle 50 or more passengers per unit. However, it is our thought that where traffic fluctuates, it would be a distinct advantage to have a number of AUTO RAILER units in service. They cost no money in a garage and can be thrown into service on a moment's notice to handle additional business.

We are now working out an analysis of a problem similar to yours, that is, where it is desired to handle up to 50 persons per trip. We are limited in the size of the bus we can handle satisfactorily because of wheel base limitations. However, we have a single unit carrying 27 passengers and another with 21 passenger capacity. Right now we are providing to couple two 21 passenger units together, using the motive power of the leading unit for power. This has the additional advantage of permitting operation of only one of the units if desired.

We can furnish the 21 passenger bus completely equipped, ready for service, for \$6637.50, F.O.B. Detroit. That means that in order to handle the 50 passengers at one time, two units would be required which will be equipped with a proper coupling device. This is much cheaper than ordinary Railer units, and is considerably less than is being charged in the United States for high quality busses of equal capacity.

The operating cost of a single unit of this type will be less than 15¢ per mile, which, of course, is based on gasoline and oil costs in the United States. This per mile cost includes track maintenance, depreciation, and other items commonly figured in railroad operation. When it is compared with the average of \$1.00 to \$1.50 per mile, the cost of steam trains, you can see why we feel that the AUTO RAILER offers a tremendous field for profitable operation of small railroads, and why it is good business to own several units and store them in a garage during the light seasons.

O. F. Ohlson
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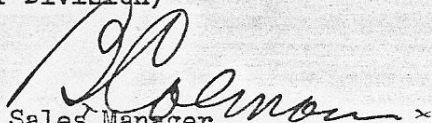
The M. of W. car has a $1\frac{1}{2}$ ton capacity, and can be furnished fully equipped ready for service for \$1696.50, F.O.B. Detroit. You may be interested to know that the Pennsylvania Railroad purchased one of these last summer, and was so well pleased that 60 days later they put another one in service on another division. We understand that both of them are reducing their maintenance operating cost very considerably.

We want to mention one other thing, that is, that prices quoted are not on the same basis as automobiles are usually quoted. The AUTO RAILER price includes all equipment which you would normally need, and will permit you to start operations.

We are sending you blue prints of the M. of W. unit, 27 passenger unit, and also a standard inspection car which has been designed for light passenger loads or for railroad official inspection work. The last-mentioned unit can be furnished for \$2925.00, F.O.B. Detroit.

Very truly yours,

EVANS PRODUCTS COMPANY,
(Railer Division)


Sales Manager.

BC:S