



The H.H. Franklin Club
Cazenovia College
Cazenovia, N.Y. 13035

*The History of
The H.H. Franklin
Manufacturing Company*

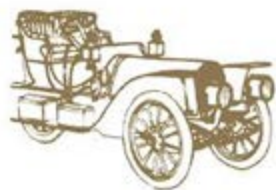


Book 1

1892-1910

Entry #1 thru Entry #372

(missing entries #373 to 379)



Book 2

1911-1931

Entry #380 thru Entry #1051

(see President's Message in RCN #136, July, 1999, about the donation of Book 2)

The H.H. Franklin Club, Inc. Library



THE HISTORY OF THE
H. H. FRANKLIN MANUFACTURING COMPANY.

1. In 1892 Mr. H. H. Franklin worked in a printers establishment in Coxsackie learning the printer's trade.

2. It was during this time that Mr. Franklin became acquainted with Mr. H. G. Underwood, of Yonkers, N.Y., who had devised a means of making castings by a process of forcing metal into steel moulds so that the castings came out smooth and sharp without machining. He negotiated with Mr. Underwood to purchase this invention, and came to Syracuse and started in the die-casting business at 241 W. Onondaga Street, on July 14, 1893, under the firm name of H. H. Franklin Manufacturing Company.

2-1/2

The agreement with Mr. Underwood was drawn up and signed on August 3, 1893. It provided that Mr. Underwood should transfer to Mr. Franklin all rights and title to his invention and should receive as compensation 10% of the net profits of the business. In addition, Mr. Underwood was to receive mechanic's wages for six months and certain other specified wages thereafter, Mr. Franklin providing the capital to develop the invention and carry on the business.

3. The room occupied by them in their work was small, costing \$15.00 per month. All of the work was done by Mr. Franklin and Mr. Underwood and consisted of experiments necessary for the perfecting of the process and the metal used.

4. On August 31, 1893, Mr. H. H. Franklin made application for a patent covering the die casting process, which patent was granted February 15, 1895.

5. In addition to developing and experimenting with the die casting process, novelties were worked up consisting of a match strike and sash lock. These were perfected during the latter part of 1893 and met with moderate success.

6. July 23, 1894, Mr. Franklin purchased of Mr. Underwood all rights and title to the business including his 10% interest in the net profits; and then carried on the business alone until Aug. 18, 1894, when a co-partnership was formed, consisting of:

Mr. H. H. Franklin
Mr. H. K. Chadwick
Mr. G. H. Stilwell
Mr. James Pass
Mr. A. P. Seymour

7. In forming this co-partnership, it was with the understanding that it was to take the form of a corporation when orders for casting work to the amount of \$1000 had been received and filled.

8. At first the amount of capitalization was agreed upon to be \$50,000.00, \$30,000.00 to be issued as fully paid stock and distributed amongst the co-partners. The capitalization, however, was later increased.

9. With the development of the process, the business gradually grew and in November, 1895, had assumed such proportions that it was found necessary to move to other quarters. These were secured at 111 North Franklin St., the rent of which was less than the Onondaga St. building, being but \$10.00 per month.

10. On November 25, 1895, Mr. James Pass addressed a letter to the H. H. Franklin Mfg. Co. calling attention to the fact that from business conditions and according to agreement, the time had arrived for the incorporation of the Company and requested that a meeting for that purpose be called and in accordance therewith the Company was incorporated in December, 1895, the capital stock being \$100,000.00, \$76,800.00 being the amount on which the business under incorporation was begun.

11. The first Stockholders Meeting was held December 21, 1895, at the residence of Mr. A. P. Seymour, Syracuse, N. Y., at which meeting the entire paid up stock was represented, those present being:

Mr. H. H. Franklin
James Pass
H. K. Chadwick
G. H. Stilwell
A. P. Seymour

12. Mr. James Pass was made Temporary Chairman and Mr. H. K. Chadwick Temporary Secretary. Upon motion of Mr. Stilwell, the By-Laws of the Company as submitted, were adopted. The number of stockholders being five and the directors the same number, all stockholders were made Directors.

13. A meeting of the Directors with all present, was held directly after the adjournment of the Stockholders Meeting, Mr. Pass acting as Temporary Chairman. The following officers were elected:

James Pass, President
G. H. Stilwell, Vice.-Pres.
H. K. Chadwick, Secretary
H. H. Franklin, Treasurer.

14. At this meeting a resolution was offered and adopted covering the purchase of patents Nos. 533,685 and 533,686 from Messrs. H. H. Franklin, James Pass, A. P. Seymour, H. K. Chadwick and G. H. Stilwell, which purchase was subject to the royalty claim of H. H. Franklin and in consideration of this purchase and the transferring of their interests, \$72,600.00 worth of stock was transferred by the H. H. Franklin Mfg. Co. to them.

15. On January 2, 1896, at the Company's Office, 111 N. Franklin St., occurred the First Annual Stockholders Meeting, the same Directors being elected. Also, at the Director's Meeting were re-elected the Officers of the previous year.

16. On February 3, 1896, Mr. H. H. Franklin, at a meeting of the Board of Directors, was elected General Manager to act until the next Annual Stockholders Meeting, or until January, 1897.

17. During 1896 there was a small amount of business done, the force in all consisting of two men, one girl and the Manager, the girl receiving \$5.00 per week and the men \$1.25 and \$1.50 per day.

18. After September 1, 1896, the factory ran only about one-half time.

19. Until January 1, 1896, the principal customer was the American Graphophone Co., three others being added later in the year. During this year some advertising was done with a view of securing novelties or other articles to manufacture and market.

20. The chief advancement throughout the year 1896 was the bringing out of a new and harder metal which cost less and gave better results than those previously used. Numerous concerns sent their representatives and in various ways attempted to find out the secret of the Franklin process.
21. During the year the Canadian patents covering die casting process were purchased. Total sales for the year amounted to about \$8,000.00.
22. In January, 1897, at the Company's Office, occurred the Second Annual Stockholders Meeting, at which time the Directors of the past year were re-elected as were the officers at the Board of Directors Meeting held directly after the Stockholders Meeting.
23. During the fore part of 1897 there was little business done, in fact up to June there was less done than the previous year. During May, 1897, there were no orders received and no work turned out. In June, 1897, new apparatus, consisting of a motor, furnace and blower, were installed.
- 23-1/2. On June 17, 1897, patent covering molding apparatus was filed.

24. During the early part of 1897 the Cornell University rendered a very encouraging report based on an analysis which they had made of the Franklin metal.
25. Later in the year, or about August, business began to pick up and increase so rapidly that Mr. H. H. Franklin suggested putting on an extra man and adding some new equipment so that he, Mr. Franklin, could devote more time to the office and the securing of orders. Work was so pressing at this time that it was found necessary to work nights and Mr. Franklin was arriving at the shop as early as 6:15 A. M. in order to fire up and get things in operation to produce the work. On account of these conditions it was, therefore, decided to put on a foreman, the first one in the history of the Company.
26. On January 6, 1898, the Third Annual Meeting of the Stockholders was called but no quorum being present, it was adjourned until January 11, at which time it was held at the offices of the Company. Mr. H. H. Franklin, James Pass, A. P. Seymour, H. K. Chadwick and G. H. Stilwell were elected Directors. At the meeting of the Board or Directors held the same day, Mr. A. P. Seymour was elected President in place of James Pass, G. H. Stilwell Vice-President, H. K. Chadwick Secretary and H. H. Franklin Treasurer and General Manager.

27.

About this time some new machinery was put in, consisting of a drill press, shaper, lathe and emery grinder, costing in all approximately \$1,000.00. Six men were now at work and business in general was in a good condition. One molding machine was made in the shop during February 1898. In March business was still on the increase and the question of installing a Plating Department was given consideration. The increased amount of business at this time was due to work obtained from the Standard Sewing Machine Co., American Graphophone Co., and several other large concerns.

28.

On July 12, 1898, at a meeting of the Directors, James Pass and A. P. Seymour resigned as Directors and officers of the Company, they having disposed of their stock to Alexander T. Brown, W. C. Lipe and H. W. Chapin and H. K. Chadwick. Alexander T. Brown and W. C. Lipe were elected Directors, thus filling the vacancies caused by the resignation of Messrs. Pass and Seymour.

*Brown Lipe & Co
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29.

At this meeting the Directors considered the question of moving to the Lipe estate but no decision was reached. Business continued good and increased to such an extent that at the expiration of the lease of 111 North Franklin St. in October, 1898, the question of moving to the Lipe estate was again given consideration.

30. Throughout the balance of the year there was a steady development and improvement as well as a large increase in business and conditions in general.
31. On January 14, 1899, occurred the Fourth Annual Stockholders Meeting at which 587 shares of stock were represented, the total number issued up to this time being 752 shares. At this meeting the same Directors were elected as were elected at the special meeting of July 12, 1898. At the Directors meeting held the same day the officers of the previous year were re-elected.
32. About this time the question of moving was referred to the General Manager, space in the Industrial Building being given consideration but this plan was abandoned.
33. Business continued good through January and February, 1899, and February 24- 27, with but three days' interference to the work in process, the office and shop were moved to the new and more commodious quarters in the C. E. Lipe estate building, #208 South Geddes St. The rent for space occupied was \$35.00 per month, which was divided as follows: \$15.00 for shop, \$15.00 for the office and \$5.00 for horse power.

34. The shop in size was 21 x 46 ft., with storage room in the attic and basement. A nice business was being done at this time and conditions all around seemed better after occupancy of the new quarters.
35. March 17, 1899, they began using Blast Furnace #3.
36. In May, 1899, there were four machines in operation. Mr. George Stroh was employed as Foreman and arrangements were made with Mr. H. W. Chapin to make one trip a month. The trips of Mr. Chapin brought good results in the way of new orders and missionary work done by him later brought added orders.
37. In June, 1899, additional space was taken in the Lipe estate building, bringing the rent up to \$40.00 per month. Dividends were declared from time to time and the business as a whole was in a most healthy condition. Increased business called for greater facilities and another casting machine, #5, was added June 2, 1899. This machine had small plunger and pot which were found to be too small and were discarded. June 6, with regular size plunger and pot, machine #5 was started and found to be all right. With a force of 14 men and one boy in the Machine Shop and Foundry, the work was taken care of in a very satisfactory manner.

38. In September, 1899, there was an unusual amount of business done-- in fact, so much that it was necessary to have some work done outside.
39. In October, 1899, it was decided to exhibit at Paris Exposition.
40. November, 1899, saw another increase in the force, the total pay roll for this month including Manager's salary now being \$1026.48.
41. During December, 1899, there was also an exceptionally large amount of business, this amounting to \$2,000.00 more than November, orders being received for a total number of 35,750 castings.
42. The Adjourned Fifth Annual Stockholders Meeting was held at the Company's office January 20, 1900, at which time the same Directors as had acted during the previous year, were elected and at the Directors Meeting held the same day, were also elected the officers who had held office during the previous year.

43. Business and financial showing during January and February, 1900, were good, some advertising being done with marked results. A catalogue was issued which brought out much favorable comment and assisted materially in the securing of new business. This condition continued during March with a slight falling off in April, and continued good in May, 120,000 castings being ordered during the latter month.
44. In June, 1900, more space was obtained from the Lipe Estate, the total rent--power included--now being increased to \$53.00 per month, the cost of power amounting to \$15.00 per month. Some additional machinery was put in, as was the case in July.
45. The increased business with lack of space, caused the abandonment of some experimental work. August and September, 1900, found the shop 200,000 castings behind their orders.
46. October 3, 1900, machine #7 was started. This machine had central legs and a small pot. Seven machines were now in operation and the force of men had been increased to 35. More space was required in October, the shipping room being separate from the foundry.

47. In November, 1900, another machine was put in operation making a total of 8. December showed a slight falling off in business but with that done in the first few months, a good bank surplus had been acquired.

48. During the year of 1900 several sample castings of different kinds of metal were sent to the Harvard University. The United States Commission also placed samples of this Company's work in the Mining & Metallurgy Building at the Paris Exposition, which exhibit was awarded a silver medal.

49. At this time the Company was represented in several of the larger cities. Novelties of different kinds were being made by the die cast process and marketed at a good profit, among these being the coal hod which was sold in large quantities.

50. Additions to the factory were also made in the way of up-to-date appliances, time clocks, electric fans, etc.

51. The Adjourned Sixth Annual Meeting of the Stockholders was held January 16, 1901, with the same Directors remaining in power. All the officers were re-elected at the Directors meeting held the same day.

52. During January, 1901, there was some loss of business but an improvement during February. Comparing the first three months of previous years it was found that there had been a good growth in the business.
53. On March 12, 1901, was made the first air experience which was tried with wax. On March 15 other experiments were tried with hard metal and which met with good success.
54. The amount of business in April was good and if continued throughout the year, would equal 45% of the actual capital stock. Only five or six machines were running at this time but it was figured, except for the slump in January, that business would be as good as 1900.
55. During May, 1901, Mr. H. H. Franklin noticed the work which was being done by John Wilkinson on automobiles.
56. Business remained about the same during this month. To July, 1901, or the first half of the year, there was a slight shrinkage over the previous year, the sales having exceeded the expenses and purchases by \$3589.00 as against \$5,000.00 for the previous year.

57. July 1, 1901, John Wilkinson was employed by Alexander T. Brown and H. H. Franklin to develop an automobile.
58. Work in the Regular Department continued about the same as during the previous months.
59. In August, 1901, the shop shut down one week for inventory. The sales for the month exceeded the purchases and expenses by about \$1000.00.
60. Business in September, 1901, was not as good, the sales running only \$700.00 over purchases and expenses. A similar condition also existed through October.
61. On October 28, 1901, at a special meeting of the Stockholders, the question of enlargement and entering the automobile business was given consideration. November 14, 1901, it was decided to go into the automobile business, purchasing from Brown & Franklin the automobile business which they had started. It was also decided to increase the capital stock from \$100,000.00 to \$250,000.00.

Oct 28 was directors year end bk.

62.

On November 18, 1901, the automobile business, good-will thereof, etc., were purchased from Brown & Franklin, including tools, equipment, leases, etc., which included space taken on the second floor of building on the northwest corner of Fayette & Geddes Sts., known as the McCarthy Shirt factory. Additional space was also taken on the floor above December 9, 1901.

*was included
out low
Feb 3 1902
was 3/10* 63.

About this time a model car, which had been started by Mr. Wilkinson upon entering the employ of Brown & Franklin was completed. This was the first successful four cylinder air-cooled engine built in the United States.

64.

During the month of December, 1901, the casting business improved and the automobile business went along in very good shape. The automobile business, however, received a set back on December 21, when there was a fire which destroyed a considerable portion of the building which they occupied. Upon decision of the owners not to rebuilt the building, other arrangements were found necessary. Another model car had been started and 10 stock cars, besides a special car for Mr. A. T. Brown were being built.

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65. During January, 1902, business did not come in as well as in December; still it was not what might be called poor. The automobile business was progressing and towards the latter part of the month picked up considerably. Several orders had been received for automobiles and with the progress of the business, storage space for assembled automobiles was found necessary. It was, therefore, planned to secure space in some nearby building if possible.
66. Arrangements were made with F. A. Barton, who entered the Company's employ February 1, 1902, as Assistant Manager and Purchasing Agent.
67. ^{7th} The Annual postponed meeting of the Stockholders was held February 12, 1902, at which time the same Directors and officers as had held these positions during the past year, were re-elected. At this meeting Mr. W. C. Lipe advised that on account of the crowded condition it would probably be necessary for the Lipe Estate to request the H. H. Franklin Mfg. Co. to move to other quarters. The President and General Manager was thereby authorized to purchase the Doheney lot in South Geddes St.

68. The business for February, 1902, proved very satisfactory. Space was rented in the Ryan building, corner of Geddes & Fayette St., which was used for the storage and assembling of automobiles. A spark coil was also being manufactured and marketed.

69. March, 1902, found the finances of the Company in a healthy condition. Sales for the month exceeded expenses by \$2950.50, an increase over 1901, when sales exceeded expenses \$359.88. During this month some additional stock was sold.

70. On March 3, the first 1902 model car was completed, the engine of which was in the front end of the car and placed crosswise. It also had the steering wheel device. During the month it was kept in daily use and proved very satisfactory. A lot of 10 cars was being made which it was expected would be completed on June 1.

71. Brown & Franklin had purchased the Dohoney lot and it was proposed that Robert Reidpath, Architect, Buffalo, N. Y., be requested to prepare plans for the factory building.

72.

There was a large increase of business for April, 1902, over the previous year.

73.

Mr. A. T. Brown, H.H. Franklin and W. C. Lipe, having been appointed a Building Committee, entrusted the question of plans, specifications, etc., to Mr. Reidpath.

74.

The sales during May, 1902, were more than for any month during 1901. Two automobiles were sold out of the first lot during this month, the list price being \$1200.

*1st check
June 23
-1200 5/6*

75.

Brown & Franklin purchased the Ryan house and lot, the idea being to put a street through the Doheney lot and increase the Geddes St. frontage. The factory was to be located directly back of the Ryan lot, it being thought that the Ryan property would be available for an office building.

76.

The month of June, 1902, showed up well in a business way, the profit of the first six months being greater than the entire year of 1901. During this month the Saturday half-holiday was adopted, the employes being paid for the half day providing no time had been lost or they had not been late during the previous week.

77.

Two patents on the casting process were allowed during June, 1902, giving the Company a better control of the casting business.

78.

Satisfactory progress was made in the Automobile Department, the first lot of ten cars being completed. On June 19, 1902, the first regular stock car was turned out and delivered to S. G. Averell. The second car was delivered soon after to Sidney Shepard. Mr. Alexander T. Brown also placed an order during this month for one of the regular cars in addition to his special touring car.

79.

By this time there was an increase in the stock subscription by Messrs. A. J. DeMott, H. K. Chadwick, H. H. Franklin and Dr. D. H. White. The plans and specifications for the new building were about ready for bids, the building to be three stories and basement, 52 ft. by 110 ft outside. Later on it was decided to increase the size of the building, making it four stories and basement, the construction to be Lockwood Mill Construction. The purchase of the Dohensy lot from Brown & Franklin was authorized.

80.

Business continued good throughout July, 1902. The exhibit which had been made at the Paris Exposition was also exhibited at Buffalo and later at Charleston and was later finally sent to the United States National Museum at Washington, D.C.

June 23 Averell 1st
July 7 H. Chadwick 2nd
July 29 E. F. Shepard 3rd
- 142 1/2

81. On July 26, 1902, this Company purchased from Brown & Franklin the property known as 400 and 402 South Geddes St., this property having a frontage of 148-1/2 ft. on South Geddes St. by 264 ft. on Harbor Brook. They also purchased at this time from Brown & Franklin, property known as 316 South Geddes St., having a frontage of 49-1/2 ft. on this street, extending back 100 ft. No. 402 South Geddes St. had previously been purchased from Mr. George Doheny by Brown & Franklin, as was 316 South Geddes St. which they purchased on April 25, 1902, from Mary A. Ryan.

82. During July, 1902, work was begun by J. E. Lemey & Co., to whom the contract had been let, on what is known as Building A, it being that portion of building facing on Geddes St. and located South of the driveway, being in size 110 x 52 ft., consisting of four stories and basement. Work had been completed on it to such an extent that it was ready for occupancy January 4, 1903.

83. August, 1902, was a busy month. Considerable machinery was added and two automobiles were sold. Work on the new building was progressing and with prospects of increased business it was decided to increase the building started from three to four stories. In the contract it was specified that the building should be completed on December 10 and every effort was being made to bring this about.

84. During the Month of August arrangements were made with Mr. C. Arthur Benjamin to enter the employ of the Company as Sales Manager of the Automobile Department, to begin work on October 1, 1902.
85. During August, 1902, suit was brought against Claude A. Clark for infringement. Also during this month Mr. H. H. Franklin assigned to the Company patent dated June 10, 1902.
86. During September, 1902, business was very lively. One automobile was sold and the second lot of 10 started. Work on the building was progressing in good shape. Mr. H. H. Franklin arranged to take balance of stock under the Brown & Franklin transaction.
87. During October, 1902, the casting business was only fair, that of other months continuing good. The third lot of cars had been started. This was a lot of 25, making 45 in all. C. A. Benjamin began work October 1. Dealers were secured for the State of Rhode Island and an order for five cars secured. A dealer was also secured in Chicago, 25 cars being the amount contracted for. Arrangements were also begun to exhibit at the New York Automobile Show.

88. The November business was also good, both in the Casting and Automobile Departments. The second lot of 25 cars was started, making altogether a total of 60 ordered built. Dealers were secured in Pittsburg, Pa., Troy, N.Y., Albany, N. Y., and Louisville, Ky.
89. In December, 1902, there was a slight falling off in the casting business. Dealers for automobiles were secured in Boston and New York. Material was purchased for two lots of 25 cars each. Building G, known as the Case Hardening Room and located just west of Building A, being a one story brick building in size 39 x 30 ft., was begun on December 4, 1902, and completed the same month.
90. On January 7, 1903, moving from the premises then occupied to the new building A was begun, although the building at this time was not entirely completed. On January 9 considerable new machinery had been installed. Business in the Regular Department was good. By the latter part of the month the factory was well established in the new building.
91. Dealers were secured in Denver, Colo., Indianapolis, Ind., and Buffalo, N. Y. A successful exhibit was made at the New York Show, held January 17 to 24.

92. The land owned by the Company at this time had a frontage of 198 feet on Geddes St. and extended back about 425 feet to Harbor Brook. The third division of Building G, known as the Wash Room, a one story brick building, 56 by 35 ft., located between and connecting the Blacksmith Shop, formerly known as the Power Shop, was begun on January 20 and completed March 1, 1903.

93. On February 6, 1903, began running on our own power. On February 16, moved the foundry from the Lipe estate to the new building. The shop had been located in the old premises for four years, or since March, 1899. There was a good business being done by the Regular Department at this time, nine machines being in operation. More stock was being purchased. This was for the sixth lot of 25 cars, making a total of 150 which it was hoped would be gotten out during the season. Agents were obtained in Philadelphia, Pa., and Cleveland, Ohio.

94. In February, 1903, the Company joined the Syracuse Metal Trades Association and also the National Association of Manufacturers. Also exhibited at the Chicago Show.

95.

On February 13, 1903, occurred the Annual Stockholders Meeting, the Directors elected being the same as during the past year. The same officers were also elected at the Directors Meeting. The Stockholders at this time were as follows, considerable stock having been sold during the past year:

Mr. H. K. Chadwick
Mrs. H. K. Chadwick
Mrs. A. M. Chadwick
Mr. W. H. Warner
Mr. C. R. Franklin
Mr. H. W. Chapin
Mr. A. T. Brown
Mr. H. H. Franklin
Mrs. H. L. Franklin
Mr. W. C. Lipe
Mr. E. H. Dann
Mr. A. J. DeMott
Mr. G. H. Stilwell
Mrs. F. A. Barton
Brown & Franklin
Mr. John Wilkinson
Mr. F. E. Cable
Dr. D. A. White

96.

On March 5, 1903, the H. H. Franklin Mfg. Co. joined the Association of Licensed Automobile Manufacturers. March 13, 1903, the Board of Directors was increased from five to seven, Mr. A. J. DeMott and J. Wilkinson being added.

97. During March, April and May the business was good, the excess sales over purchases and expenses in the Regular Department for the first five months being nearly 100% over the same period of 1902. At this time there were 75 automobiles in process and the sale of them was good. The factory was turning out two automobiles per day. 96 cars had been shipped to June 1, 1903, and it was intended to start 25 more in June. The work was started in June on the 1904 model.
98. A strike was called by the Machinists Union on April 8, 1903.
99. Business was thought to be such at this time as warranted additional buildings in order to make the factory capacity sufficient for 1000 small cars and 100 touring cars.
100. Fourteen dealers had been secured during the past three months. The sales were increasing and it was estimated that the requirements for the coming season would be five to ten times as large as during the present season.

101. Arrangements for the erecting of buildings were considered and Building B was begun July 3, 1903, and completed in December of the same year. This building is the North portion, including driveway, of the main building facing on Geddes St. and extending 137 ft. north of Building A, its size being 137 x 52 ft., four stories high and basement.

102. On July 25, 1903, this Company purchased from Brown & Franklin property commonly known as 314 South Geddes St., having a frontage thereon of 49-1/2 ft. by 100 ft. deep. This property had been purchased shortly prior to this time by Brown & Franklin from Cornelius and Hannah Coughlin.

103. When Building B was completed it was planned that the offices should occupy the north end of the first floor of Building B, these offices to be finished in oak and plaster and consist of one large work office with a private and working office for the General Manager and two other private offices.

104. Business continued good but fell off somewhat during August and September, 1903. It picked up again in October. In September there were only five machines running in the Regular Department.

105.

The sales of automobiles held up remarkably well; that is, there was a good business late in the season. In July 26 cars were shipped; in August, 18 and in October, 10. 7 or 8 cars were on hand at the beginning of October, 5 of which were sold during that month for November delivery.

106.

On September 23, 1903, work was begun on addition to Building G proper which is known as the Blacksmith Shop. It is a one story brick building, 64 by 35 ft., located to the east of the Wash Room and directly adjoining on the west the original Power House or Building G. In size it is 64 by 35 ft., one story, constructed of brick. Work on this building was completed October 15, 1903.

107.

Reviewing business of June, July, August and September, 1903, the following is found: Up to 1903 there had been sold only 14 cars. In 1903 to November 1, 131 cars were sold. During this time membership in the A. L. A.M. had grown to 27 members. Only 13 had made larger sales than this Company. The total number of men on the motor-car payroll was 171, the Regular Department, 34, Office, 22, making a total of 227.

108. The car for 1903 listed at \$1300.00 In 1904 it was intended that the line should consist of a two-passenger light runabout, listing at \$1400; four-passenger tonneau car, listing at \$1650.00 and a touring car listing at \$2000.00. At this time the Company started making their own bodies out of aluminum instead of wood.
109. November 1, 1903, the Company had 25 dealers' contracts closed for 1904.
110. Mr. G. H. Stilwell accepted an offer to come with the Company December 1, 1903.
111. Work had progressed to the point where it was found possible, if necessary, to deliver 40 automobiles. During the month of December, 1903, an advertising campaign was started which it was intended would cost about \$25,000.00.
112. 250 Small cars were under way and stock was being bought for 250 more. Ten touring cars were also started during the month of December. Considerable opposition was found, it being believed that the cars of 10 Horse Power could not be properly air cooled. The 24 Horse Power cars which it was at this time planned to build, were, therefore, found to be a great sensation.

113. Throughout November and December, 1903, business in the Regular Department was dull.
114. On January 7, 1904, occurred the 9th Annual Stockholders Meeting, at which time the Directors of the previous year were re-elected. This was also true in the case of the officers who were re-elected at the Directors Meeting held on the same day. At this meeting the capital stock of the Company was increased from \$250,000 to \$300,000.
115. During January, 1904, the casting business was dull. The automobile business, however, was good, 53 motor cars being built and 49 shipped. There were 401 men on the pay roll not including the office. During February, 1904, the casting business was still dull. 70 automobiles were built and 44 shipped. The number of employes was increased from 401 to 434.
116. During March, 1904, there were no special business changes, the number of cars produced being 88. The number on the Automobile Department pay roll was 482, Regular Department 26 and the office force 25, making a total of 543.

117.

Up to the first of March, 1904, contracts had been closed with 40 dealers covering business for 1904. Business progressed well during the first quarter of the year, this Company being fourth in point of sales among the A. L. A. M. members, those leading being the Cadillac, Winton, and Olds in the order names. The casting business also improved considerably.

118.

On April 9, 1904, Building L, known as the Testing Shed, located in the center of the main yard, was commenced, and completed on April 19. In size this building was originally one story high 60 x 112 ft.

119.

On May 4, 1904, this Company became one of the charter members of the National Association of Automobile Manufacturers. It was during this year also that it joined the National Association of Manufacturers of the United States.

120.

On May 29, 1904, Building F, known as the Charging Station, which is a one story building located near Harbor Brook directly south of the Power House, was started and was completed during August of the same year. This building is 140 ft. long by 60 ft. wide.

121. Business continued very good throughout June. Up to the first of July 566 1904 cars had been shipped and 629 manufactured. At this time there were 700 cars in process of construction, these being runabouts and another lot of 20 touring cars.
122. July 1, 1904, showed an increase in the number of dealers, there being at that time 50 in various large cities of the United States. Plans were being made for the season of 1905 and it was about decided that five models would be built. Contracts for 1905 were being made and orders for 350 1905 cars had been placed in the factory. A newspaper advertising campaign was in contemplation, this Company being the first to start a campaign of this kind.
123. The question of increasing the size of the plant was given consideration as it was expected that double the business would be done during the coming season. The plan proposed was to put up a building 64 or 58 ft. by 150 or 160 ft. long and five stories high, to be located directly west of the north end of Building B.

124.

At the end of July the total of 1904 cars sold was 709. On the 1905 cars it was planned to increase the horse-power and thereby create a greater demand for them. The 1905 product was being worked on almost exclusively.

125.

On July 18, 1904, work was begun on the new buildings, the first one to be started being Building C, which is located west of the north end of Building B and consisting of four stories and basement, 60 by 160 ft. Work was begun on this building July 21, 1904, and completed in December of the same year. The other buildings decided on were a new Power House, which it was found necessary to build on account of the increased power required, also a dry kiln in order that lumber might be better cared for and more thoroughly seasoned.

126.

On August 1, 1904, Mr. L. L. Whitman, accompanied by Mr. C. S. Carris, left San Francisco for New York in a Franklin 10 H. P. runabout. The record time between these two cities for an automobile was 61 days. With the effort which was then to be made it was hoped that this record would be materially reduced. On September 3, 1904, the car reached New York City, thereby reducing the record to 32 days, 23 hours and 20 minutes.

127. This performance was looked upon by everyone as being most wonderful, especially so in view of the fact that an air cooled machine was the one to accomplish it.
128. Business increased and developed very rapidly. In September, 1904, Building D, known as the Power House, which is 72 ft. 10 in. by 46 ft., located near Harbor Brook, was started and completed in December of the same year. It is a brick, steel truss building having a gabled roof.
129. On October 5, 1904, this Company purchased from James Doheny and Amelia Doheny, his wife, property known as 127 West Marcellus St., this property having a frontage thereon of 42 ft. by 92 ft. deep. On October 31, 1904, this Company purchased from Herbert H. Franklin property having 275.19 ft. frontage on West Marcellus St., next to Harbor Brook. This property had a depth of 247.4 feet and was previously purchased by Mr. Franklin from the Henry Gifford estate.
- 129a. November 7, 1904, Mr. H. H. Franklin was made Treasurer of the A.L.A.M.
130. Throughout the Fall and early Winter of this year business and prospects continued to grow brighter and the season of 1905 had every evidence of being far in advance of that of any previous years.

131.

During February, 1905, the Dry Kiln, known as Building E, which is constructed on a concrete foundation, having 18" walls and located directly west of the Power House, was started. In size it is 34 x 20 ft. Work was completed thereon in December of the same year.

132.

see 260

During the winter of 1904- 5 the first commercial truck was built.

133.

On January 25, 1905, occurred the Annual Stockholders and Directors Meetings. At these meetings were elected the same Directors and Officers as had held Office during the past year.

134.

During January the Company joined the United States Trade Mark Association.

135.

Also during the Month of January, 1905, the first standard 1905 tonneau car was turned out. This car had a tilting front seat which it was necessary to raise before passengers could enter the tonneau. The first Franklin delivery car was started during this month, it being so built as to utilize the regular 12 H. P. motor.

136. The average output during January was 9 cars per day. During January and February, or up until March 1st, the total shipments amounted to 471 cars as compared with 270 the year before. The process of securing Franklin dealers had been a very rapid one and up to March 1st 80 dealers had been secured. On this date there were 1184 men on the pay roll as against 483 of the year before. Business had nearly doubled and the Franklin Company were still holding fourth place in sales with A. L. A. M. members.

136-1/2. During March, 1905, the railroad switch was completed.

137. On April 15, 1905, property known as 107 and 109 West Marcellus St. was purchased from Caroline Murphy. This property had a frontage of 49-1/2 ft. by 97 ft. deep. On March 17, 1905, the Company purchased from Edward Kennedy and Sarah Kennedy, his wife, property known as 412 South Geddes St., having a frontage of 47 ft. by 55 ft. 10 in. in the rear by 100 ft. deep. On April 26, 1905, this Company purchased from Bryan O'Donnell and Mary O'Donnell, his wife, property known as 105 West Marcellus St., this having a frontage of 35 ft. by 42 ft. deep.

138. On May 1, 1905, the Company purchased from Thos. C. and Anna Dalton, property at 310 South Geddes St., this having a frontage of 72 ft. on West Marcellus St., south side, by 52 ft. frontage on the west side of South Geddes St.

139.

On May 17 the total shipments amounted to 678 cars as against 396 of the previous year. Orders had come in so rapidly that they were now 192 cars behind the orders, the total number of cars contracted for being 1499. The number of men in the factory was 1273. The casting business as well continued good and there was a steady increase in the Automobile Department.

140.

On July 13, 1905, the Company purchased from Eliza J. Ford, property known as 113 West Marcellus St., this property having a frontage of 49-1/2 ft. on the south side of West Marcellus St., by 100 ft. deep.

141.

On July 31, 1905, this Company purchased from Agnes Christoffel, property known as 213 Magnolia St., having a frontage on the east side of Magnolia St., extending back to Harbor Brook.

142.

Up to August, 1905, 1012 cars had been shipped. The output for July was 221 cars, of which 183 were shipped. The total number of dealers was 92.

143. The case of the New York Automobile Company vs. Messrs. A. T. Brown, John Wilkinson and H. H. Franklin was tried during July, 1905, decision being reserved until Fall.
144. During this month the Company joined the Smith Premier-Franklin Athletic Association.
145. The first six months of 1905 the Company held 5th place in the A. L. A. M.
146. Models for 1906 were decided on in July.
147. Up to August 1, 1905, 200 1906 cars had been contracted for. At this time the Company was represented in nearly every city in the United States having over 200,000 inhabitants. Business continued good in the Casting Department during this time, as well as in the Automobile Department.

148. On August 25, 1905, the Company purchased from the Jacob Crouse estate property as follows: 216 feet along the south line of West Marcellus St., by 205 feet deep, excepting and reserving for a public highway a strip of such land 50 ft. wide on the west bank of Harbor Brook and extending at right angles from West Marcellus St.
149. Laboratory work was first begun in September, 1905, when a mechanical laboratory was established.
150. Up to October 1, 1905, there had been 1069 cars shipped and there were 1606 cars on contract for 1906 models. The factory payroll contained 900 names.
151. On September, 1905, the Company also purchased property commonly known as 616 Gifford St., from Bridget O'Brien, this property having a frontage of 24-1/2 ft. by 160 feet deep.
152. September 27, 1905, the Company also purchased property known as 714 Gifford St., having a frontage of 26-1/2 ft. on the north side of Gifford St. by 160 ft. deep.

153. During October and November, 1905, the Casting Department ran at its full capacity. 29 1906 cars were shipped up to November 1. 1085 men were on the pay roll and 59 Dealer's Contracts for 1906 cars had been closed.
154. October 6, 1905, property known as 722 Gifford St., was purchased from Amy B. Lyons, this property having a frontage of 50 ft. on the north side of Gifford St. just east of Harbor Brook, and a depth of 160 ft. extending back to the land of the H. H. Franklin Mfg. Co.
155. During October, 1905, this Company joined the Association Patents Co., they being Associate Members thereof.
156. Business continued good throughout the year of 1905 in both the Regular and Automobile Departments. Up to December 9 77 1906 cars had been shipped.
157. December 9, 1905, decision in favor of Messrs. A. T. Brown, J. Wilkinson and H. H. Franklin in the matter of the New York Automobile Co. vs. the foregoing, was allowed by Judge Andrews.

158. On November 5, 1905, Building I, a one story wooden building, located directly south of Buildings F and G, facing on Gifford St., was started, this building being completed on December 1 of the same year. In size it is 30 by 100 ft.
159. Building H, known as a lumber shed, and located directly west of Harbor Brook, was begun on December 1, 1905, and completed on December 10 of the same year. This is a wooden building 40 x 20 ft.
160. At a meeting of the directors held December 20, 1905, it was voted to subscribe \$5000 for stock in the Sweet Artisian School, this school being started to train and develop young men in the mechanical arts, the idea being that this school would help solve the problem of securing competent skilled workmen.
161. The same Officers and Directors were re-elected for 1906 at the postponed Annual Stockholders Meeting held January 31.
- 11th

162. The judgment of the Company vs. the Lamson & Goodnow Mfg. Co., Sherburne Falls, Mass., was affirmed by the Massachusetts Appellate Court, early in 1906. This suit was started in June, 1898, and covered payment of castings amounting to \$1291.10.
163. It was during the Spring of 1906 that physical and chemical laboratories were established for experiments and tests of various kinds.
164. In December, 1905, 77 and during January, 1906, 109 1906 cars were shipped. At the end of January 79 dealer's contracts were closed covering 1543 automobiles, and at the close of March there were 90 dealers contracting for 1642 motor cars as against 79 dealers and 1494 cars the same date the year before.
165. At the close of March, 1906, there were 1234 factory employees and the sales of the Company gave them third position in the A. L. A. M.
166. About this time a franchise was secured for a second railroad switch to cross Marcellus St. and enter the yard. This switch was constructed and cars began running over it in April, 1906.

167. Dietz Lantern Works Bldg. was leased April 10, 1906, and used as a storehouse.
168. The Regular Department was in a most healthy condition, the net income for the first four months of the year, 1906, being more than double that of the same period the previous year. All the die makers were employed and some dies were being made outside. All the casting machines were in operation.
169. March 22, 1906, the referee gave his decision in the action of the Company against the Follett Mfg. Co., awarding a judgment in favor of the H. H. Franklin Mfg. Co., including back interest and one bill of costs.
170. April 18, 1906, in behalf of the Committee of Award of the St. Louis Exposition, Mr. Wilkinson, the designer of the Franklin car, was presented with a framed certificate of merit.
171. In April, 1906, the Department Heads Society of the H. H. Franklin Mfg. Co. was formed consisting of heads of departments, general foreman and their immediate assistants, the object being to promote better acquaintance and greater harmony. This Society held periodical meetings during the year.

172.

On May 5, 1906, among 65 competitors in a Two-gallon Efficiency Contest of the Automobile Club of America, a Franklin car took first prize, a \$500 punch bowl. This was a four cylinder Franklin stock car. Carrying two people it went 87 miles on two gallons of gasoline and in a corroborative test went 95 miles on two gallons.

173.

As early as May, 1906, the 1907 models were well developed and plans were being shaped for 1908.

174.

The selling organization for 1906 was especially successful. Among the problems coped with was that of selling a considerable number of D cars which were late in coming out from the factory. This situation was ably met and on June 20 there were but 59 Ds to dispose of in connection with 15 Gs. These were all sold before the 1907 models were ready to be marketed.

175.

On June 25, 1906, the Franklin Automobile Company was formed, the home office being in connection with the H. H. Franklin Mfg. Co. It is a co-partnership consisting of H. H. Franklin, G. H. Stilwell and John Wilkinson.

176.

The first annual Salesman's Conference was held in August, 1906. For three weeks all the traveling salesmen were at the factory where they received a thorough training on the Franklin car, learning by practical methods its general principles, its construction, how to operate it, etc. They were also trained on how to put their agency proposition before a dealer, and, in fact, were given instruction in all lines necessary to make them first class Franklin salesmen.

177.

In August, 1906, starting on the 2nd, a Franklin six cylinder left San Francisco for New York to make a new trans-continental record. The Franklin already held the record of 32 days 23 hours 20 minutes. With a loss of ten hours by floods, 12 by quicksands, 12 by the police and 32 by breakage caused by running off a high embankment, the car arrived in New York in 15 days, 2 hours, 12 minutes, thereby cutting its own record in two.

178.

Immediately after this six-cylinder San Francisco-New York run, a Buick car attempted to lower the new record by a run from New York to San Francisco. The Buick crossed the continent in about 25 days.

179. Following the San Francisco run, the same Franklin car lowered the Chicago-New York record by 1 hr. 45 min. The record now stood 56 hours 58 min.
180. October 15, 1906, branches of the Franklin Automobile Company were opened at 671 Boylston St., Boston, and 1218 Michigan Ave., Chicago, and later, January 30, 1907, moved to permanent quarters, 1450 Michigan Ave., Chicago. A repair shop was opened November 1, 1906, in connection with the Boston Branch at 61-63 Wareham St. The payment of the rents at both these branches was guaranteed by the H. H. Franklin Mfg. Co.
181. On October 27, 1906, the property commonly known as 117 West Marcellus St., was purchased from Jas. J. Fay and Ellen Fay, his wife, this property having a frontage of 33 feet on the South side of West Marcellus St. and 500 feet deep.
182. The directors voted November 21, 1906, to pay Mr. H. H. Franklin the actual costs to him of his English, French, and German casting patents and have them transferred to the Company.

183. December 19, 1906, A. J. DeMott and H. K. Chadwick resigned as directors, and H. K. Chadwick as Secretary of the Company. E. H. Dann and F. A. Barton were elected as directors to fill the vacancies, and F. A. Barton was elected Secretary for the balance of the year.
184. Business was excellent in Casting Department throughout the year of 1906.
185. November 1, 1906, contracts for over 1500 1907 cars had been approved, with contracts in not yet approved covering several hundred more. 26 1907 cars had been shipped.
186. Factory and Office were now badly over-crowded and with the anticipated increase in output for 1907 it became essential that extensions to the plant be made. Plans were therefore drawn up and approved and during the summer and fall the following buildings and additions were constructed:
187. Building M. Is a westerly addition to Building C and is 4 stories high with basement. It is 62 ft. wide by 104 ft. long and in construction is of re-inforced concrete and brick. Work was begun on July 16, 1906, and completed November 22 of the same year.

188. Building J is that building known as Shipping Room and is located directly west of Harbor Brook and faces on West Marcellus St. In size it is 70 x 60 ft. and is a one story wooden building. Work was begun in August, 1906, and finished November 1, 1906.
189. Building K is a one story wooden building located west of the Shipping Room and commonly known as the Sawmill. This building is 34 x 30 ft., and was begun October 13, 1906, and completed December 1, 1906.
190. Building O is located directly south of Building A and southeast of east end of Building G, is a small building 75 x 12 ft. and known as the Scrap Sheds. Work was begun on this building December 14, 1906, and completed December 27 of same year.
191. Building N is known as the Millwright Shed and is a one story wooden building facing on Marcellus St., and located north of Building C. In size it is 34 x 35 ft. Work was begun on this building December 14, 1906, and completed January 2, 1907.

192.

These extensions relieved the congestions in the factory and office by giving space for the Purchasing Department Offices on the first floor of Building C. The Sundry Department then took the Office thus vacated, which in addition to the space formerly occupied gave them ample room.

193.

The Advertising Department was also given office room across the hall from the new Purchasing Department offices. The Shipping Room was moved to the new building erected for that purpose. The screw, milling and other heavy machinery were moved to the basement of Buildings C and M.

194.

The Tool Room was moved to the second floor, the Sundry Stock Room to the third, and the Paint Shop extension to the fourth floor of Building M, the westerly addition to Building C. Other changes and shifts were made throughout the factory and the increased space enabled the manufacturing work to proceed more rapidly and advantageously.

195.

December 1, 1906, an electrical laboratory was established. The laboratory was now composed of the following subdivisions: mechanical, physical, chemical and electrical.

196.

At the Stockholders Annual Meeting held January 23, 1907, Mr. H. H. Franklin was elected president to succeed Mr. A. T. Brown, Mr. Brown having been President continuously since July 12, 1898. The officers elected were:

H. H. Franklin, President
G. H. Stilwell, Vice -President
F. A. Barton, Secretary
H. B. Webb, Treasurer.

197.

Mr. G. H. Stilwell and Mr. John Wilkinson were made members of the Executive Committee to act with the President for the ensuing year as an advisory committee. The directors elected at this time were:

H. H. Franklin,
E. H. Dann,
John Wilkinson,
G. H. Stilwell,
A. T. Brown,
W. C. Lipe,
Frank A. Barton.

198.

Wright Bros. Bldg. on Willow St. was leased February 1, 1907, for a storehouse.

199.

Up to February 1, 1907, 455 1907 cars had been shipped and 700 unfilled shipping specifications were in hand.

200. Specifications for 1908 models were well under way and nearing completion before February 1, 1907, and the pattern and tool work were in process.
201. In March, 1907, some of the 1908 contracts for materials had been placed and shipments were beginning to come in.
202. The Office vault was completely equipped with new furnishings during March, 1907, which facilitated the filing and safe keeping of correspondence, documents, etc.
203. An industrial railway three-quarters of a mile long was installed during the early months of 1907, running through the factory and yard. This was used for transportation from one part of the plant to another and was a great saving both in time and labor.
204. Business in the Regular Department was good during the Spring of 1907 but not in the healthy condition desired. Competition from other die cast concerns throughout the country began to be felt as the quality of their work had been improving until in appearance at least it was similar to that of this Company. However, the treasurer's report for this department showed up well.

205. It was determined to make an average of seven automobiles each working day from May 1, 1907, and in order to accomplish this the question of factory extension was under discussion early in the year. The pay roll at this time was about \$20,000.00 per week. The names of 1650 workmen were on the books.
206. The Sundry and Repair Department sales increased during the first six months of the 1907 fiscal year nearly 60% over the previous year.
207. During the first quarter of 1907 the Company took second position in volume of business in the A. L. A. M.
208. In March, 1907, a Red Cross First Aid Room was opened in the factory. Here first treatment was given all kinds of accidents, and between then and the end of the year 1884 cases had been treated, none of the accidents being more serious than loss of fingers.
209. The Traffic Department was inaugurated in April, 1907, to handle systematically the traffic inbound and outbound.

210. The case on appeal of the New York Automobile Company from judgment rendered against it by Judge Andrews December 9, 1905, was served June 8, 1907.
211. On June 13, 1907, the property at 221 Magnolia St., was purchased from Peter and Mary Brang, this property having a frontage of 50 feet on the east side of Magnolia St., extending for the same width to the west bank of Harbor Brook.
212. Following the usual custom of the Company the Saturday half-holidays were given the employees from June 1 to September 1, 1907. Vacations of one and in certain instances two weeks were granted the heads of departments and office employes.
213. On June 12, 1907, the directors voted to make extension running north from Building B to Marcellus St. Ground was broken on June 17 and after the usual delays work progressed. The Executive Committee was made the Building Committee and to have charge of the work of construction.
214. June 14, 1907, the Company joined The American Society for Testing Materials.

215. On June 19, 1907, 1362 automobiles had been shipped and specifications were in for 165, nine more than were to be built by the factory.

216. Sixty Boston ivy vines were planted in the yard and at the pilasters of the main buildings. Two years previous the front lawn had been beautified with a number of bushes and shrubbery artistically arranged. These had now grown to objects of beauty. The lawn was well cared for, and altogether the outside appearance of the factory was very attractive.

217. A commercial truck on which experiments had been in process since 1904 was marketed during the 1907 selling season. The experimental trucks had been in general use by the factory for two years or more and had proved most efficient and economical. These commercial cars were being built in 1000, 2000 and 3000 lb. capacity. Experiments on still larger ones were in process.

see 260

cf 132

218. More than a little trouble was experienced in securing transmissions for the Model D automobile throughout the early part of 1907, which delayed shipments and resulted in the loss of many sales. Up to June 300 cancellations had been received which undoubtedly would have been held by early deliveries. However, all the Ds had been disposed of by July and a considerable number of orders had been refused for this model.

219.

The summer months of 1907 were prosperous in the casting department. For the first time in its history a traveling man who was to devote all his energies to soliciting business for this department was added to the force. He made his first trip July 13. At this time there were seven salesmen on the road in the interests of the automobile, two of whom had H demonstrators and drivers. There were also several mechanics out, continuing the policy of looking closely after owners and having the factory's expert inspect the current year's motor-cars at least once during the season.

220.

The second annual Salesman's conference was held August 1, 1907. Lectures were given by the heads of all departments. Discussions were held. Franklin talking points and Franklin efficiency were brought to their attention and practical instruction was given in the care, operation and construction of the Franklin automobile.

221.

The third annual Field Day between the employees of the H. H. Franklin Mfg. Co., and the Smith Premier Typewriter Co., was held at Long Branch August 10, 1907. The Franklin boys won every point except the bowling. This was the third year the Franklins had won the cup and it thus became their permanently.

222. The Syracuse Bicycle Company plant was taken on a two year lease in August, 1908, and was being used for storage and paint shop.
223. The trade mark "FRANKLIN" in the form used by the Company was registered by the Patent Office August 20, 1907.
224. August 21 and 22, 1907, a Franklin 20 h. p. D made a record run from Chicago to New York in 39 hours, 53 minutes. The former record was held by a Franklin, the run having been made in 1906 in 56 hours, 58 minutes.
225. The 1908 announcement was out shortly after the middle of August and great interest was shown by the trade. The principles of the four-cylinder air-cooled engine of the first Franklin motor-car marketed in 1902 were still adhered to. The first engine developed seven horse-power while in 1908, due to being refined and perfected, it developed 16 h. p. in the G, 28 in the D and the six-cylinder in the Model H developed 42 h. p.

226. September 1, 1907, the New York Branch of the Franklin Automobile Company was opened at Broadway, Amsterdam Ave., & 73rd St., with repair shop at 211 W. 87th St., the rents being guaranteed by this Company.

227. Stockholders were receiving regularly quarterly dividends and the surplus account of the Company was steadily increasing.

228. On October 17, 1907, the property at 721 Gifford St., was purchased from William T. Powers, this property being on the north side of Gifford St., bounded on the west side by Lot #9, on the east by the west bank of Harbor Brook and running back to the south line of farm lot #262, together with all the interest of the party of the first part in and to Harbor Brook.

229. A great amount of laboratory work was done during 1907. The equipment was sufficient to determine the value of practically all the materials used, and it was frankly admitted by steel makers as well as by all competitors in the automobile business that the Engineering Department of the H. H. Franklin Mfg. Co. stood practically at the top and that it had exerted a far-reaching influence upon the development of automobile materials, more especially steel. Extensive new equipment was installed in the laboratory during 1907.

230. In September and October, 1907, the Casting Department was running with full force and there were a large number of castings on order. In the motor-car department contracts had been closed covering about 2000 1908 automobiles and shipping specifications were coming in in unusual numbers. The factory was over four times ahead of the same period the previous year. The first 1908 model was shipped September 10, 1907.

231. Dealers were never more anxious to handle the Franklin line than at this time and if an agency in a good town was to be changed, there was a scramble to get it.

232. The weekly pay-roll was nearly \$20,000.

233. About November 1, 1907, a financial panic became general throughout the country and nearly all customers in both casting and automobile departments requested a hold-up in shipments. Very few cancellations were received, but shipments were suspended indefinitely. After a time it became necessary to retrench and the workmen were reduced in number from 1647 to 418.

234.

Operations on the extension of Building B, designated as Building P, were temporarily shut off. Work was given to as many men as possible by shifting the force every few days. The financial panic itself soon subsided but all business interests continued to feel the depression and the automobile industry was not exempt.

235.

In the Franklin automobile, however, there was a combination not found in any other, at least not to the same degree. This combination was that of medium price, medium weight, and medium size. In addition was the combination of high power, maximum strength and minimum operating expense. That an automobile having these features is the most staple was evidenced by the fact that in the few years the Franklin Company had been in business they had passed nearly all competitors.

236.

The Franklin motor-car therefore held its popularity throughout the panic and while during that period very few orders were placed and those largely for future shipments and such orders as were in at that time were held in abeyance, still as soon as the money market began to clear orders were released, additional ones were sent in and the company was assured that the depression, at least so far as Franklin cars were concerned, was only temporary.

237.

The casting department also had very much the same experience. Shipment was suspended on some 300,000 castings and for a considerable length of time very few orders were received. Recovery from this condition, however began after only a few weeks. Business was not very brisk for some time after but orders began to be received and the increase was gradual but steady.

238.

January 1, 1908, five dies were in process and five casting machines were running on half time. The treasurer's report of the casting Department for January showed the operating expenses exceeding the sales.

239.

320 1908 automobiles had been shipped up to January 1, as compared with 199 the previous year. 136 shipping orders were on hand.

240.

January 22, 1908, at the annual meeting the directors and officers of the preceding year were re-elected.

241.

January 29, and 30, 1908, the Company held a very successful automobile show in the Alhambra. This was kept open day and evening and 15414 persons were in attendance. All stages of the manufacture were exhibited, as well as ten types of 1908 Franklin motor-cars. A set of historical engines showed the development from the first type built by John Wilkin-son in 1902 up to the present four and six cylinder motors.

242.

The number of workmen was increas-
ed after the first of February, 1908, and
in April had reached 900.

243.

The total number of Franklin cars
built and sold each year up to this time
was as follows:

1902 Models--	11	
1903 "	184	
1904 "	713	
1905 "	1109	
1906 "	1288	
1907 "	1506	
1908 "	<u>1150</u>	(approximately)
TOTAL-----	5961	

244. The steady increase in the business of the H. H. Franklin Mfg. Co., and the uninterrupted improvement in the product was due to the efficiency of the organization. The development and improvement in the organization was as marked as the improvement in the business itself.
245. By organization is meant the entire force. The stockholders come first, then the Board of Directors, then the officers, then the general organization.
246. The President was also the Manager. He was responsible to the Board of Directors and the Board of Directors to the stockholders. The general organization was made up of departments, each department with a head. The head of the department was in full charge of his department and he was held responsible for its development, efficiency, expense and whatever profit or loss it might exert upon the business.
247. The policy of this Company which is also the policy of the Licensed Association had been lived up to since the selling of the first Franklin automobile, in that a deposit was required when order was placed in case of an individual and on entire number of cars contracted for by a dealer at time of signing contract. Automobiles were then shipped with cash payment in advance or sight draft against bill of lading.

248. It has been the policy of this Company since its beginning to send out mechanics to each owner of a current year motor-car and have such car inspected at least once during the season. This mechanic, who is always an expert on Franklin cars, adjusts and repairs the cars in cases where local repair men are unable to locate the trouble, and instructs dealers and car owners in reference to their care, maintenance and operation.

249. This is one of the features of the Franklin policy which has won its success. The company under this plan has always been able to follow its cars after they left the factory and overcome any difficulty caused by inexperienced drivers. They have, therefore, kept their owners satisfied and in line to purchase a new Franklin the next year.

250. The lease of Wright Bros. Bldg. expired February 1, 1908, and was not renewed.

251. 417 1908 automobiles had been shipped up to February 8, 1908, and 418 the same date the previous year.

252.

Early in the fall of 1907 the Sundry, Sales and Advertising Departments were combined into the Selling Division with one man in charge of this part of the business. He also was assistant to the Manager. On his resignation about April 1, 1908, the old regime of having the three departments distinct was again adopted.

253.

Extensive tests along the line of the alcohol motor were being made. These dated back to the summer of 1907 when a regular alcohol motor was built and completed in December. A second one was completed in April, 1908. The results obtained were quite satisfactory.

see 264
268
296

254.

The land owned by the Company, including that immediately surrounding the factory yard, now amounted to six acres.

255.

The various factory buildings were now made up of the following, comprising 225,085 sq. ft.

#255 Cont'd.

<u>Date Completed</u>	<u>Building</u>				<u>Sq. Feet</u>
Feb. 1, 1903	Main Building-----	Bldg. A.	108 x 48	(5 stories)	25,920
Dec. "	"	B.	185 x 48	"	32,400
Dec. 1904	"	C.	168 x 62	"	46,400
Dec. 1904	Power House-----	D.	72 x 46	1 story	3,312
Dec. 1905	Dry Kiln-----	E.	86 x 20	"	720
Aug. 1904	Repair Shop & Testing Station----	F.	140 x 60	"	8,400
Oct. 15, 1903	Case Hardening, Wash Room & Blacksmith Shop	G.	178 x 35		6,230
Dec. 10, 1905	Lumber Dry Shed-----	H.	20 x 40		800
Dec. 1, 1905	Garage-----	I.	80 x 100		3,000
Nov. 1, 1906	Shipping Room-----	J.	60 x 70	(1 st. & Bsmt)	8,400
Dec. 1, 1906	Saw Mill-----	K.	80 x 34		1,020
April 19, 1904	Testing Shed:-----	L.			5,900
Nov. 22, 1906	Main Bldg.-----	M.	104 x 62		6,448
Dec. 14, 1906	Milwright Bldg.-----	N.	34 x 35		1,200
	Main Bldg.-----	P.	100 x 60	5 stories	30,000
	Scrap Sheds, Misc. Bldgs., Oil House, Elevators, Stairs, etc.-----				9,000
	Syracuse Bicycle Co. Plant (leased)				35,935
					<u>225,085</u>

<u>Date Completed</u>	<u>Building</u>	<u>Bldg.</u>				<u>Sq. Feet</u>
Feb. 1, 1903	Main Building-----	A	108 x 48	(5 stories)	28,355	
Dec. "	"	B	135 x 48	"	36,570	
Dec. 1904	"	C	163 x 62	"	61,614 89684	
Dec. "	Power House-----	D	72 x 46	1 story	3,780 4172	
Dec. 1905	Dry Kiln-----	E	36 x 20	"	700	
Aug. 1904	Repair Shop & Test- ing Station-----	F	140 x 60	"	8,460	
Oct. 15, 1903	Case Hardening, Wash Room & Blacksmith Shop-----	G	178 x 35		7,568 8124	
Dec. 10, 1905	Lumber Dry Shed-----	H	20 x 40		800	
Dec. 1, 1905	Garage-----	I	30 x 100		3,000	
Nov. 1, 1906	Shipping Room-----	J	60 x 70		6,320 0	
Dec. 1, 1906	Saw Mill-----	K	30 x 34		1,085 0	
Apr. 19, 1904	Testing Shed-----	L			4,581 5854	
Nov. 22, 1906	Main Bldg.-----	M	104 x 62		38,934	
Dec. 14, 1906	Millwright Bldg.-----	N	34 x 35	(scrapped)	1,200 0	
	Main Bldg.-----	P	100 x 60	5 stories	32,445 97370	
	Repairmen's School, final inspection room, workmen's rest room-----	Q	100 x 44	2 "	6,072 2728	
Dec. 1909	Employment-----	R			320 x	
Aug. 1910	Punch press room-----	T	50 x 35		1,750 0	
Dec. 1910	Noise Test-----	U	21 x 69		1,449 882	
Mar. 1913	Repair shop, sundry stock room-----	V	154 x 175		26,950 27950	
				Forward - -	270,753 261243	

0 Scrapped, or torn down.
x Used by W.J. Burns

<u>Date Completed</u>	<u>Building</u>	<u>Sq. Feet</u>
October 1915	Die-Casting-----Bldg. W 52 x 98(2-1/2 stories) Fwd.	261,243
October 1915	Saw-tooth Repair Shop----- X 150x154	16,818
March 1916	Main Bldg.----- Y 267x62 (6 stories)	24,486
	Gas Tank	120,084
	Oil House	8,520
	Hose House	420
	Gate House	440
	Gate House	40
	Obsolete Stock	
	Scrap Shed	1,206
September 1916	Employment Office----- " 27	1,008
" 1916	Dry Kiln----- " 28	785

256.

The Office space had not been enlarged but provision for the increase in numbers and additions of new departments was made from time to time. All Manufacturing Department Offices and factory clerks were located in the factory proper; the Traffic Department Offices were in the Shipping Room Bldg., the Advertising Department girls were put in the garage and later moved to the first floor of a cottage on West Marcellus St., and still later the entire Advertising Department was located here; the Franklin Automobile Company Offices were on the second floor of this same cottage; and the Regular Department Office employees occupied a part of the Purchasing Department Offices.

257.

A fire department had been in existence in connection with the factory since 1903 and in the spring of 1908 it was entirely re-organized and perfected.

258.

Drills were held each week and occasionally a drill master from the Syracuse Fire Department gave instructions. Men in the factory were appointed for each station and were so trained that each knew his particular duty when the alarm was sounded. The equipment consisted of rope, hose, fire extinguishers, pails, tools, and water pumps scattered throughout the buildings. An inspection of the fire pails and hydrants was made each week.

259. The Franklin Mutual Benefit Society was organized in the early part of 1908. In March, 1908, it had 276 members. The Constitution requires that each member pay a fee of \$.50 per month until such time as there be \$4,000 in the treasury, when the dues shall be reduced to \$.25.

See 315
338

260. A Commercial Car Department was created April 4, 1908, for the purpose of developing this line of motor cars.

See 132
217
350

261. April 6, 1908, the Adding Machine Department was established, with Mr. F. A. Barton in charge, for the purpose of getting the adding machine ready to put on the market and to obtain such patents, etc., as might be found necessary.

Experiments were begun on the adding machine in 1902. In 1903, however, all work was discontinued, but resumed again the latter part of 1904. Since that time the greater portion of one man's time has been spent on this work.

One distinctive feature of this machine is that it has but ten numeral keys, whereas any other machine on the market has one hundred or more.

262. During April, 1912, and in May 1910 specifications for motor cars were received, a larger number than during any other months in the company's history.

see 346
263. May 1, 1908, a printing plant was established for the purpose of taking care of a large part of our printing. This plant was started in a small way with but one man employed.

see 253
264. On May 19, 1908, was made public the fact that the engineers of the H. H. Franklin Mfg. Co. had so far perfected an alcohol motor that it was, size for size, as powerful as a gasoline motor, and as economical to use with both gasoline and alcohol at the same price per gallon.

265. In May, 1908, there were 12 dies in process in the Regular Department and 20 not started, part of the die work being done outside. Five casting machines were in operation full time. This shows the Die Department to be in much better condition than a year before, but the Casting Department to be operating but five machines against nine the year before.

266. Following the usual custom the half-holidays for both office and factory were begun June 1, 1908.

267. June 1, 1908 was the first time in the history of the business that we failed to show an increase in business over the preceding year. In 1907 the sales for the first five months amounted to \$2,262,000 and in 1908 the sales for the first five months amounted to \$1,321,000. For the balance of

1908 our sales exceeded those of 1907 by \$230,000.

268.

See 253

June 4, 1908, the dealers were notified that orders for 28 h. p. Model D with alcohol motors would be accepted.

269.

The pay-roll of June 6, 1908, amounted to \$15666.71 covering 1172 employes. The corresponding week in 1907 the pay-roll was \$17682.86, covering 1306 employes.

270.

Up to June 6, 1908, 927 1908 cars had been shipped as compared with 1348 the previous year. There were, however, 243 motor-cars on back order--more than were to be built by the factory.

271.

The number of Franklin dealers had increased each year. June 13, 1908, there were 143 dealers, 53 of whom sold the Franklin line exclusively. In 1907 there were 116 dealers, 1906 101, in 1905 95, in 1904 57 and in 1903 22.

272.

The Special Stock Department was established June 15, 1908, for the purpose of keeping at a minimum the surplus and obsolete stock in the factory.

273. Work on the office extension in Building P, which had been suspended in November, 1907, was resumed July 13, 1908.

274. July 11, 1908, there were 147 Franklin dealers, the largest number reached during the year.

There were at this time Franklin dealers in 75% of the cities of the United States over 25,000 population, a more widespread representation than ever before.

275. The Third Annual Salesmen's Conference was held July 20 to 25. Talks were given by department managers covering all phases of the automobile industry, including an explanation of the Franklin policy.

276. The 1909 prices of motor-cars were slightly less than those of 1908 on certain models. For instance, the Model H touring car in 1908 was listed at \$4,000 while in 1909 it was listed at \$3,750; the Model D touring car was listed at \$2,850 and in 1909 at \$2,800; the Model G price remained the same in 1909 as in 1908.

277. Mr. H. H. Franklin resigned from the position as treasurer of the Association of Licensed Automobile Manufacturers, the same taking effect August 15, 1908.

278. August 23, 1908, five casting machines were running in the Die-Casting Department, 12 dies in operation and 8 not begun. 1908 business nearly cleaned up in August of that year.
279. First 1909 shipment was in September, 1908.
280. The net profit for the fiscal year ending September 1, 1908, was somewhat less than for the preceding year, a result of the financial panic due to the decreased production for three or four months at that time and consequent increased overhead expenses.
281. The closing of the plant at noon on Saturdays in September was extended indefinitely, it being found that the factory on 55 hour time was keeping up with former records on 59 hour time. Such portions of the factory as were back on their work were required to keep running but as a rule but a small part of the factory was kept open.
282. Improvements in methods and changes in design and material have made a reduction in the costs. For instance, the 1909 Model D cost \$200.00 less than the 1908 corresponding model and yet was better made than ever before.

283. However, throughout the year of 1908 the stockholders received the usual dividends, an evidence that the panic did not at any time materially affect the financial soundness of the Company.

284. Catalog inquiries received during 1908 averaged 577 per month as against an average of 407 during 1907.

285. The gross sales for the fiscal years ending September 1, 1907, and 1908, were as follows:

Year ending Sept. 1, 1907	\$3,398,850
" " " 1, 1908	<u>2,761,962</u>
Decrease nearly 19%	\$ 636,888

286. At the close of 1908 the Die-Casting Department reported having received orders for 132 new dies as compared with 78 in 1907.

287. September 23, 1908, 54 contracts closed as against 25 the same date, 1907.

288. 1127 motor-cars of the 1908 models were manufactured and shipped.

289. The total cost of all insurance during 1908, including liability, employes' bonds, etc., was about \$9,000.
290. Early in the fall of 1908 a frame building was erected for the inspection of automobiles. This is a one story building, 100 x 44 ft., with a second story addition of 34 ft. on the west end to be used for a study room for instruction department.
291. Early in the fall of 1908 it was determined that the 1909 models should be limited to 1200, a larger percentage being of higher horse-power than in 1908, and that the output should be completed as early as June, 1909, and that the 1910 shipments should follow on directly without a break. This method would increase the factory output without materially increasing the investment.
292. March 10, 1908. the first departmental meeting was held. This included the heads of all departments and was for the purpose of discussing subjects which would be of general interest to all departments. Meetings held every two weeks. Mr. G. H. Stilwell was appointed Chairman.
293. November 9, 1908, the plan which had been in vogue since the automobile business was first started, of having the stenographers under one head, was discontinued and each department became responsible for the number and efficiency of its stenographers.

294.

Work on the extension of the offices in Building P progressed rapidly and the new portion was first occupied November 10, 1908. The former office space in Building B was then dismantled and reconstructed into modern, up to date offices. The offices were re-furnished where necessary and modern equipment provided. The South Geddes Street entrance to the office was closed and a new one opened on West Marcellus Street.

The offices occupied since November, 1908, are the third suites of offices in the present location--the first office in the north end of Building A, occupied January, 1903; the next office, occupied in the fall of 1904, on the first floor of Building B. Additional space has also been taken in the factory and in one of the W. Marcellus St. houses. This makes the sixth change in location of office and increase in office facilities since the Company started business in 1892.

295.

November 11, 1908, Mr. G. H. Stilwell, Vice-President of this Company, was elected a member of the Executive Committee of the A. L. A. M. For some time previous to this Mr. H. H. Franklin had become dissatisfied with the manner in which the A. L. A. M. matters had been handled and had outlined to the members the policy which he thought the management ought to follow. Therefore the election of Mr. Stilwell to the Executive Committee was an acknowledgement of approval of the Franklin methods, and following that time the Association largely followed the policy advocated

by this company. Under this plan of running the Association a large part of the royalties paid should be returned in dividends.

296.

November 17, 1908, a new model was begun embodying all the improvements. Also the first taxicab was completed on this date and the first alcohol motor cab was delivered in New York. This was an 18 h. p. cab, identical with gasoline motor cabs.

297.

November 18, 1908, there were, in the Regular Department 19 dies in process and 22 not begun. They are now running six casting machines and will add another.

Experimental power casting machine is being changed. Present plans call for air pressure. A feature of the casting business which is now growing, is the making of bushings for automobile engines.

298.

November 18, 1908 there were 121 dealer's contracts closed covering 1515 automobiles.

299.

November 18, 1908 F. A. Barton was given Power of Attorney to sign all drafts and checks drawn by the Company.

see 293

300. The total sales for November 1908 were the largest of any November in the history of the country.
301. December 1, 1908, the home office of the Franklin Automobile Company was practically abolished, the detail work being taken over by the Branches.
302. December 1, 1908 there were orders placed in the factory for 1000 1910 automobiles.
303. December 7, 1908 the name of the department heretofore known as the "Regular Department" was changed to Die-Casting Department.
304. December 15, 1908 there were 240 automobiles shipped with 292 shipping orders unfilled.
305. December 1908 the purchasing of material for the first 1000 1910 motor cars was begun.
306. The gross sales for 1908 showed a decrease of \$853,380.00 over 1907.

307. Jan. 1, 1909 285 1909 cars were shipped.
 " 1, 1908 316 1908 " " "
 " 1, 1909 584 shipping orders were filled
 " 1, 1908 441 " " " "
308. Jan. 1, 1908 we had 111 dealers.
 " 1, 1909 we had 143 dealers.
309. Jan. 1, 1908 there were 42 exclusive dealers.
 Jan. 1, 1909 there were 60 exclusive dealers.
310. During the year 1908 8 salesmen were employed and 11 during 1909.
311. Our foreign business amounts to very little, practically the entire output being sold at home.
312. January 1, 1909 the company was carrying \$2,173,000 fire insurance, approximate cost of which was \$5,000 per year. During 1908 there was no loss by fire.
313. In 1908 132 dies were ordered for the Die Casting Department. The die shop was run steadily and orders for 46 dies were placed outside for construction.
 The new customers for 1908 amounted to 32.

314.

In 1907 the orders for die castings amounted to 730,161 and in 1908 they amounted to 474,864, showing a decrease of 255,277 as compared with the previous year.

315.

January 1, 1909, the members of the Franklin Mutual Benefit Society had increased to 542 and there was \$1598.35 in the treasury.

See 259
The sick benefit is \$5.00 per week, beginning with the second week of illness, continuing 13 weeks, after which time the member receives \$2.50 not to exceed 13 weeks. Accident benefit is the same except that the pay begins at time of accident.

316.

January 1, 1909, the Franklin trade mark was registered in 25 different countries, 14 of the registrations having been made in 1908. This was done with the idea of protecting the foreign business at such time as the business might extend into those countries. Up to this time the entire output could readily be sold in the United States and but few shipments were made to foreign countries, but with the future in mind it seemed best to lay the foundations for future foreign business.

317.

The following statistics, compiled January 1, 1909, give an idea of the amount of business transacted during 1908:

Total freight and express paid during 1908	\$29,694.65
Three trucks in constant use	
Utilize 506 H. P. electricity every 10 hrs.	
Average 12 tons of coal per day	
Cost of leather	45,000.00
Cost of steel stampings	4,000.00
Cost of sheet aluminum	8,000.00
Forgings, Cost of	38,000.00
Cost of castings	120,000.00
Cost of Steel	50,000.00
Average incoming letters per day	453
Average outgoing letters per day	792
Pieces advertising matter sent out	300,000
Postage for year	12,729.83
Telegrams received	9,412
Telegrams sent	6,021
Telephones - 67 interior with 7 extensions, also five trunk lines.	
Filled and shipped 654 freight cars	
Thirty-three different trades represented in our factory.	

318.

About January 1, 1909, the offices in Building B, which were being re-modeled, were completed and occupied. The offices now covered the entire first floor of Buildings P and B and the second floor of Building P, also a part of the basement was utilized for certain purposes in connection with the office. There were four fire proof vaults, one for correspondence, one for the Accounting Department, one for the Engineering Department and one for storage purposes.

319. January 1, 1909, there were 1664 employes, 15 more than the highest number during 1907. This total was made up as follows:

Factory	1377
Factory office	72
Office, Main	150
Heads of Departments	13
Traveling mechanics	6
Demonstrators	6
Traveling salesmen	11
Draftsmen	29

Estimates were made at this time, January 1, 1909, that approximately 442 men were directly employed on Franklin work in other plants, making a total of 2106 employes connected with the Franklin output.

320. In a plant like that of the H. H. Franklin Manufacturing Company in Syracuse, with its 1,600 employes, the making of automobiles has brought such a diversity of interests that thirty-three trades are represented in the factory proper, and in the offices as well there is a great variety of specialized work. An example of how office work has been so developed as to call for the services of trained specialists is shown in the case of expert men stenographers.

321. Experiments with power machine were not altogether successful and experiments have been begun on another style.

322. January 1, 1908 there were five dies in process and one not begun. January 1, 1909 there were 24 dies in process and 11 not begun.
323. January 1, 1908 there were five casting machines running, although not steadily, with 361,000 castings on order, most of which were held up. January 1, 1909 there were eight machines running and 348,000 castings on back order so it was found necessary to place one or two more casting machines in use.
324. One of the benefits derived from the financial panic was due to our being refused credit by the Standard Oil Co., which necessitated our purchasing gasoline from an outside concern in carload lots, thereby saving \$.01-3/4 per gallon.
325. January 1, 1909 practically all orders had been placed for the first 1000 1910 motor cars and some material was beginning to come in.
326. Tanks have been placed in the ground for the storage of gasoline, which will enable us to get delivery in tank cars.

327.

New machinery was installed during 1908 as follows:

Nickel Plating Plant
Enameling Plant
Sand Blasting Apparatus
Fire Vulcanizing Plant
Western Union Watchman's System
Gasoline Storage.

The total cost of installing the above equipment was \$15,820.00.

328.

Since the establishment of the First Aid to the Injured, April 9, 1907, there have been 3,124 accidents. During the past year the number of accidents has decreased 50%, the former average being 220 a month as against 131 per month at the present time. The decrease in the number of factory accidents is due to the systematic effort made to protect dangerous places, machines, etc.

329.

Factory Fire Department consists of two companies of 11 men who are under the supervision and instruction of the Syracuse Fire Department. One hose cart and two extension ladders were recently added to the fire equipment and a fire drill is held each week.

330. The real estate purchased in 1908 amounted to \$1228.48.
331. The Sundry Department sales for 1908 showed an increase of \$14,000 over 1907.
332. The Advertising expenses for 1908 showed a decrease of \$50,000.00 as compared with the previous year, while the increased free publicity was 50% greater.
333. A Repairmen's School was started December 14, 1908. In the school other courses are maintained for other classes of employes. The repairmen's course is maintained in order that the Franklin Co. may at any time furnish any of its two hundred dealers, scattered from Maine to California, with men whose intimate knowledge of the Franklin car, gained by experience at the school and factory, fits them to take charge of the dealers' repair shops.
334. The New York Automobile Show was held January 16 - 21, 1909, at Madison Square Garden. At this Show more Franklin sales were made than at any previous Show.

335.

The 14th Annual Meeting of the Board of Directors was held January 27, 1909, at which meeting the following officers were elected for the ensuing year:

H. H. Franklin, President,
G. H. Stilwell, Vice-President
F. A. Barton, Secretary & Treasurer.

336

February, 1909, in order to relieve the crowded condition of the main office, it was decided to erect a small building on West Marcellus St., just west of the office entrance, this building to be used for an Employment Office for the factory. This building was ready for occupancy March 1, 1909, at which time the Employment Office was separated from the Timekeeping Office to the convenience of both offices.

337.

See 379
About February 15, 1909 the Franklin Reference Library was started, the object being to provide technical reference books, etc., for all employes of the Company who care to avail themselves of it.

338.

See 259
March 1, 1909 the membership of the Franklin Mutual Benefit Association was 864, an increase of 300 since January 1, 1909. The membership in this association is strictly voluntary.

339.

March 10, 1909 nearly all of the output of Model D cars for 1909 had been specified. Only a few runabouts were left up to this date.

340.

March 15 there were 157 dealers.

341.

March 24 to 27 an Automobile Show was held in Syracuse under the auspices of the Syracuse Automobile Dealers' Association. Twelve thousand people attended the Show and over one hundred cars were exhibited, the product of more than thirty factories.

The exhibits were housed in the new state armory, which was found to be much too small to provide for all of those who would have exhibited if the facilities had been more extensive. An effort will be made by the Syracuse Automobile Dealers' Association to provide larger quarters for the 1910 Show.

Syracuse being the home town of the H. H. Franklin Manufacturing Company, this Company was given extra space and a central location for its cars in the main exhibition hall. Nine models, giving a general idea of the fifteen which constitute the Franklin output, were shown.

Of its highest powered open cars there was a forty-two horse power seven passenger touring car and a four passenger runabout of like power. In its twenty-eight horse power class was a five passenger touring car and a four passenger

runabout. At eighteen horse power there was a four passenger touring car and a runabout with a single rumble seat.

Also three closed cars were shown, a brougham, which is the newest Franklin model, being one of them. This has eighteen horse power and is inside driven. Two landaulets, one of twenty-eight and the other of eighteen horse power, completed the list.

342.

May 27, 1909, in order to secure more room in connection with our plant, it was found necessary to lease the four-story building at the northwest corner of South Geddes and West Fayette Streets. It was in this building that the Franklin automobile industry was housed seven years ago in the days of its infancy, when fire destroyed all of the work that was being done on the first models.

of 62, 64

343.

As an index of industrial activity figures are given herewith showing the extent of the work of our Traffic Department. These figures show that for the past six months, constituting the first half of the present trade year, the shipments from the factory have aggregated 3,376,218 pounds.

The shipments received include 2,399,477 pounds of merchandise, which with the addition of over 7,000,000 pounds of

coal, 1,000,000 pounds of lumber and several hundred thousand pounds of other commodities, makes a total of 11,367,675 pounds.

In this period 342 freight cars have left the factory carrying Franklin automobiles to purchasers throughout this country and abroad.

344. March 30, 1909 the first class graduated from the chauffeurs' course of the automobile school started by us in February, 1909. The membership of the class included nine, six of whom were from Syracuse and vicinity, one from Vermont, one from New York City and one from Saranac Lake.

345. March 24, 1909 the work of building an additional story on Buildings C and F was begun, making these buildings consist of five floors and basement. The additional floor is 265 ft. by 60 ft. and contains 15,900 sq. ft.

346. June 1, 1909 a new and larger press was installed in the Printing Department, which will enable us to do nearly all of our own printing. With the addition of this new printing press the department was made twice as large as it was before the new press was put in.

See 263

347. June 1, 1909 the remaining property on West Marcellus St., consisting of five houses, was purchased by this Company. With the purchase of this property the Company acquired a clear title to all the land on West Marcellus St. between So. Geddes St. and Harbor Brook.
348. About June 20, 1909, the delivery of 1910 cars was begun.
349. June 21, 1909 the Annual Salesmen's Conference was held, lasting one week.
350. June 21, 1909 the Commercial Car Department moved into their new quarters in the Brown Building at the corner of South Geddes and Fayette Streets.
- See 260
351. July 27, 1909 Mr. T. R. Lippard was appointed Assistant General Manager of the Franklin Automobile Company.
352. July 30, 1909 it was decided to publish a paper known as the Franklin News. Only matters of general interest, such as Franklin School affairs, the Franklin Mutual Benefit Association or any other matters of special interest to our employes, will be published.
- See 378

353. August 1, 1909 the Sundry Department discontinued sending out traveling mechanics.

354. August 23, 1909 occurred the annual shut-down of two weeks for inventory and repairs.

355. September 1, 1909 the new addition to buildings C and F was completed and occupied by the Paint Shop. This gives them an additional space of about 15,900 sq. ft.

356. Catalog inquiries received during 1909 averaged 965 per month as compared with an average of 577 during 1908.

357. The total sales for the fiscal years ending September 1, 1908 and 1909, were as follows:

Year ending Sept. 1, 1908	\$2,761,962.00
Year ending Sept. 1, 1909	<u>2,999,969.00</u>
	\$ 238,007.00

This shows an increase of nearly 8%.

358. Up to September 1, 1909, there has been manufactured and shipped 1332 motor-cars of 1909 models.
359. The total cost of all insurance during 1909, including liability, employes, bonds, etc., was about
360. October 4, 1909, a Salesman's School was started in connection with the Repairmen's School. School opened with three members.
361. October 10, 1909 there were 58 contracts closed involving 1532 motor-cars as compared with 61 contracts closed involving 781 cars on same date in 1908.
362. November 11, 1909, we purchased the property at 706-710 Gifford Street from Patrick Caufield for \$4000.
363. In December 1909 the final test building known as Bldg. S, was completed at a cost of \$703.54.
- 363a. The 15th annual meeting of stockholders was held in January 1910. Officers and directors from last year were reelected.
364. Following property was purchased in 1910:
- | | | | |
|-------|------------------|-------------------|--------|
| 4/28 | 734 Gifford St., | Sarah A. Reed, | \$1800 |
| 5/10 | 728 " " | Addie Bussey, | 4250 |
| 5/11 | 730-732 " " | Joseph Hullar, | 6500 |
| 5/28 | 720 " " | Henry M. White, | 3500 |
| 9/14 | 736 " " | F.J. & M. Kaufman | \$3600 |
| 9/14 | 738 " " | " " | 2000 |
| 10/19 | 712 " " | P. McKenna | 2500 |
| 1/10 | 702-704 " " | Mabel G. Ferguson | 4250 |
- 364a. In February 1910 we leased the Dey Time Bldg. at the corn. S. West & Tully Streets for storage purposes.

365. In June 1910 the Franklin Automobile Company was capitalized for \$300,000, and of this amount \$150,000 was issued, the H. H. Franklin Mfg. Co. to subscribe and own all the stock.
366. In August 1910. Bldg. T, the punch press room, was completed at a cost of \$891.93.
367. Mr. Herbert Hess was appointed General Manager of the Franklin Automobile Company in place of T. R. Lippard, whose resignation was accepted September 10, 1910. Mr. Hess was also made a director in the Franklin Automobile Company in place of Mr. Lippard.
368. The capital stock of the Franklin Automobile Company was increased to \$400,000, in October 1910.
369. In November 1910 the Engineering Department was placed directly under the Executive Committee with Mr. Arthur Holmes in charge as chief engineer. This change was made in order to relieve Mr. Wilkinson of the responsibility of the engineering organization, he to continue as consulting engineer.
370. Bldg. U (used as noise test) was completed in December 1910. Cost \$933.19.
371. In May 1910 we leased the entire Brown, Curtis & Brown Bldg. at the corner of W. Fayette and Geddes Streets.
372. Franklin Automobile Company was incorporated November 23, 1910, with five directors--H.H.Franklin, G. H. Stilwell, John Wilkinson, F. A. Barton and T. R. Lippard, each incorporator to take one share of stock.