REPORT OF COMPANY’S OPERATIONS FOR 1948

The most important element in the success of a business like ours is people (customers, employees, and stockholders). Money is important too, but only to the extent that it measures the effort, the hopes and the wishes of these three groups of people. As soon as possible after the end of each year, the Company gives a “Report to Stockholders” or owners. This is largely in financial language, but also tells them about any improvements for employees, any attainments by employees, and any improvements in or new products for customers. It reports for the year past and estimates for the year ahead.

First, here are a few principal monetary facts:

In 1948 our customers bought $12,596,000 worth of goods from our Sprague Team which made it our largest peakteam year. In money this was also the largest amount spent by the customers of this country for capacitors to any one Company in our field. Our employees deserve most of the credit for this because they worked persistently for the customers, while employees elsewhere were engaging in strikes which hurt their customers.

If the customers sent us more money, you will want to know whether this brought more payroll for employees and more dividends for stockholders. Payroll this year was $5,935,000. This is 20% larger than in 1947.

Dividends were $385,000 compared with $377,000 last year, only 2% larger in 1948. Dividends per share were the same in both years but a few more shares were issued in 1948 to acquire a subsidiary. You can see that employees received about 15 times the amount which stockholders received. The stockholders share of the customer’s dollar was 3.3 cents. The employee share was 46.6 cents.

We paid our suppliers $4,777,000 in 1948 for materials, power, fuel, etc. which cost us 15% more than in 1947.

Taxes took $843,000 of the customer’s money in 1948. This is 31% more than in 1947. This is $843,000 if added to what we now spend for Social Security, excise, property, poll, and gas taxes.

We had to borrow money to maintain a comfortable cash balance to meet the payroll, buy the materials to make our capacitors and expand our tools and equipment. We paid $41,000 as interest for the use of the money. This is 28% more than in 1847.

Finally, our business, like any other, needs to replace worn-out machinery and buildings and we set aside $277,000 in 1948 for this purpose, or 2.2 cents of the customer’s dollar, compared with 2 cents in 1947.
And to provide for tomorrow’s jobs and for emergencies, we plowed back or reinvested in the business $46,000 or 3.5 cents of the customer’s dollar.

In table form these figures may be easier to remember.

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales to Customers</th>
<th>Other Income</th>
<th>Total Income</th>
<th>Paid to employees</th>
<th>Paid to suppliers</th>
<th>Paid to Government</th>
<th>Paid to lenders</th>
<th>Paid to stockholders</th>
<th>Set aside to replace equipment</th>
<th>Set aside for tomorrow’s jobs</th>
<th>Total</th>
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<tbody>
<tr>
<td>1948</td>
<td>$12,926,00</td>
<td>$100,000</td>
<td>$12,700,00</td>
<td>$5,905,00</td>
<td>$4,777,00</td>
<td>$843,00</td>
<td>$41,000</td>
<td>$355,00</td>
<td>$277,00</td>
<td>$446,00</td>
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Had we spent more than the customer sent us you can see that your Company would not be a safe one to be connected with. You would have less and less job-security, the longer it continued.

There is another phase of our Sprague teamwork which is not monetary, but is equally interesting, more so in 1948 than in some years. This is the spirit in which we work as teammates for our customers. Here are a dozen news items about old events in 1948.

**News of the Year -- A Dozen Items**

1. This has been an important year for you in several respects. Television manufacturers came up very fast and radio production was reduced about 25%. As both these are your customers we had to adjust our business very fast. What next year will do to these two products we must guess and may guess wrong. The ability to use full half our present we may have to adjust our business accordingly from time to time. We will continue to try to do this with the greatest possible consideration of our employees and their families.

2. Also we took over a small new plant at Milwaukee this year to make a new product, a ceramic capacitor. The employees and engineers there were already accustomed to making this new line, and it seemed desirable to take advantage of their acquired skill and experience. Then, too, we opened a small new plant in Nashua, New Hampshire also to make ceramic capacitors.

3. Not the least event of the year has been the Company's effort to introduce a change in the method of compensating the foremen and supervisors so as to increase the fairness of their pay in relation to their particular jobs. We have undertaken also to give them more information and more opportunity for self-improvement through regular conferences. They now have a better opportunity to transmit their good ideas and the good ideas of people in their department to management, and management has a better opportunity to take advantage of the excellent intelligence and ability within its own ranks. We think the Sprague Team is a stronger team and a happier team because of this experiment.

4. When a business is extremely competitive, as ours is, surprises are a great help. It takes a competitor about two or three years to catch up with a new product which competitors can't take away for awhile. It has some others up its sleeve almost ready to offer for sale. Each of these products makes new jobs, and makes these jobs more secure for two or three years, once they get well started. We will continue our Research Department, so that as one product falls out of use another will be ready, and we can all have greater job-security as a result.

5. Once the labor union rivalries were settled in the spring of the year our teamwork seemed to improve. In no year have so few complaints or grievances been presented as this year. We hope these means they are being settled sooner, and perhaps both management and union are learning to listen and do their best to be fair, realizing that we are all on the same team trying to score more touchdowns than our competitors with the customers as our audience. We wonder if you have enjoyed this quiet breathing spell, or shall we hope, a permanently peaceful work spot?

6. Our number of employees in 1948 increased and the total number averaged about 2219. Our payroll of nearly six million dollars was 20% higher than in 1947.

7. Considerable improvement has been made in the quality and choice of food, in its appearance and in the attractiveness of the dining rooms, available at the plant for Sprague Employees.

8. During the year your Company introduced a means through which our employees shall become known individually to members of management at least every five years of their service in the Sprague Team. Service pins were awarded for continuous service in five year steps. 768 have been with us as long as 5 years, 194 as long as 10 years, 148 as long as 15 years and 9 as long as 20 years.

9. The average age of Sprague people is 35 years. This means that we are a young team who can quickly adjust to changes in conditions and are brimful of initiative.

10. During the year you have been making only ten products, but they have been of approximately 10,000 types. This means many changes and much skill. You have made new types of capacitors for manufacturing customers and the replacement trade. You have added little batteries for hearing aids to your list of products. The things you make go into television, radio, military electronics, auto ignition, fluorescent light ballast, telephones, and household electric appliances. Almost every one uses your handwriting in one article or another.

11. In 1949 we plan to arrange a visiting day, an open house, for all of you and your families and friends can in and see what Sprague teammates do and how they do it.

12. We expect to make substantial improvements in our plant and equipment in the next two years. We have borrowed a million and a half dollars for this purpose. Until we can save enough money to pay it back we shall have to pay interest on it. These improvements are sought to enable us to either attract more jobs or save more money or both.

May we thank all of you for your helpful part during 1948. I thank each of you in behalf of the customers who sent us their money and their work and also wish to thank each of you in behalf of the whole Sprague Team.

With all good wishes to you and your family from your Company.

Signed:

W. C. Sprague
Western Massachusetts AAU Basketball Tournament

Finals Captains, Wisnioski and Kirby, with the referees.

Sprague Scores Again

Mr. Sprague presents "Vishy" second award.

"Vishy" shooting a basket

Scorekeepers R. Racette and K. Andrews.

The Winners, Pittsfield Professional Drug.

Vera Gentile of Pittsfield in action.

Winning Team Trophy

Interested spectators awaiting the verdict.

Cheering for the "Lassies".

Bernardston

Haydenville Raiderettes

Westover WAC's
By A. St. Cyr and N. Mancini

Mr. and Mrs. Raymond Madden were at the wedding of Samia, Elea-

Mr. Anthony may have a lot of other
dept: Nancy Hurley, Arlie Hanley,

By way of

By way of celebration, Annie and her husband spent a weekend in Boston where they took in the Ice Follies.


We wish Beatrice Asdikian's son all

and her
took a weekend trip to New California where they took in the Berkshire Symphony.

We have had a half day of Old Man Sickness.

Hearten and Agree. We have had a half day of Old Man Sickness.

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We are all very tired and we're
cruise with the United Slates Army.

all the girls.

and her
take Eddie Pettibone's picture-. He

say, "Ouch, I've got something in my eye." It's a sentence heard frequently

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KVA SALES

In case you have wondered who the “other” Allison is, he has been with Sprague since the war days, and is Jesse Allison, who heads up the KVA Sales.

We notice KVA is still going strong in that the Assemblies gang at Brown Street is extremely busy and from all accounts, the next month — and we hope the future — will continue the same.

Due to temporary slackening of some of the eastern industry manufacturing processes, industry has now begun to take stock of Power Factor Correction Problems, so says Mr. Allison. When business is good, industry does not worry too much over the losses created by overloaded circuits, which is the benefit secured by the KVA capacitor when connected on low power factor lines, says the Sales Engineer to his prospect. In such an installation it will decrease the ampere load.

Sprague has 29 Sales Engineering concerns representing us in the sale of these capacitors and we hope to see this phase of our factory production spiral upward as these men get going and hit the stride we know they are capable of.

KVA Sales has a new secretary, Miss Frances Gatto, who is still attend­ing Drury High School, and filling in part time in our office. She’s been right busy trying to help Mr. Allison catch up on some of his late correspond­ence.

We hear a new man has been added to the KVA Assemblies gang under Mr. Louis Cronin, supervised by Larry Dufname. He is Chet Lesniak, Chet, Billy Piacenti, and Frank Sannelli make all the necessary final tests on the KVA and prepare the capacitors in groups ready for the contractors to install on some badly loaded electric power circuits.

We understand that several paper rollers are cooperating to help KVA rolling to catch up on the rolling of these paper sections going into the finished units.

During the past six months eight representatives of our sales have visited the factory and are “mighty” surprised to see the size of our com­pany and just what it takes to produce the high quality KVAS produced by Sprague. They include Mr. Robert Ingalls, San Francisco; Mr. John K. Smith, Chicago; Mr. R. L. Lewis, Philadelphia; Mr. H. Henry Anthony, Mr. David Domke, Mr. Fred Stome and Mr. Edward Hubert, all of Boston, and Mr. L. M. Meekler, Jr., Elizabeth, N. J.

Several prospective purchasers have visited the factory during this same period; one even brought in a nice order.

Paper Ignition Assembly

By Doris Charon

It would be nice to have a snapshot of you, Doris Williams, in your new Salvation Army uniform with the lovely crocheted handky that Alberta Dague made for you.

Our crocheting and knitting corner, from 12 noon to 12:15, is doing all right. Socks and hats are the main attractions. Some of us are just learning, but, with a teacher like Minnie Petas, we are bound to do well.

Alice Lavariere, you’ll have to bring your own needles and get to work. Nothing we make is for sale.

The weeks of February 6 and 13 were especially long. Weren’t they Alice (Kawa)?

Now really, Albert, do hot dogs cost $0.80 in Miami, Florida?

We know Alice Carpenter is short, but she can’t be standing all the time Alice Lavariere thinks she is sitting down.

It is surprising to note that Copia went right by Paper Ignition Assembly on February 14. Not one valentine was seen in the whole room.

Having a share in Esther Driscoll’s Better Homes Club is all right for boys, too, isn’t Edie Surhers and Enzo Barouh?

MISC. PAPER FINISH

By Velma Lincoln

Betty Fleury, were you sorry to hear of your being back in the hospital? We hope you will see well and back with us.

Carolyn Grant’s two daughters, Shirley and Emily, had their tonsils and adenoids removed recently. Don’t worry, girls, they are two things you can live without.

Barbara King and Rita Allard can really sing. They say that, if you have two歌手s and keep them in separate rooms where they won’t see each other, they will sing. They did — Mildred Sharratt, you also have a nice set of dimples, Smilie, and show them more often.

Maud Waskas works in close quarters but somehow she gets all the material; now she is thinking of starting a rummage sale.

Chae Maroon and her husband have moved to New York to meet Clara’s sister, Linda who has just returned from Trinidad with her family. Welcome home, Mr. and Mrs. Wallace Brown and family.

David Troumbly, children are expected to lose their teeth but, when one gets to your age, better take care.

Upper Offices

We would like to welcome two new-office workers to our offices, they are France Reardon, who is secretary to Mr. J. Allison and Mr. J. Brown and Carolyn Maris who has been doing most of the clerical work for everyone. We hope that you both like it here.

Bill Campbell has done it again — by that we mean he has traded cars, for the umpteenth time. But we must say that you are doing a little better each time Bill. You’ve come up from a ’36 Pontiac to a ’39 Nash.

Speaking of new cars, has anyone seen Walt Rohane’s brand new Pontiac? Talk about class and a car being from a ’36 Pontiac to a ’39 Nash.

F. P. DRY

By Florence Harris

The girls of the night shift bade Jimmy Nicol an appropriate farewell before they left, including flowers and poetry.

Anyone having any spare time on his hands please report to “Dot” Fowler. She has spring fever already and is looking for paint and paper for her house. Now all she needs is volunteers to finish the job.

Well, Flo Hannaleck, I bet you haven’t had a birthday singing like that since you were a child. Congratulation on becoming of age.

By the way, Florence, did you ever hear that song “I’ve Got My Love To Keep Me Warm?”

Alice Seener attended the Ice Follies, recently.

Thanks to Rita and Marilyn for their noon time service.

A. C. AND CENTRIFUGE

By Harry and Elaine

Normand Monette has quite a time getting his car to start these cold mornings. Harvey Vallee says he has no trouble — he takes the bus.

We extend our sympathy to Jack Sullivan on the loss of his father.

It looks as if Red Johnson has gotten himself engaged. When is the lucky day coming off, Red?

The new theme song of the depart­ment is “Speak To Me Only With This Thing.”

The Big Chief has become quite an artist these days. Look at all the stencils for everyone. We hope that you both like it here.

Formation

P. L. has no trouble — he takes the bus.

The conductor managed to bring out with perfect clarity the struc­ture of each number, a most difficult task to convey to an audience. If any of the listeners went from a feeling of duty to support a local organization, they were rewarded by a truly satisfy­ing musical experience.

Photos are now being made for the May concert in Williams­town. The Berkshire Symphony is sponsored by Sprague Electric Company, and we can feel justly proud of its contribution to the cultural life of this section of the Berkshires.

Anthony John Swistak, son of Joseph Swistak of the Marshall Street Battery Department.

F. P. ASSEMBLY

By Fat and Slim

A speedy recovery to you, Normand Thomas. Hope you are feeling much better.

Mr. Swistak is still at the hospital; please call to see him. Anyone having any spare time on his hands please report to “Dot” Fowler.

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A Bonnie, Bonnie "Lassie"

Helen Winiosck of Brown Street, Protea, and captain of the Sprague Girls' Basketball Team, does not con-
fine her interests or activities to basket-
ball.

"Yishy," as she is known to her friends, was born in Adams five years ago. She attended Adams High School, where she was the best pot-shot shooter, and later went to Bliss Business College. At one time, she was the proprietor of a neighborhood candy stand; she served as an air-raid warden during the recent war and was a third-class stretcher bearer in Adams. She is a keen chess player, likes to swim, bowl
and ski. One of her chief recreations is looking for valuable old stamps in the attic. She won with the Quincy Road Girl's Club and is a Salvation Army songstress. She says her chief activities at home are making beds and cleaning clothes. Her hobbies, aside from the above interests, are painting and stamp collecting.

Tournament

A tournament from page 3 minutes to play, they trailed 12-13.

At this time, Miss Kirby of Pittsfield issued in her only goal of the evening, a one-handed shot from the side, which won the title for the Pro Spirits. It was the only time in the three games that Sprague was behind; that made it too tough for them against one of the best women's teams in the East.

Mr. G. C. Sprague appeared at an opening-night selection that the committee had to make that was of the most valuable player. Four or five girls were con-
sidered, but the choice of Clara Weather was selected; she was a well-
deserved and popular choice, as she was playing just as hard at the final whistle on Saturday night as when she started

The Amberettes took the team sportsmanship trophy.

One more honor went to the Sprague

Mr. R. C. Sprague presented the annual awards to the winners. The highest award was that of the most valuable player.

The best pot-shot in school, and later went to Bliss Business College. At one time, she was the proprietor of a neighborhood candy stand; she served as an air-raid warden during the recent war and was a third-class stretcher bearer in Adams. She is a keen chess player, likes to swim, bowl and ski. One of her chief recreations is looking for valuable old stamps in the attic. She

... Musical Notes ...

Warm up the turntables, Jack. The record ban is off. Since January first the wax works have been humming and we will soon have new discs on the four big record companies, Victor, Columbia, Capitol and Bing Crosby. Right now the sleeves are pretty bare, but you will find good listening on any of the following:

Great sides: Perry Como's "Missouri Waltz" (Victor) is a fine performance with no H.T. gags. Vaughan Monroe's "Red Roses for a Blue Lady" (Vajar) has plenty of singing by Vaughan and the Moon

Dancer. The best instrumental side this month is Les Brown's "Just One of Those Things" (Columbia). Cole Porter wrote it, Bob Hugen arranged and a neat crisp Brown band plays it. Harry James copy's "Redjal Jump!" and "Love, Your Magic Spell Everywhere". The second side features Henry's horn by a "Concerto for Trumpet" and a good Marion Morgan vocal.

Neat Stuff: Art Moonere's "Doo De Doo De on an Old Kanro" (MGM) is a neat piece with a neat sound. What a combination! M. and Mrs. Donald Morin who have just turned 60 are looking for valuable old stamps in their house. They scored 35 points in the three tournament games.

The locals have another chance to show their colors since they have been invited to participate in the New England Tournament beginning March 11 in Pittsfield.

The committee for the tournament consisted of: Tank Wilson, Vera Gonzile, George St. Pierre, Jack Wash-
berg and Ernest Mason. They ex-
pired, through the LGC, appreciation for the help and services of all those who made the tournament a success. Art Mathews, Charles Wilson, Leo Vinchellate, Al Cardone, Henry Papp
polo and Edmond Hiskell, Sr.

In your time off, do what you like best to do - walk, visit with friends, read, play games, go to the movies - whatever helps you to relax and to take your mind off your work for a little while.

Ceramics Dept.

By Ida Gliottoli

We wish Mr. Wilson a happy birth-
day although we're a little late in our
greetings. It's better late than never.

While on the subject of birthdays, may I wish to Mr. Lee, Don Strowney, and Lucie Dogue very happy birthdays. We know your birthdays are due this month, may you all live to be one hundred.

The welcome sign is up in our de-
partment for William Myers, and Howard Waterman. We hope you enjoy working with us.

To each his own, reminds me that a poor bald-headed man who gets one of those new toupees, the kind that you can't take off. Then, for no reason at all, his hair starts growing again.

Art Marie Lemieux what happens to a poor bald-headed man who gets one of those new toupees, the kind that you can't take off. Then, for no reason at all, his hair starts growing again.

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ST. PATRICKS DAY

"Top o' the mornin' to ye!" "And the rest o' the day to ye!" That's the way two Irishmen greet each other on a fine Irish day. And the finest day of them all is St. Patrick's Day. This is the day when shamrocks and green hats come into their own; a spirit of fun spreads over the land, and everyone--and everything--is party-minded.

To make your St. Patrick's Day party only a few simple decorations are needed. These are the easy instructions for the colorful table pictured above:

First: You'll need paper plates, green tissue paper, a few pieces of stiff cardboard, a gay bit of green ribbon, a few carnations and you are all set to start.

To make the top hat centerpiece you cover a vase with green paper, leaving it neat by holding it in place with the clear cellophane tape. Cover a paper plate with the same green paper and stand the vase on it. At the base of the vase tie a green ribbon. Put the cellophane tape around the vase and there's your centerpiece. (If you play games which need prizes, give the carnations as a prize.

For The Girls

Plastics Beautify Your Home

Plastic is made into thousands of articles—some good, some bad, some beautifully colored, some heinous, much or explicable while others don't.

New plastics are now available to furnish the normal, comfortable home, and new plastic products are appearing in Gas & Gardens Magazine. They stay fresh and clean easily. And they are durable as well as beautiful.

Laminated plastic counter surfaces are useful in the kitchen because they need little maintenance, dry and polished with one wipe of a cloth. Strong bulging solutions will stain them but alcohol, fruit acids, ammonia, insect sprays and household cleaners won't. Everything would withstand steam grasse, splatters and juices in an ideal kitchen. Kitchens furnished in new plastics nearly accomplish the thing.

Sprague Electric Log Page 7

The Distaff Side

Your Family and Colds

Man has been trying to learn the tricks and thereby use the common cold for more than 2000 years. No one had much luck until 1947, when researchers at the Public Health Service succeeded in tracking down a virus that causes one type of cold.

Now it is generally agreed in scientific circles that the cold is an airborne disease carried about by this and other cold viruses.

If you want to find a few cold-bearing viruses, the best place to look would be in a sneeze. One good, old-fashioned sneeze sprays out 20,000 virus laden droplets up to 12 feet away. A half-hour later, 4000 will still be there.

Unfortunately the viruses don't stay in the sneeze, however, for they can pass onto you in the course of an ordinary conversation, and he can do it, too. It's an airborne cold. Kissing (Dearie Me!) is an equally effective, if more pleasant, way of catching a cold.

There are several "common sense" rules that will help you avoid colds. The first is, of course, to avoid people with colds. A sneeze or a few words from them may put you in the same boat.

The second rule is to get cold in good and dry clothes. If you wet and dry clothes when the weather is cold and rubbers or overcoats when it is not. The fourth rule is to keep out drafts. This is simple but sound advice.

To keep warm and dry by wearing heavy clothes when the weather is cold or by wearing your nose if you need to, but not like a bugle. Wishing (Dearie Me!) is an equally effective, if more pleasant, way of sharing a cold.

The third thing to do if you get a cold is to treat the symptoms but you can't cure the cold. While there are several time-tested methods of relieving the discomfort, there is no known sure-fire cold cure.

The second and equally important method is to nourish meals and drink plenty of fluids. Blow your nose if you need to, but not like a bag. When you blow too hard, you force the infection back into your sinuses and eustachian tubes where it can cause serious complications. Call a doctor if you have a fever, achy bones or a cough for more than 24 hours. If you have a cold, call him, and call him at once. Remember, it's not the cold that's so dangerous; it's the possibility of secondary infection.

After you have the cold on the run you're getting back on your feet, just as careful as you were when the cold was going full blast. You'll find that you're feeling weak and somewhat nervous and that you may have lost some weight. That means you're still a likely target for one of the diseases that prey on cold victims.

Remember! Stay warm and dry, keep your nose if you need to, but not like a bugle. When you blow too hard, you force the infection back into your sinuses and eustachian tubes where it can cause serious complications. Call a doctor if you have a fever, achy bones or a cough for more than 24 hours. If you have a cold, call him, and call him at once. Remember, it's not the cold that's so dangerous; it's the possibility of secondary infection.

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Lentil Casserole

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3 tablespoons butter or margarine
1 tablespoon flour
1/2 teaspoon salt
1/4 teaspoon pepper
2 cups milk
1 cup minced onion
3 cups thinly sliced raw potato
1 can tuna fish (7 oz.)
1 cup oven-popped rice cereal
1 teaspoon melted butter

Melt butter, stir in flour, salt and pepper. Crushed and mixed with melted butter. Add 1 cup Miracle Whip, 1 cup of milk, 1 cup of cold. Stir well and bake in a square pan for 45 minutes. Sounds yummy!

If you are one for whom wedding bells have pealed recently, you will want to review your Group Life Insurance certificate to make certain that the person named as beneficiary is still living. If you wish to receive your Life Insurance benefits. Should you wish to make a change, for any reason, simply obtain the Change of Beneficiary form from the person in charge of the Group Plan, fill in the necessary information, and return the form.

Sprague Electric Log Page 7
Aiming for the basket in the Donkey game played at Drury recently.

THE SQUARE RING

Joe Louis, the heavyweight champion of the world, has resigned the title which he has held longer than any other boxer in history and which he has defended more often. Louis won the title from James J. Braddock in June, 1937, at the age of 33. He was the youngest boxer to win the title. He defended the title 25 times.

The National Boxing Association has approved a proposal of Joe Louis, that Ezzard Charles and Jersey Joe Walcott fight this summer for the title and that the winner defend his title, in 90 days, with either Lux Salod or Gus Leonovich.

Ezzard Charles outpointed Joe Louis in a 15 round bout.

Tedly "Red Top" Davis’ ka’id Joe McClintock in 7 rounds.

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