



# A & B AUTO-PHOTO SERVICE

1737 SOUTH FREEMAN  
OCEANSIDE, CALIFORNIA  
PHONE 729-2825

Comments  
by the inventor  
of the Auto-Photo

February 6, 1965

Mr. Ed Hanna

Photo Reproduction Masters

103 Pleasant St.,

Utica, New York

Dear Mr. Hanna:

You are to be congratulated on your work with Eastman Kodak in developing the new Hanna C.B. Photo Paper. For more than 30 years we have experimented with Positipe, Eastman, Grant, Ansco, Mimoso and Gevart direct positive papers. Your new paper is undoubtedly the finest we have ever used. The consistant warm tone without degrading to a yellowish cast in the aging chemicals is wonderful. Ansco paper is so heat sensitive that with constant refrigeration until use, the paper deteriorates in the studio.

Being the Auto-Photo inventor we naturally like to turn out the best product possible. At times we have been ashamed of the pictures, not because we were negligent but due to inferior paper.

In several locations we have identical machines side by side. We have used your paper against Eastman and against Ansco. With the public being the judge your paper does about 20% better than the others. Naturally we want to improve our business where ever possible and an increase of this sort if consistant with our tests will be a tremendous boost.

When we receive sufficient paper from you for our complete route we are scrapping all other paper and going exclusively to your fine product.

Again thanks for your courteous and prompt business responses.

Sincerely,  
*W. G. Allen*  
W. G. Allen