

SF Bk 1 English letter 470 (typed...*but very faint*)

May 16th (1897)
Mr Leopold Meyer
120 Wood Street E.C.

Dear Sir,

Enclosed we beg to hand you a translated copy of our contract with the Universal Gaslighter Co. Ltd in reference to our monopoly for Great Britain and Ireland for the sale of Electric Lighters, Kroger's patents. Should you be able to form a Company to exploit these patents, we hereby grant you an option expiring on June 1st 1897 to take over our rights in the above contract, on condition that the capital of the Company to be formed is £10,000 in ordinary shares, of which £1,000 fully paid up shares are to be allotted to us in consideration of our handing over to the Company all our respective rights

Yours faithfully

Falk, Stadelmann & Co., Ltd.

S Falk

Contract between The Universal Gas-lighter Co Ltd Hamburg and Messrs Falk, Stadelmann & Co. Ltd. London
No. 1

Messrs FS&Co agree to accept, and the UGCo promise to supply up to the 31st march, 1898, at least 20,000 Electric Gas-lighters, assorted as required, at the following prices & conditions.

Distance lighters at 2/- each.) Either for Argand, Flat Flame

Tap ditto 1/6 each.)or Incandescent burners

Net cash 60 days f.o.b Hamburg. Packing & cases free.

FS&C undertake not to sell these lighters outside Great Britain & Ireland.

No. 2

UGCo agree to deliver these lighters in good working order, and to begin deliveries at the latest the middle of June 1897. After this date they agree to deliver up to 3,000 per month, larger quantities require special time to be agreed upon.

No. 3.

In case the UGCo fail to deliver promptly, they become liable to a fine of 6d per piece not delivered in time.

No. 4

The UGCo in consideration of the above order of 20,000 Lighters agree to give FS&Co the sole sale of same for Great Britain and Ireland until 1st March 1898, and during this time will not sell or deliver knowingly, direct or indirect, any of these lighters in Great Britain and Ireland, except to FS&Co. On the other hand FS&Co must not, during the term of this contract, sell any similar gas lighters.

No 5

FS&Co have the option to declare latest by 31st March 1898 that this contract is to remain for a further 12 months ending 31st March 1899, provided they undertake to accept delivery during this further period of 12 months of not less than 100,000 Gas-lighters at prices as above arranged, and all other conditions of this contract would hold good for these further 12 months, with the exception that the UGCo agree to deliver 10,000 per month within 6 weeks from date of order.

No. 6

On the 31st March 1899, FS&Co have the further option to demand a continuance of this contract, and so on from year to year until the expiration of the Patents, if they agree to accept delivery of at least 150,000 Gas-lighters per year, at prices and conditions above arranged with the exception that the UGCo undertake to deliver up to 15,000 lighters per month within 6 weeks from date of order.

No. 7

After FS&Co have taken and paid for 50,000 Lighters they are entitled to a cash discount of 2 ½ % for all further quantities.

No. 8

Should FS&Co at any time not chose to take delivery of the Lighters or any part of them as agreed, they may do so on payment of a royalty of 6d per piece, for that quantity which they still have to take for that year. After FS&Co have taken delivery of the first 20,000 they have the right to manufacture the lighters themselves against payment of a royalty of 6d per piece on the respective quantities arranged for each year as above.

No. 9

Should the Patents referring to these Gas-Lighters be attacked or should they be infringed, it is hereby agreed that the UGCo & FS&Co together uphold their rights at their joint expense.

Should FS&Co refuse to join in any infringement suit, it is understood that the UGCo may institute proceedings on their own account and at their own expense, in which case FS&Co shall not be released from their obligations under this contract for the term of these Patents, but the UGCo have the right to cancel the contract.

No. 10

The UGCo undertake to deliver to FS&Co, 100 Gas-lighters at the latest by 1st June 1897, and it is agreed these 100 sample lighters will have to work for 3 weeks to the satisfaction of FS&Co, and without any material damage to the Incandescent mantles which are used with them. On the other hand the UGCo reserve to themselves the right to fix these sample lighters and keep them under their own control.

London April 14th 1897