

February 7th, 1933

Jenkins Television Laboratory,  
1519 Connecticut Ave.,  
Washington, D. C.,

Gentlemen:-

For the past four years I have been reading a great deal about the developments of television, and have followed with interest, the developments that have been made during these four years. Being interested in the work in radio and television, I have followed the art with interest to the present date.

About three months ago we formed a Corporation in this territory which is organized under the laws of the State of Louisiana, known as the Southern Television and Broadcasting Company, Inc. It is the purpose and intention of this Corporation to carry on an extensive research campaign in the art of television in the Southern territory.

In order that we might become more familiar with the art, we purchased from the Western Television Corporation in Chicago, Illinois, a group of photo electric cells and a small scanning device, and proceeded to build the necessary amplifiers and 100 watt radio transmitter, and after completion, we began making our tests in the transmission of television pictures, using a triple spiral 45 line system. We purchased several receivers from the Western Television Corporation for testing purposes and experimental work, and have been operating on the amateur phone band, on 160 meters. We have shown some very remarkable progress in our experiments in the art of television transmission, and have been able to show perfect television pictures at a distance of 100 miles from our transmitter, this being as far as we have had the opportunity to test our range. I am sure that we are in the television business at the right time and expect to advance with the art.

We thought perhaps your Company would be interested in knowing that such an organization has been started in the Southern territory, as I am sure that we will be able to give your Company quite a bit of business in the near future, both in transmitting and receiving apparatus. It is our intention to install larger, more elaborate transmitting apparatus, just as soon as we can obtain the necessary license from the Commission. In the event that we are denied the license, we expect to continue our experiments on the amateur band, until such

time as we are able to obtain a television license.

We would appreciate very much having you forward us descriptive literature of both transmitting and receiving apparatus, which your Company can manufacture and supply us with, together with price list of same. We would especially be interested to know whether or not your Company is in a position to supply us with receiving sets in quantities, of both 45 and 60 line system, and if so, the expected retail price, together with our jobbers discount. We expect to install and operate experimental television stations in practically every major Southern City, and maintain a retail television sales Department in these Cities.

I am sure that you can readily see that we will shortly be in a position to give your firm a great deal of business, if you can supply our demands at prices that will be suitable, and we would greatly appreciate hearing from you at your earliest convenience regarding your Company's ability to serve us.

Thanking you in advance for your prompt attention,  
we are,

Very truly yours,

SOUTHERN TELEVISION &  
BROADCASTING CO., INC.

By \_\_\_\_\_  
General Manager.

PLC:CH

February 13th, 1933.

Short-Wave & Television Corp.,  
70 Brookline Ave.,  
Boston, Mass.,

Gentlemen:-

I suppose you think that I am never going to pay you for the Baird television receiver which you shipped to me a long time ago, but things have been moving slow for me and I have just now gotten started in the television business in the right way.

I have recently associated myself with a group of business men who believe in the future of television and we have formed a Corporation, under the laws of the State of Louisiana. This Company is capitalized at \$50,000.00. We have purchased the necessary television transmitting equipment to transmit television, using the 45-line system, as manufactured by the Western Television Corporation, Chicago, Ill. I am at present using my amateur station of one hundred watts, and am now showing perfect pictures for a radius of one hundred miles, this being as far as we have had the opportunity of testing our range.

I have accepted a position with this Company, and have agreed to work with them for a short time, until we can make the necessary connections to obtain a regular license from the Commission, and can make the necessary arrangements with television radio receiver manufacturers, to distribute their products in this territory. We have organized a good sales force, and are now ready to go after business in a big way. My salary with this Company will not start for another thirty days, however, and I will see that you are paid for the machine that I now have, out of my first check.

I am sure that this Company will be able to give you much business in the future, and I would suggest that you write Mr. J. H. Posner, the President of the Company, and arrange for this Company to represent you in this territory. I might add that the Company has made arrangements with the Echophone Company to handle their television receivers in this territory, and have received several machines which they have sold. We started our television broadcasts two weeks ago, and have been receiving good reports from those who have receivers in this territory. We also receive W9XAL, Kansas City, W9XAP, Chicago, and W9XAO Chicago. These

stations are the only ones that we can receive here, but we do receive them with perfect clarity and volume, both afternoon and night, and of course our own station covers this territory perfectly.

It is the intention of this Company to purchase a 100 watt commercial station, they have now an option on one locally. They intend to synchronize with this station and transmit both sight and sound as is being done in Kansas City - KMBG and W9XAL. This I feel sure should interest you. I heard Mr. Posner say today that he was unable to receive television receivers fast enough from Echophone, and that he was going to have to make arrangements with another Company in order to supply the demand. Remember we are using the 45-line system, and when you write, quote them on receivers designed for this system.

My suggestion would be to send them immediately literature and price list on your receivers, as I am sure that the Company will be able to give you an order immediately, providing the discount is agreeable. The Echophone Company allows the Company a discount of 50-10-2, and the Company pays cash for all merchandise, which I am sure would interest you.

May I say that I greatly appreciate your courtesies to me in the past, and I am sorry the receiver that I now have is not a 45-line system, as I could sell it immediately, and just as soon as I can, I am going to have it changed and sell it.

If I can be of any assistance to your Company in this territory, all you have to do is call on me.

Very truly yours,

SOUTHERN TELEVISION &  
BROADCASTING COMPANY, INC.,

By \_\_\_\_\_  
Paul L. Carriger.

PLG:CH