

Salomon Falk's Managing Director Letter Books
SELECTED¹ LETTERS CONSOLIDATED INDEX:

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Colour Key: **Dark Green:** Letters written in **English**, imaged and/or transcribed.
Blue: Letters written in **German**, imaged, transcribed into modern German and translated.
Grey: Letters written in English and German but neither imaged, transcribed, nor translated.
 English letters may have a basic summary. (T): letter typed
 (T) : Letters typed

LETTER BOOK 1: (1892-1897)

Book & Page Nos. in English	Book & Page Nos. in German	Date	Addressee & Address	Subject & Extract
1:4		28 Dec 1892	Mendlesohn	Asking whether to return batches of 'puzzles' or distribute free of charge, Mendlesohn to pay ½ costs.
1:5, 6 Transcribed	1:10, 11 Imaged, transcribed & translated	9 th Jan 1892 <i>(sic) should be 1893</i> 1 Mar 1893	Mr Clay Webb of Croydons Johannes Schneider, Leipzig	re: his new model lamps and adjustment to fit Falk's burners To Hugo Schneider concerning Helft's comments & FS&Co's orders
1:12, 13 Transcribed		8 Mar 1893	Mr Clay Webb of Croydons	Purchase of his specification 22514 of 8/12/92 re extinguisher (for Central Air Draught lamps). £105, £20 cash down & balance April, to include all foreign rights.
1:20		29 Apr 1893	B Thurnauer Nürnberg	"I propose we call our General Meeting in the course of the month of May & that we declare a cash divi of 20% on our share capital carrying forward the whole balance of profits to be dealt with next year. Pl let me know by return of post if you consent & oblige
	1:21, 22 Imaged, transcribed & translated	11 Sep 1893	Stadelmann & Co.	re a young fellow named Ohley and his unsatisfactory holiday work (half Friedman on 30/- salary) left in " an inappropriate manner. Refuse to say anything about him."
1:25 Transcribed		15 Sep 1893	Mr Baines	"I think you should now have some of our stoves in your showroom, as I believe you could take orders for them from West End Houses. Our selling price is 54/- net and 56/- if with raiser & extinguisher. We will deliver the goods for you and allow you a special discount of 4/- a stove"
1:29, 30 Transcribed		5 Oct 1893	Thurnauer	Your telegram to hand re automatic burners.... As regards the flaps (shutters) which extinguish the flame, ?soon he must adopt for <u>all</u> his burners, no spring needed. At the same time give him to understand that this particular arrangement is our patent & that <u>nobody</u> but us in <u>Germany</u> or England must have it. I am going for a big game, viz <u>all</u> our burners to have safety Automatic Extinguishers to prevent loss of life and fires."
1:42, 43 Imaged & transcribed		13 Dec 1893	Thurnauer	"Please write to (named people) for samples etc." "We are awfully busy & I hope we have a grand result"

¹ Many of Salomon Falk's letters are omitted from this Index. Omitted letters are mainly personal and deal with property, bank and staff issues.

	1:52, 53, 54, 55 Imaged, transcribed & translated	4 Dec 1893	Stadelmann & Co	re: supplies, Economizers not right, Bray's burners and 10% on Welsbach products. Questions G.M.Thurnauer's policies. Ends in English: "there is only one way, give them our lowest prices & if they are too dear let them buy where they like."
1:56 Transcribed		5 Dec 1893	Mr A. R. Gery, Solicitor, Vere St.	Re: infringement of FS&Co patent 11625 24/7/90 (lever or raiser for raising gallery in order to light lamp.) <i>(previously indexed as page 55, c/f Bk1 letter p66)</i>
1:60, 61 from VK, 1:62, 63 from SF Transcribed		12 Dec 1893	Mr Retallack <i>(of John Harper & Co Ltd Willenhall Staffs)</i>	Two letters Rebutting a claim that FS&Co are imitating Retallacks. Ends by SF suggesting Retallack comes up to London for 'a quiet chat'. <i>(see letter p125,126)</i>
	1:66, 67, 68, 69 Imaged, transcribed & translated	13 Dec 1893	Müller	Passionate complaints about Welsbach selling to Zimmerman & Co and cutting across FS&Co trading arrangements Mr Zimmermann 
1:76		8 Feb 1894	Metropolitan Railway Surplus Land Co.	FS&Co. seek permission to replace lifts in warehouse of better construction & better power.
1:80, 81(T) Transcribed		22 Feb 1894	Directors of Civil Service Co-op Soc. Ltd.	Offers them West End Agent & Vendor status of lamps (£1,000 sale or return) for which FS&Co have wholesale turnover exceeding £25,000 provided they exhibit the 'Lampe Veritas' in their ground floor showroom.
1:82, 83(T) Transcribed		22 Feb 1894	Henry Green & Sons	Proposal for appointing Green & Sons as City agent for the stocking and sale of "our Lampe Veritas", again provided it is exhibited on their ground floor.
	1:84, 85 Imaged, transcribed & translated	24 Feb 1894	Freisnher	<i>(part illegible)</i> re: purchase of aluminum water bottle, with or without should straps.
	1:106, 107 Imaged, transcribed & translated	2 May 1894	Elrlich	Complaint about Jaroslaw's chimneys not being delivered in time for heating season and being of low quality
1:112, 113 Transcribed		23 May 1894	D.C.Defrice <i>(?Defries)</i>	Order for mechanical lamps, includes sketch of disc.
1:125, 126 Transcribed		21 Jul 1894	Mr Retallack <i>(of John Harper & Co Ltd Willenhall Staffs)</i>	Complains that he has been making a Stove with a large base to take a large Lamp for Cattertons (The Blenheim), when this was FS&Co's idea and was to be made for FS&Co alone. Threatens to reduce FS&Co's a/c unless Stove is withdrawn
	1:129	8 Sep 1894	Hermann Boerk: Ludwigsburg	A reference.
1:132		2 Oct 1894	Mr Perry Gray	"...my partner <i>(Thurnauer)</i> (who resides in Germany)..."
	1:139, 140 Imaged, transcribed & translated	19 Oct 1894	Thurnauer	re: efforts to find an alternative to Welsbach
1:145		22 Oct 1894	Mr Taylor, FS&Co. rep.	re: hard (client) debts. "all I want is not to run up a large a/c. I certainly was upset when I found you had to ask for a loan of £10 ...excuse my bluntness."
1:158, 159 Transcribed		9 Nov 1894	Jean Stadelmann	<i>(in a different hand)</i> order from a 'shipping house' for South Africa: electric lights, carbons etc. Asks JS to buy within price offered to FS&Co. as they can buy on the spot with profit for both.
	1:162, 163, 160, 161 Imaged, transcribed & translated	10 Nov 1894	Thurnauer	<i>(letter first takes up pages 162 & 163 and then goes back to 160 and 161)</i> Denial's trial case outcome, Welsbach's patents shown as valid. Also re Hirsh and Carbons

	1:165, 166 Imaged & transcribed & translated	10 Nov 1894	Rodelfo Wdochke	Encloses copy of court case won by Welsbach and advises they have “till now” a very strong monopoly in England
	1:168, 169 Imaged, transcribed & translated	12 Nov 1894	C. F. Kindermann, Berlin	re: buying Kindermann mantles if they are free from Welsbach patent control
	1:174, 175 Imaged, transcribed & translated	14 Nov 1894	Thurnauer	re: Seeking mantles that avoid Auer’s patent, i.e. without Horium. Queries if Kinderer’s mantle legally challenges Welsbach and about Lessenberg selling patent. Is it similar to Steuer’s without Thorium?
	1:177, 176 Imaged, transcribed & translated	14 Nov 1894	Thurnauer	Re: Arranging meeting in Prag(ue) travelling: Nürnberg & Strasburg via Calais <i>(letter starts p177, returns to 176)</i>
	1:178 Transcribed	15 Nov 1894	Apothecaries Hall	Welsbach mantle sent for analysis
	1:180, 181 Transcribed	20 Nov 1894	Mr Webb, an inventor	“If you like to call & see me I will give you once more 5 minutes, not longer to give you a chance of settling this amicably. But remember after paying you £100 for a useless invention you have neither moral nor legal right to enforce terms on us.”
	1:183, 184 Imaged, transcribed & translated	21 Nov 1894	C. F. Kindermann, Berlin	Concerns legal challenges, and their cost, to Auer’s patents
	2pp Loose Imaged, transcribed & translated	9 Jan 1895	Herr Helfft	re: Helfft’s efforts to manufacture mantles circumventing Welsbach patent. “Entire England is waiting” <i>(see p215)</i> <i>(Oscar Helfft invented 1895 a mantle hanging lamp [DE88360]. 1897 he was granted tm ‘Monopol’ on mantle lamps.)</i>
	1:193, 195, 194 Imaged, transcribed & translated	29 Jan 1895	Neue Gas Glühlicht Actien Gesellschaft, Berlin	<i>(in different hand and numbered 193 to 195 and back to 194)</i> Order for 15,000 mantles pre-burned, pre-impregnated (<i>rigid gaslight mantles</i>) at 1.60 marks each on an exclusive monopoly for GB and Ireland; subject to mantles not containing Thorium? <i>(First order of Richard Feuer’s company)</i>
	1:196, 197 Imaged, transcribed & translated	30 Jan 1895	Neue Gas Glühlicht Actien Gesellschaft, Berlin	Order for incandescent mantles, “looking forward excitedly to your samples”
	1:198, 199 Transcribed	31 Jan 1895	Thurnauer	Enclose order draft “subject to sample being approved (so we risk little & they are bound to...I have seen the Sunlight Incandescent Co. They are serious...It is a red light. Meantime I ordered of Hurwitz (<i>another German burner maker</i>) 3 gross burners at 1/- each. We can sell these daily at 3/6 each.
	1:203 Imaged, transcribed & translated	4 Feb 1895	Thurnauer	Complains that SF has not heard from Helft.
	1:206, 207 Imaged & transcribed <i>(mixes English & German)</i>	9 Feb 1895	Thurnauer	General letter re orders, some for G.M.Thurnauer in New York. Also requests cardboard lights (to be called lamps). <i>Accords with Cecil Falk’s claim that SF sold billiard table flat cardboard lamps off his barrow.)</i>
	1:208, 209	9 Feb 1895	Helfft	<i>(Extremely faint, virtually illegible. See p215)</i>
	1:210, 211	11 Feb 1895	Mr. Taylor	More difficulty ...his loan now reaches £15
	1:215, 216 Imaged, transcribed & translated	4 Mar 1895	Thurnauer	No news from Helfft. Asking about a Pintch patent & burner for use in railway carriages. <i>(Oskar Helfft, lamp maker from Berlin. Julius Pintch, spirit/alcohol mantle lamp maker whose trademark was ‘Berolina’.)</i>
	1:218	12 Mar 1895	Seyr & Co. Lombard St.	Nominal capital of FS&Co. £60,000 - £30,000 5% Cum. Pref. shares, £30,000 Ord. shares of £10 each. Fully paid up £17,900 Pre. & £19,000 Ord.

	1:221, 220 Imaged, transcribed & translated	20 Mar 1895	Neue Gas Glühlicht Actien Gesellschaft, Berlin	<i>(letter reverses page numbers, 221 first)</i> Chasing up promised samples, obliged to annul previous order until they are received so that trials can take place.
1:237, 238		30 Apr 1895	Mr Taylor	"I am sorry I do <u>not</u> see my way clear at present to raise your screw. Business & other things do not warrant it. You are the only traveller we started on £5 & you are having 1½ years with us & you ask for a rise. Our expenses, as it is, are too high & altogether out of all proportions to our net profit. I am quite at a loss how to keep them down, they jump every year £1,500 to £2,000 & our profits down ½ .
1:240 Transcribed		9 May 1895	Thurnauer	"We have about £3,000 in the Bank & everything paid, so I think we can spare £1,000 now better than later on, to wipe off debentures. Enclosed cheque £3,000. Send us back certificates to be cancelled.
1:273, 274 Transcribed		11 Jul 1895	A. R. Gery	Jacob Friedmann's contract renewal salary and bonus (which can be in cash or shares), care taken to ensure he cannot retain any preference shares if he leaves FS&Co.
1:278, 279		22 Jul 1895	Thurnauer	Enquiries about enamelled plates and tea & coffee cups" a line which I think we will take up" Building improvements completed for the cost of £2,800
	1:285 Imaged, transcribed & translated	1 Nov 1895	Thurnauer	re Welsbach. Its about principle "I wish to emphasise that one gets farthest in business and in private, by staying on a straight course."
1:286 Transcribed		2 Nov 1895	Wanzer & Defrice (? <i>Defries</i>) Patent Safety Lamp Manufacturers	FS&Co. take over their premises at 101 Farringdon Road (£17 rent p.a.)
	1:288, 289 Imaged & transcribed & translated	2 Nov 1895	Stadelmann & Co, Nürnberg (<i>Harwitz/Horowitz/Har owitz/Harowitch etc. ? if Herman Hurwitz See Bk 1 347 & Bk 2 7</i>)	Concerning Horwitz and the non-delivery issue relating to flints. "You should have sent the 1,500 immediately. I'm afraid whole order is lost. You take these things very cool – we however lose a client." <i>(Horwitz patented 1900 some gas lamp items: Horowitz J was granted 1904 a gas extinguisher [GB1904-13850]). (also a lamp & stove company: Haller & Co, Ottensen, Germany)</i>
	1:292, 293 Imaged, transcribed & translated	8 Nov 1895	Hurwitz	Expresses concerns that an FS&Co order for burners are not going to be delivered in time, thus leading to a Mr Clarke's ruin, as he will lose his customer, London Gas Co.
1:296, 297		25 Nov 1895	Thurnauer	Arranges trip to Nürnberg & Cannstadt (? <i>Christmas break with Zerlina's family, the Pappenheimers</i>)
	1:300, 301 Imaged, transcribed & translated	28 Nov 1895	Thurnauer	Seeks solid incandescent bodies from Martin Gölzow; complains the Meteor Gas Incandescent Co is making a 'spectacle' about their similar product, calls it a scam. Boasts about FS&Co monthly profits, Sept £1,800, Oct £2,800 on burners and mantles alone. <i>(Martin Gölzow, owner c.1895, of a gas mantle factory in Berlin. His trademark 'Cristal Gluhlicht'.)</i>
1:314, 315		14 Jan 1896	Thurnauer & Frischmann	"What I want is this – let them give 2% bonus on £1,000 or more, 5% on £3,000 or more & 10% on £5,000 or more, but as far as we are concerned they must give us 10% on whatever amount we buy from them this year."
1:316, 317 Imaged & Transcribed		16 Jan 1896	Möeller (on de Foublanque intro.)	"I was in Vienna a few weeks ago and saw Dit(t)mar new Petroleum Incandescent Lamp. The lamp strikes me to be good ... I am trying to get the handling of it for England, if you will let me. I don't know what you think of the Lamp, but I think in conjunction with the Incandescent Gas Light Co. it is good enough to make a small company of it, provided you can secure the monopoly. In that case I should like to be in on the affair. You know what I mean, ground floor." <i>(? Rudolf Ditmar, died 1895 or son Gerhard Ditmar, Vienna,</i>

				<i>granted patent 4486-1896, a mantle-burner improving on his employee's patent of previous year.)</i>
	1:324, 325 Imaged, transcribed & translated	17 Mar 1896	Thurnauer	re: Holy & Schneider. Young Schneider is going round England selling Perkeo lamps (small lamps with adjustable stem for halls, stairwells & closets) in breach of the FS&Co monopoly. He must give up his stock of Perkeo lamps immediately. "the letter Schneider wrote concerning Holy & Bröckelmann was so impertinent that I will remember this firm for a long time." <i>(Carl Holy, Berlin lamp/burner; made burners for FS&Co. Hugo Schneider lampmaker from Leipzig, made Duplexz burners for FS&Co. Brockelmann, possibly Brokelmann of Brokelmann, Jäger & Co from Neheim a/d Ruhr, Germany.)</i>
	1:326, 327 Imaged & transcribed	23 Mar 1896	Thurnauer	Re Schneiders lamps, burners and his too high prices & seeking alternatives from Bröckelmann & ?Cassarth
	1:328 Imaged, transcribed & translated	31 Mar 1896	Thurnauer	re: Thurnauers efforts to buy Scholl & Jena glassware cheaper than as supplied to FS&Co. Sarcastically accuses Thurnauer of efforts in excess of high diplomacy.
	1:329, 330 Imaged, transcribed & translated	2 Apr 1896	Robert Noa, Berlin, SW	Difficulties of operating a typewriter bought from Noa, and the finding of a buyer for Dr Knöfler's patent. <i>(probably Robert Noa, Hallesches Ufer 19, Berlin; engineer and Doctor Oskar Knöfler.)</i>
	1:331 Imaged, transcribed & translated	13 Apr 1896	Robert Noa, Berlin, SW	<i>(copy Kindermann)</i> Advising that SF has found a serious buyer for Knöfler's patent, a company already formed and with funds enough to buy Noah's patent
	1:332, 333 Imaged, transcribed & translated	14 Apr 1896	Robert Noa, Berlin, SW	<i>(copy Kindermann)</i> Further efforts to obtain mantles not covered by existing patents.
	1:334, 335 Transcribed	14 Apr 1896	Mr. Sheldrake	"...I am ready to start with you next Thursday for Berlin to introduce you to the Patentees of the new Incandescent Mantles, but in consideration of this introduction and my assistance I would require 1500 fully paid up shares in your Company..."
	1:336, 337 Imaged, transcribed & translated	16 Apr 1896	C.F.Kindermann & Co., Berlin	Advising of purchase of Knöfler's patent with introduction for larger contract for incandescent mantle burners, seeking 10% profit on all business for FS&Co.
	1:345 Imaged, transcribed & translated	26 Apr 1896	Dr. Knöfler, Berlin	Advising that an English judge has ruled that Knöfler's patent can't be used in UK, Auer's still blocking I t, but an appeal is pending.
	1:346, 347 Imaged, transcribed & translated	24 Apr 1896	C.F.Kindermann & Co., Berlin	<i>(page 347 shared with next letter)</i> Asking for a sample of an alcohol mantle lamp and a sales monopoly in England
	1:347 Imaged, transcribed & translated	24 Apr 1896	Hurwitz & Saalfeld, Berlin	Orders 2-3 doz magnesia rods at 66 pfennig per dozen
	1:348, 349 Imaged, transcribed & translated	24 Apr 1896	Ditmar, Vienna	Testing new kerosene burners from Ditmar. 4 mantles sent to test it all broken, Auer mantles too small, and other mantle slit to fit did not give good performance. <i>(R Ditmar lamp/burner maker Vienna)</i>
	1:350 Imaged, transcribed & translated	24 Apr 1896	Helft <i>(sic)</i>	Confirms arrival of Ditmar's (alcohol) lamp, advise Helft it violates his patent.
	1:352(T) Transcribed	5 May 1896	Editor Pall Mall Gazette	Long letter about the safety of lamps claiming it is the oil not the lamp that causes accidents... signed Fair Play
	1:356 Transcribed	12 May 1896	Mr Reddich	"...could you tell me the cost of strengthening burned off mantles by dipping them in collodion. I believe I have a better method which does not clash with Rawson's patent.

1:359 Transcribed		13 May 1896	J Stadelmann	Final full discharge of debentures, £3,000.
	1:360 Imaged, transcribed & translated	20 May 1896	Helft (<i>sic</i>)	Queries what is Zapron? <i>(a German cellulite nitrate varnish)</i>
1:361, 362 Images & transcribed		19 May 1896	Kiesour (<i>sic</i>)	SF stating his case for 'safer oil' as best presentation of accidents whilst accepting possible lamp modifications. Does not think Kiesour's safety lamp a solution
	1:365 Imaged, transcribed & translated	22 May 1896	Herr Doctor <i>(Knöfler)</i>	Sends him a copy of the English patent of which Ditmar's people were unaware, but their lawyer has been informed.
	1:380 Imaged & translated	9 Jun 1896	Dr Knöfler, Berlin	A Mr Sheldrake is asking what Counsel's opinion was (expected 2 days ago) and enclosing information about Robert Noa, "not very reassuring". <i>(probably John Homes Sheldrake, Gas Engineer, West Norwood, London.)</i>
	1:381, 382 Imaged, transcribed & translated	17 Jun 1896	Carl Karfunkelstein, Berlin	Advising against opening a branch in England. A young person's needs not less than £2-£3 a week. Better to send a travelling salesman occasionally with a good collection. <i>(Carl Karfunkelstein, German manufacturer in Berlin.)</i>
1:383, 384		22 Jun 1896	Mr Taylor	Confirms reduction in staff wages due to increase in annual wages bill "being too much". But raises Taylor's salary 10/- a week, not the £1 demanded. "You must be satisfied with it."
1:389(T) + addendum 390 Transcribed		1 Jul 1896	Secretary, Petroleum Association	Translation of German statistics on lamp safety. "it is believed the population in villages & small towns are more careful with lamps than people of large cities where they rely on the Fire Brigade."
	1:393, 394 Imaged, transcribed & translated	8 Jul 1896	C.F.Kindermann & Co, Berlin	Re: Dr Knöfler's patent and legal battles by DeMare Co. to counter Auer's patent. They lost their second appeal. Refers to Dr Hehner, D.C.Bomsfield, DeMare Co and Herr Morris. <i>(Dr Hehner..possibly Lehner a mantle producer, butr other letters continue with the Hehner spelling; Bousfield may be Bousfield, a patent agent. De Mare Co: Frederick de Mare Brussels and Morris was a director of the New Incandescent Gaslight Co.)</i>
	1:415, 416 Imaged, transcribed & translated	30 Nov 1896	Helft (<i>sic</i>)	Nothing more heard of the asphalt business. The Meteor Company is "in its last breath", Whatever happens to Auer in Germany will not influence here. Speil has a burner he wants to sell to Auer, copied from Ditmar. Question is, who filed the patent first.
1:417 Transcribed		8 Dec 1896	A. R. Gery	re: Dr Hehuer and his mantles and chance of breaching Welsbach patents <u>if</u> it is possible to obtain pure Thorium (Scandium) free of Cerium.
	1:421, 422 Imaged, transcribed & translated	14 Dec 1896	Wiley	Speil did sell his patent to the Auer Company, but did not get 1m marks. Speil owes much to my personal influence. Tells Wiley to add 10% for FS&Co in his prices. Advises that people like to have their name on burners, not 'made in Germany'.
1:431 Transcribed		22 Dec 1896	Superintendent of Police, Kings Cross	"Dishonesty going on in our warehouse". Please advise if our Warehouseman Bowerman has been called out by you to lock open doors anytime in the last 9 months
	1:435, 436 Imaged, transcribed & translated	23 Dec 1896	Robert Noa, Berlin	re: Sunlight Company intending to buy Noa's patents
	1:437, 438 Imaged, transcribed & translated	28 Dec 1896	Robert Noa, Berlin	Telling Noa not to start negotiations with Sunlight Co as they are already willing to pay Robinson £10,000 to defend his patent. So wait another 12 months, also the 1885 Auer patent expires in 2 years

	1:441, 442 Imaged, transcribed & translated	30 Dec 1896	? C or G Willey	Regrets Willy could not come to terms with Speil on burner patent and the impossibility of patenting Ditmar's simple kerosene burner
	1:443 Imaged, transcribed & translated	31 Dec 1896	Robert Noa, Berlin	Telling Noa to let Larson have his 'Taxameter'
	1:449, 450 Imaged, transcribed & translated	2 Jan <u>1897</u>	Robert Noa, Berlin	Sunlight Co has incurred huge expenses again and obtained new reports. A process can really only commence when you use <u>oxalates</u> and Dr Hehner is convinced.
	1:453, 454 Imaged & transcribed & translated	20 Mar 1897	Braundhold & Co., Berlin	About a client complaining in a "series of farts" about his 'provision' being cut by two thirds. <i>(second page virtually illegible)</i>
	1:461, 462 Imaged & transcribed & translated	7 Apr 1897	C.F. Kindermann & Co., Berlin	Sunlight have tested your burners and not yet placed an order. At the moment the mantles fail. "You'll not receive shares until the law-suit is won." <i>(note pr. incorrectly listed as p465)</i>
1:463, 464 Transcribed		12 Apr 1897	Mr De fonblanque <i>(sic)</i>	Concerning priced and percentage charges imposed by Welsbach on Jena glass which undercut arrangements with agents such as FS&Co; also cash percentage back on glass does not cover for breakages
	1:465, 466, 467, 468 Imaged & transcribed & translated	24 Apr 1897	Herr Graetz, Berlin	Asks Graetz to come to London but "I know your dislike of Londoners". SF has shown Graetz's burner to a "personal friend, Mr Moeller who wants Auer to have first option. Auer will produce Graetz's burner in England to avoid the 'Made in Germany' label. Moeller want nothing to do with a Mr. Lotz.
	1:469 Imaged, transcribed & translated	8 May 1897	Herr Grätz, Berlin	Contract returned & stamped and query re new Viennese lamp
1:470(T) + contract 471, 472 Transcribed		10 May 1897	Leopold Meyer	Ends FS&Co monopoly contract with Universal Gaslighter Co. Ltd, Hamburg, for sale of electric lighters (Kröger's patent) in Great Britain and Ireland, and assigns future provision of 150,000 p.a. FS&Co, after buying 20,000, can manufacture themselves for a royalty of 6p each.
	1:474, 475 Imaged & transcribed & translated	12 May 1897	Herr Graetz, Berlin	Yesterday I met again with Mr Moeller – he and his directors decided to buy all your patents. The intent is to form a syndicate and then sell the single patents to respective Auer companies. In countries like Germany and America where you do not yet have patents you must make copies of your claims. Your burners are still burning well and Moeller assured me that his soon-to-be introduced mantles will be a huge success.
	1:476, 477 Imaged & transcribed & translated	22 May 1897	Herr Graetz, Berlin	Moeller wants 3 doz large burners and to compete against Meteor and Hicks... Moeller has not received promised offer of 2 months options for purchase of patents for £10,000.
	1:478, 479 Imaged & transcribed & translated	28 May 1897	Herr Graetz, Berlin	Pressing Graetz for information on his application for American patents. SF says he has found a purchaser who will offer £5000 for a 3 month option.
1:481 Transcribed		1 Jun 1897	Mr Cooke	re: his breach of copyright by use of FS&Co product photos in his catalogue.
	1:486 Imaged & transcribed & translated	2 Jun 1897	Universal Gas Lighter Company	Advises that his agreement with the Company is annulled as FS&Co has not received catalogue details and can no longer put off arrangements for next season.
	1:488, 489 Imaged & transcribed & translated	8 Jun 1897	Herr Graetz, Berlin	Pressing Graetz for copies of patents to show Moeller but confirming his receipt of the American patents as requested. <i>(It seems throughout this correspondence that Graetz is unwilling to trust Moeller with details of his patents.)</i>

1:490(T) Transcribed		9 June 1897	G.A.Seddon, New York	Re: Graetz's US Patent Applications 621775 of 3/2/97 Incandescent Petroleum Lamp. FS&Co trying to buy "if Welsbach do not" for £5,000 cash (including Canadian rights) involves Moeller in Germany.
1:492, 493 Transcribed		9 June 1897	Mr Moeller	Re Mr. Seddon being a serious buyer. Also arrangement with Moeller to visit Grätz to arrange dies and presses for new Burners.

LETTER BOOK 2: (1898-1903)

(Letter Books 2 and 3 were run concurrently and thus dates overlap)

Book & Page Nos in English	Book & Page Nos in German	Date	Addressee & Address	Subject & Extract
4 page list Imaged				Loose list inserted at beginning of book scheduling Petroleum Burners that "we catalogue and sell".
2: 3, 4 Transcribed		3 Jun 1898	Capt. Beddoe at Army & Navy Club	£2.2.0 contribution answering appeal in Pall Mall Gazette to keep Mr Bonny out of the workhouse. Recounts similar difficulty for a consumptive friend where a home was found for a keep of £2 a week.
	2:6 Imaged & translated	8 Jun 1898	Herr Gutmann	SF says he is unable to give business advice
	2:7 Imaged & translated	8 Jun 1898	Herr Horowitz	A supportive letter, saying he hopes Horowitz will succeed, but not specific
	2:9,10 Imaged, transcribed & translated	8 Jun 1898	Herr Graetz, Berlin	re Era & Welsbach and Era shares and monies paid and due.
	2:11, 12 Imaged, transcribed & translated	9 Jun 1898	Thurnauer	Thanks for explanation of "sweat machine" ; Zerlina has already lost ½ lb and is happy ... then onto shares & dividends.
2:13		9 Jun 1898	Mr Hay	Describes two pictures bought in Naples (after visit to Capri), "excellent portraits from small photos." <i>(first mention of Carlo di Guiseppi)</i>
	2:18, 19 Imaged, transcribed & translated	17 Jun 1898	Herr Graetz, Berlin	re: Era Co court case and Acetylene, mentions "gasometer in England"
2:20, 21, 22		20 Jun 1898	Harry <i>(first solely personal letter)</i>	"... you perhaps remember you told me to let you know how Mrs Meyer, who married a butcher, is getting on. Well, I am sorry to say, not well. Alwine (Mrs ?Eidmel) who's just came back from a visit to Cannstadt tells Zerlina that they are very badly off, that she has to beg clothing from her parents, who themselves are poor, that they have no money left... Alwine is very level-headed and matter of fact. I know she would not have told Zerlina if there had been no need. They themselves do a little but, you know ladies, their generosity usually ends in 20 marks....this Spring we were again in Italy, just now we are every Sunday again up the River. Zerlina is mad on it."
2:23, 24, 25(T) Transcribed		20 Jun 1898	Bernard Wright	re: Petroleum Committee recommendations on lamp safety. SF complains his recommendations not noted and the most important, that of increasing the fuel Flash-point, as been omitted.
	2:29, 30 Imaged, transcribed & translated	20 Jun 1898	Erlrich & Grätz	Re Era Company shares and SF's commission & US patents lost.

	2:31,32 Imaged, transcribed & translated	23 Jun 1898	Herr Graetz, Berlin	Confirming all is finally achieved and exhorting Graetz to get to work on the burners so that lamps can finally be placed on sale. Ends inviting him to Henley Regatta on 5/7
	2:36, 37 Imaged, transcribed & translated	25 Jun 1898	Herr Graetz, Berlin	re: American patents and Era Co., and payment in shares and cash.
	2:39, 40 Imaged, transcribed & translated	29 Jun 1898	Ehrich & Graetz, Berlin	re: cheques for Era, objections and American patents.
2:44, 45 Transcribed		30 Jun 1898	Thurnauer	Encloses private cheque for £240 being 10% commission on sale of Graetz Era lamp(s). "...they had £12,000 in cash and will get £3,000 in shares as well on which I also get 10%. I do not pass this through the books of FS&Co for various reasons. I explained this to Louis and he is satisfied. I simply divide the £1200 into 5 parts and each of us gets £240 – though I deserve more. Besides we get 5% on all goods supplied by Graetz to Welsbach or Era Co. This already amounts to over £100 ...so altogether I don't think I have done so badly out of Graetz."
2:49 Transcribed		1 Jul 1898	Mr Blackburn	Obtains 50 fully paid up shares in the Era Incandescent Oil lamp Co.
	2:51, 52, 53, 54 Imaged & transcribed & translated	1 Jul 1898	Herr Graetz, Berlin	Notes receipt of £11,000 in cash by Graetz, and states the remaining £3,000 must be accepted in shares, which will have full value if 'the lamp' is good. Glad to hear Graetz has a good table and bicycle acetylene lamp. "Congratulations to you and your wife on your 4 th boy – you have done your job for the German Army." Have you a patent for your gasometer?
	2:59 Imaged & translated	5 Jul 1898	L Rudolf	Advice about formalities needed to gain entry to Englan
	2:69 Imaged, transcribed & translated	13 Jul 1898	Herr Graetz, Berlin	<i>(previously incorrectly numbered as 70)</i> Allotment of shares in new company, 1350 to Max Graetz, 1350 to Dr Krüger, 300 to FS&Co
	2:73 Imaged & transcribed & translated	15 Jul 1898	Ehrich & Graetz, Berlin	Sorry to hear Mr Max Graetz is 'hors de combat'.
2:81		8 Sep 1898		Confirms he has sent packages to Signor Carlo di Guiseppe, <i>(a portrait painter)</i> Capri.
	2:82, 83 Imaged & transcribed & translated	9 Sep 1898	Ehrich & Graetz, Berlin	Returned from holiday and astonished to hear from Mr Fonblanque thjat you have not yet mailed back the signed documents for the transfer of shares. Mr Krüger sent his back a long time ago
	2:87 Imaged & translated	7 Oct 1898	Alfred Schoerer, 27 Leadenhall St.	Offers a personal meeting
	2:89, 90 Imaged & transcribed & translated	19 Oct 1898	Thurnauer	We need samples again of incandescent burners for export. Could you ghet samples from Schuch, Frister & Co and perhaps Saalfell?
	2:91, 92 Imaged & transcribed & translated	19 Oct 1898	Herr Graetz, Berlin	"What IS the status of the Era burner? Will it make its appearance soon? The directors of the Era Company, especially Mr Lyster the chairman, claim the whole thing is a swindle.
	2:95 Imaged, transcribed & translated	20 Oct 1898	Ehrich & Graetz	re: sale of Adolf Graetz's 1,350 Era shares,

	2:98 Imaged & translated	26 Oct 1898	Ehrich & Graetz	"Enclosed I am ending you a certificate No. 503 for 1350 shares in the Era Company for Mr Julius Krieger, with the request to hand it to him and have Mr Kreuger send me a receipt.
Pages 99, 100, 101 and 102 cut out				
	2:105, 106 Imaged & translated	(no date)	Thurnauer	Allocation of shares
	2:108 Imaged, transcribed & translated	30 Nov 1898	C.F.Kindermann & Co., Berlin	Sunlight Company will introduce the new mantle from Dr Knöfler
2:114 Transcribed		15 Dec 1898	Mrs Graetz	"I think I know of a nice and I believe very good thing, which would be v. suitable for you in case you are open <u>yourself</u> to take up some business ... I have not mentioned this to <u>anybody</u> .."
2:115		16 Dec 1898	Harrison & Co. Sheffield	"I am sorry I could not obtain the order for fish knives and forks & therefore beg to return your samples."
	2:118, 119 Imaged & translated	29 Dec 1898	Directors Bankanstadt, Stuttgart	P.S. Encloses £20 for 400 marks to be paid to Adolf Falk in Hochberg and annual payment of 1,000 marks for his mother Fanny Falk
	2:120	29 Dec 1898	Adolf Falk, Hochberg	Note confirming 400 mark payment
2 :121, 123 <i>p122 torn out</i>		2 Jan 1899	Carlo di Guiseppe, Capri	<i>(in French)</i> re: portraits ..."P.S. Le fond du portrait de mon pere est ?correct. »
2 :125 Transcribed		5 Jan 1899	Thurnauer	Cheque for £523 10s dividend on Pref. Shares and 2 small cheques for Guiterman and Friedmann – pl credit their accounts. Louis' cheque I also credit to his account."
	2:126 Imaged & translated	7 Jan 1899	Thurnauer	Re: cheques of £475, £500 & £600. Winkler,(Schick) & Kindermannn.
2:127 Transcribed		9 Jan 1899	Secretary, Rayner Park Golf Club	"Please accept my resignation – I thought I would try Golf, but am sorry to say my time is too much occupied."
2:134		13 Jan 1899	Walker & Hall	Order for a gift to be sent to Ernst Thurnauer in Paris
2:139		16 Feb 1899	Guiseppe	<i>(in French)</i> for 2 pictures, cheque for 600 marks in your favour on the Bank of Italia, "salutations also from Mad.(am) Falk."
	2:140, 141 Imaged & translated	18 Feb 1899	? Linburn	Money issues and mentions Zerlina, his wife.
	2:142	18 Feb 1899	Directors Bankanstadt, Stuttgart	400 marks for Adolf Falk
	2:146, 147 Imaged & translated	10 Mar 1899	Thurnauer	re: Bank arrangements
2:151,152(T) Transcribed		17 Feb 1899	Mr F.S.Worth of Acetylene Illuminating Co. Ltd.	<i>(Ref SF2)</i> re: Acetylene Purifying Co. SF joins Board, receives share issue of 2/5 (Worth receives 2/5, Fluersheim 1/5) relates to a Mr Frank patent.
2:157(T) Transcribed		28 Mar 1899	A. R. Frank	Contact through Dr. Döllner of Charlottenberg
	2:165, 166 Imaged & translated	3 May 1899	Thurnauer	Re "airspray", acetylene and "poker (chips) markers" and a German clerk
	2:171, 172 Imaged & translated	11 May 1899	Thurnauer	<i>(in another hand)</i> mentions Jubilee Consols, the Queen's Jubilee and "poker chips" and celluloid tubes for candles
2:173		11 May 1899	Thurnauer	Mexican Industrial & Finance: "enclosed certificate is waste paper. Be satisfied that you have not paid the call"

	2:176, 177 Imaged & translated	11 May 1899	Thurnauer	Personal regarding rheumatic attacks and an exercise machine
2:184		30 Jun 1899	Secretary Raynes Park Golf Club	Again confirms his resignation, having received no response.
2:185, 186		8 Jul 1899	Mrs Ethel Evans, Araret House, Newport Salop.	"Dear Madam ...the Gentleman in question was dismissed by me a fortnight ago. He left his wife and child penniless & I had to assist them – I am pleased to say Mrs C. has obtained a situation at Peter Robinson Ltd, Oxford Street... I have no reason to believe she is not his wife... I know nothing of his noble race, but know he is deceiving other women in the county beside you and that furnishing this information will assist you in shaping your future course & giving Mr. C. a <u>very wide</u> berth..
	2:188, 189 Imaged & translated	12 Jul 1899	Thurnauer	<i>(nearly illegible)</i> Concerns the Sunlight Company
2:190, 191		12 Jul 1899	Keller	"...my wife is in Cannstadt since 3 weeks because her mother, who has been very ill, but is slowly recovering...hope soon to be able to go over & take my holiday as soon as Mrs. P. is better. Martha is also there, they wired for her last week..."Business keeps us alive Your old friend S Falk"
2:193, 194 Transcribed		18 Sep 1899	Thurnauer	"Balance sht. Not as good as first thought due to a stocksheet error of £1500...also half of Louis' Australian experience written off...other half this year...but position is <u>very</u> sound £123,171 assets against £19,000 debts ... will invest £5000 every year for the next 3 years towards our Building project. Please let me know you agree
	2:195, 196 Imaged & translated	12 Oct 1899	Frau Gräfin	re: South Africa and the Boer War and a Miss Jackson, Hochberg and connection with Zerlina, his wife
	2:197, 198 Imaged & transcribed & translated	8 Nov 1899	Thurnauer	Your letter re the petty case of interest. We get 3% from our banks here. In Nurnberg 4 or 4½% would be paid. "When you feel oncoming rheumatism then you must be careful with what you eat and drink (Moselle wine is supposed to be good). Do gymnastic for an hour every day and you will not feel any rheumatism at all. Wear hunter's wool day and night on your body. I row every morning in the bedroom and for not losing the illusion I leave the water tap running.
	2:210	22 Feb 1900	Directors Bankanstadt, Stuttgart	1600 marks credited to step-mother (Max's mother) Fanny Falk in Hochberg
2:211, 212		7 Mar 1900	Möller	Advises that Möller sell up immediately to avoid unpleasantness
	2:214	23 Mar 1900	Directors Bankanstadt, Stuttgart	1000 marks credited to step-mother Fanny Falk in Hochberg
	2:215, 216 Imaged & transcribed & translated	28 Mar 1900	Möller, of the Welsbach Co. London	Coincerns transfer of 1667 shares and the set-up of acetylene apparatus for testing, but note acetylene business in England "not very bright." <i>(carboned on back and difficult to read)</i>
	2:227, 228(T) Imaged, transcribed & translation	12 May 1900	Herr G Buhlmann, Berlin	<i>(first ref SF3)</i> re: a Mr Flürschein and foundation of Crown Co.* trying to involve FS&Co in a legal suit *Krone Gasgluhlichtgesellschaft mbH Kopenickerstrasse 56/57 Berlin
	2:229, 230(T) Imaged, transcribed & translated	12 May 1900	Thurnauer	re: Bühlmann and F <i>(see 227,228)</i> who were friends and now suing each other, and asking BT to take over responsibility of sorting it out so that SF has no difficulties when visiting Germany.

	2:234, 235 Imaged & translated	4 Jul 1900	F. Theodor Werner	Concerns an accident (no details) and payment
	2:240, 241 Imaged & transcribed & translated	14 Jul 1900	Herr Kindermann	SF advises he has sold 750 Sunlight shares at 3/6 each, a very low price. Shares have no future as cost of burners sell for 4/6 per dozen and mantles at 2/6. It won't get better as Welsbach monopoly at an end. On Monday Judge passes sentence in the case of Sunlight & people think Sunlight will win. Sunlight needs new capital, which can only be at the expense of old shares as those who contribute will get preference shares – the old shares become worthless.
	2:269 Imaged & transcribed & translated	1 Apr <u>1901</u>	Ehrich & Graetz, Berlin	Asking for return of Moeller's 1897 report on the Era burner prepared by Welsbach's chemists. <i>(Refers to 35 Karl Strasse, Cannstadt Cannstadt was the home town of SF's wife, Zerlina Pappenheimer.)</i>
	2:274, 275 Imaged & transcribed & translated	16 Apr 1901	Ehrich & Graetz, Berlin	Re Era Co. and discrepancy in supply of burners to Welsbach (16,000 not 20,000 claimed) and resulting impact on share value. "Why do you not want to deliver the remaining 4,000?"
	2:280 Transcribed	22 May 1901	M. de Fonblanque	re a Mr Rubinstein of Berlin, patentee of a new lamp.
	2:286, 287 Transcribed		Professor Lewis	Re: Acetylene Purifying Syndicate: Thanks for advice regrets "company did not turn into a success" & is now to be wound up. Encloses cheque of £21.
	2:292	10 Jun 1901	Mr Gillard	"You succeeded to do me out of £12 – which you borrowed from me under false pretences because the Bill which you gave me was worthless.
	2:295(T) Imaged & translated	21 Jun 1901	Workmeister, Cannstadt	<i>Probably family letter (signed by Albert Pappenheimer)</i> To Ulrich in Cannstatt concerns rent of an apartment
	2:298, 299* Imaged, & transcribed & translated	1 Jul 1901	Hildebrandt	Asks Auer Co to provide burners in packages of 1 doz to avoid FS&Co costs of repacking. "You can do it easily because there is no shortage of girls in Berlin, and we pay extra." <i>(Hildebrandt was a German company fabricating mantle hanger rods [GB6364-1901 granted SF]. In 1907 company uses name DEBRA [HilDEBRAnt])</i>
	2:301, 302 Imaged & translated	2 Jul 1901	Frau Gräfin	To Countess in South Africa a gift package from his wife, mentions Hochberg.
	2:303, 304 Imaged & translated	3 Jul 1901	C. Keller	<i>(see Book 2: English p. 305)</i> Personal advice regarding a broken contract
	2:305	5 Jul 1901	Keller	"Mosbacher is shifting. I am afraid he intends doing you... tear this letter up & return Mosbachers to me." <i>(Mosbacher's brother Philip was a friend of SF. They were in the 'fur and feathers' trade, at that time totalling £3m imports annually.)</i>
	2:307, 308 Imaged & translated	28 Jul 1901	C. Keller	<i>Page 307 damaged. Part in English: "...to wear you out.</i> If he gets a visit from a sharp English Solicitor he will soon come round. However I can only advise you and you must do what your German solicitor tells you"
	2:312(T) Transcribed	8 Jul 1901	C Moeller	About efforts to settle the Era issue amicably
	2:313, 314	10 Jul 1901	Keller	"... We are both agreed upon the motives & intentions of M. I am also fully convinced that both Berthold & Philip are behind it & are just as unscrupulous as Sali. The more I think about the matter the more I see how badly you have been treated & that the only way for you is to serve him a writ... Your contract has been shamefully broken... He deserves a lesson... I don't care a rap (<i>sic</i>) if it comes to a split between M & myself. <i>(followed 12/7/01 by a long letter to Keller in German)</i>
	2:315, 316 Imaged & translated	12 Jul 1901	Keller	Further advice concerning the broken contract

2:318, 319, 320		15 Jul 1901	Keller	<i>(all but first page virtually illegible)</i>
2:321, 322		16 Jul 1901	Keller	re: settlement offer from M(<i>osbacher</i>).
2:324		25 Jul 1901	A. R. Gery	Cheques enclosed for SF, VF & LT for shares in Manganese Syndicate.
2:327, 328, 329	Imaged, transcribed & translated	7 Oct 1901	Herr Max Graetz, Berlin	re: Era process. Welsbach make mantles from 'ramie' which does not shrink. Cranston says they are good as far as construction is concerned, but haven't yet been properly tested. Asks Graetz to make a bigger burner (20 line wick size) Asks if FS&Co can assume the entire sales for the ERA company. ".together we can pull this wagon out of the mud"
2:332, 333 (T)	Imaged, transcribed & translated	12 Oct 1901	Thurnauer	re: Visit from Thurnauer's 'dear' mother & Cuno, and finding a place for a young man (son of a director of Dresden Bank). SF says he receives many such requests.
2:335		31 Oct 1901	Adolf Falk	re: Life Policies and Family Trust
2:351 Transcribed		19 Dec 1901	A. R. Gery	Continental Inc ^d Gas Co. "The Wizard Gas Leak Detector is copyrighted by our Catalogue No 119, page 564 but their sketch is not exactly ours ...there is every likelihood of us having to pay our own costs even if we are successful & I therefore think that it would be safer to go on the patent alone."
2:354, 355 (T) Transcribed		4 Jan <u>1902</u>	Baxendale & Co Brassware purveyors	"... the various Welsbach companies have binding agreements amongst themselves not to compete with each other in certain markets. South America for instance has been conceded to the American Company and although they hold no patent in a country like Uruguay, we are absolutely forbidden to send Welsbach goods to Montevideo. The same applies to the East, there is no patent in Japan or Shanghai, & yet the Austrian Co. by agreement have the sole right to sell in these places. As the English Welsbach Co. holds the Austrian shares there is some reason there why they should protect the Austrian Co. Should your enquiry refer... to Egypt, the Austrian Co. also have the monopoly there...By our agreement with the Welsbach Company we are absolutely forbidden to do an export trade. I have been trying for some time to get this rule altered or omitted and on 1 st April shall insist upon it.
2:356, 357 (T) Transcribed		4 Jan 1902	The Welsbach Incandescent Gas Light Co. of England	"We beg to thank you kindly to inform us whether there is no alteration as regards that clause of our agreement with you that your goods must not be sold for export. We have had repeated enquiries lately for Welsbach burners & mantles from foreign countries where no Welsbach patent rights exist at all...We further beg to ask you kindly to inform us also whether there is any objection on your part if we sell imitation burners and mantles in foreign countries. If we are barred from selling your own we should at least have the right to sell others. In the meantime the foreign market has been thoroughly captured by German houses, and we see no reason why we should not be allowed to compete."
2:363, 364 Transcribed		25 Jan 1902	M. de Fonblanque	re: obtaining the Era Lamp for FS&Co.
2:367 Transcribed		25 Jul 1902	Gery	Sf finds he has been omitted from a legal settlement, thinks it is to increase lawyer expenses and tells Gery to include him in the settlement that involves an 'Elkins' and Fonblanque'
2:368 Transcribed		25 Jul 1902	M. de Fonblanque	Apologies for a problem which looks like "an effort to make more costs" and promises to put the matter to Gery.
	2:369	29 Sep 1902	Schwintzer &	About a Paula Reiss from Cannstad

			Graeff, Berlin	<i>Not Guild translated as primarily 'family' matters</i>
	2:370, 371,372, 373 Imaged, transcribed & translated	1 Oct 1902	Thurnauer	Private letter concerning young Mr Block who is a candidate for the hand of Miss Alice, Thurnauer's daughter. "He is a real gentleman and has an honest character. You can trust him (<i>with</i>) your daughter."
2:374 Imaged, and Transcribed		10 Oct 1902	Herr Graetz <i>(Not Adolph or Max Graetz, but a relation or friend)</i>	Concerns a contribution, "definitely not a subscription", to a Synagogue; also an offer to give a scholarship to Manfred to go to Oxford provided he does not know who provides the funds. Ends "Give my love to Alwyne & the kids (SF's wife's sister)"
	2:375, 376 Imaged & transcribed & translated	20 Oct 1902	Herr Graetz	Chides Graetz for rebuffing Moeller "so rudely". Legal process will now go on. Entire case has gone wrong for shareholders of Era Co. Moeller & Fonblanque will prosecute you.
	2 :377(T) Imaged , transcribed & translated	27 Oct 1902	Ehrich & Graetz	E&G willing to hand over Kruger's shares (with Moeller approval) but will not affect case. Also warning for E&G not to sell shares to Reinhold since they have sold patent.
	2:378, 379 Imaged, transcribed & translated	3 Nov 1902	Herr Graetz, Berlin	Your telegram to hand. How the case will go I cannot predict. F(<i>onblanque</i>) and M(<i>oeller</i>) have almost no money and it is not in your (or my) interest to be involved in a dragged-out lawsuit. However I hope, after helping you to obtain such monetary benefit you will not get in a mess ("get stuck in the porridge") We've still some hope to come to an agreeable settlement.
2:383, 384 Transcribed		11 Nov 1902	Thurnauer	Concerning a present of pears from Thurnauer, which SF thinks would be more suitable for a lady. Mainly deals with a monetary misunderstanding over the amount of a dowry and a young man, Mr. B. who SF thinks would be a good husband and son in law. Offers to help sort out the monetary issue.
2:389 Transcribed		13 Feb 1903	A. R. Gery	Buys shares in the Era Lamp Co. £530
394 Transcribed		3 Apr 1903	A. R. Gery	Confirms that contact with Era Lamp Co. can be carried out
	2:402 Imaged & translated	22 Nov 1904	Herr Blanck	Re sale of shares – not specified.
	2:403 Imaged & translated	24 Nov 1904	Ferd. Hochfeld, Bruxelles	Re share transaction
	2:404	6 Dec 1904	Directors Bankanstadt, Stuttgart	100 marks for Adolf Falk
	2 :405	6 Dec 1904	Schultheiss Alberht, Hochberg	100 marks. (<i>This is the first of the Falk Brothers 'Christmas monies'</i>)
	2 :406	19 Dec 1904	Schultheiss Alberht, Hochberg	50 marks each from Max and Victor, (<i>plus another 50 marks unattributed.</i>)
	2 :407, 408 Imaged & translated	22 May 1905	Isador	Prenuptial agreement for neice
	2 :410 Imaged, transcribed & translated	22 May 1905	Directors Bankanstadt, Stuttgart	500 marks for Frau Davis Israel, Hochberg (<i>Salomon's sister Pauline</i>)
	2 :415 Imaged, transcribed & translated	12 Feb 1906	Richard Feuer	Advises RF that a Mr. Robbin, of the Block Light Company (having dismissed his company director Block) is arriving from New York and wishes to see him, and that, if he can't reach an agreement, he will form his own company "there for his patents".

LETTER BOOK 3: (1899-1903)

(Letter Books 2 and 3 were run concurrently and thus their dates overlap)

Book & Page Nos in English	Book & Page Nos in German	Date	Addressee & Address	Subject & Extract
3:1,2(T) Transcribed		2 Oct 1899	Wilson, Bristows & Carpmael	Proposes change of name "Tropical" Veritas Sperm Candles to "Equatorial" to avoid legal action. <i>(Letter marked SF1)</i>
	3:3,4(T) Imaged, transcribed & translated	2 Oct 1899	Herr Graetz	Complaining of lack of issue of invoices from Graetz to the Welsback Co. Querying whether there had been any orders for Era burners and promising an order for 5,000 <i>(Letter marked SF4)</i>
	3:5,6(T) Imaged transcribed & translated	2 Oct 1899	C.F.Kindermann & Co	Asking Kinderman to find the "secret composition" of Feuer's mantles so as to compare it with Auer's patent. Asks that the request be kept highly confidential. <i>(Letter marked SF4)</i>
	3:7(T) Imaged transcribed & translated	3 Oct 1899	R Frister 23, Linden Strasse, Berlin	Promising to introduce an important customer with prospective sales of 100,000marks over 3 years and seeking 5% commission. <i>(Letter marked SF4)</i>
	3:8	4 Oct 1899	Willy	re: Orsa <i>(see 3:35,36)</i> <i>'Family' letter, not translated</i>
	3:9,10 Imaged transcribed & translated	? 1899	Thurnauer	Asking Thurnauer to obtain prices from German manufacturers Bendisch, Heres & Lowenstein. Also asks him to sell FS&Co unpaid accounts to a German bank offering better rates than in UK as FS&Co customers slow in paying, but FS&Co costs well covered by issued invoices.
	3:13,14 Imaged transcribed & translated	6 Oct 1899	Thurnauer	Irritable letter about currency transactions; confirms FS&Co will pat Thurnauer accounts in marks. Complains of faulty calculation on Celluloid candlesticks
	3:17,18(T) Imaged transcribed & translated	7 Oct 1899	R Frister	Noting agreement to commission and advising how he can make an extra 2% by currency conversion accounting as the prospective customer "does not bother about such small details" .. Auer burners are what he wants. <i>(Letter marked SF4)</i>
3:19, 20(T)		9 Oct 1899	Director General of Stores, India Office, Whitehall	Sale of Methylated Spirits imported from Hamburg <i>(Letter marked SF2)</i>
3:21,22(T) Transcribed		9 Oct 1899	Redfern & Co.	Re: Complaint by Veritys over FS&Co 'Veritas' name use: SF says Veritas used since 1891. <i>(Letter marked SF2)</i>
	3:23-25(T) Imaged transcribed & translated	10 Oct 1899	Gas Incandescent Co. Formerly Richard Feuer	Advising that anyone can now produce Auer mantles using thorium as the patent has run out; but Moeller's patent of 1893 still valid and uses 1-2% Cerium and 98% Thorium. Encloses copy of Auer/Moeller's patent and asks if Feuer can produce an incandescent mantle without cerium which would mean substantial business. <i>(Letter marked SF4)</i>
	3:26,27 Imaged transcribed & translated	12 Oct 1899	Thurnauer	Agrees payments to Kindermann (he can be happy) and confirms arrival in Berlin on Monday with Sheldrake who he will introduce to different burner manufacturers. With Friater FS&Co has already arranged for 5% for 3 years, will do the same with Butzke, Adrendt, possibly Silbermann, but all "are small tinkers".
3:28		12 Oct 1899	G Skaruppe	Re Goldberg & Magnesium rods
	3:35,36(T) Imaged transcribed & translated	16 Oct 1899	Petroleum Gluhlicht 24 Sebastian Strasse, Berlin	re: ORSA. Confirms kerosene incandescent lamp samples received, but these are not a success with the public due to constant expenses arising from disintegrating mantles. FS&Co fee of 1/- per piece sold. <i>(Letter marked SF4)</i>

	3:47 Imaged transcribed & translated	4 Nov 1899	Georg Döllnan	Pleased to hear that the English patent now accepted. When received ('it has the seal attached') assign immediately to the Acetylene Purifying Company. Australian patent coming along. Transvaal patent dropped.
3:51		9 Nov 1899	Manchester Assurance Co, Cheapside	<i>Of interest due to first reference to telephone facility in 1899:</i> "...I have settled with Lowther as arranged with you yesterday by Telephone..."
	3:53,54 Imaged transcribed & translated	18 Nov 1899	Thurnauer	Bingo Celluloid tubes outrageously expensive, better & cheaper in Birmingham. 'I think the maker of these has us' Asks about design of candlestick tops (<i>inc. diagram</i>)
	3:55,56(T) Imaged transcribed & translated	18 Nov 1899 <i>(Letter marked SF3)</i>	Richard Feuer Berliner Gasglühlicher Gesellschaft (BGG)	QC will not issue general direction regarding the value of the 1893 patent ...requires to know exact composition of Feuer's mantle. Welbach will attack anyone bringing a mantle to the market. SF seeks UK monopoly for the Feuer mantle, assurance of Feuer support in any legal suit and promises confidentiality.
	3:57 Imaged transcribed & translated	20 Nov 1899	Thurnauer	750 shares in Sunlight owed to 'us' by Kindermann. Knöllers 1300 shares, currently at 6s6d each with Salomon. Can't put shares on market until Feb.
	3:59(T) Imaged transcribed & translated	20 Nov 1899	R Frister	Reporting lack of progress due to Welsbach being bound by contract to purchase burners from Pinch & Co, but a Mr Fagg of that company "denounced the mentioned contract."
	3:60(T) Imaged transcribed & translated	20 Nov 1899	Georg Doellner	Concerns transfer of a patent
3:63 Transcribed		24 Nov 1899	Redfern & Co	Application for FRANKOLIN trademark
3:66, 67 Transcribed		22 Dec 1899	Mr Fonblanque	Re: oil lamp trade being killed off by electricity and incandescent gas
2 pp loose Transcribed		21 Dec 1899	Dr. Otto Hehnor	Advises that a judgment on Appeal has been made on the (18)85 & 86 Welsbach Patents protecting the mantles, and thinks that the terms of the judgement makes it easy to challenge a later 93 Patent. Quotes the Master of the Rolls dictum: 'a <u>discovery</u> is not an <u>invention</u> .'
	3:73,74 Imaged transcribed & translated	27 Feb <u>1900</u>	Kindermann	Concerns setting up a 'pool' of small shareholders to negotiate with Welsbach as one entity.
	3:76,77,78, 79 Imaged transcribed & translated	9 Mar 1900	Thurnauer	Concerns electric incandescent lamps by Phillips of Eindhoven, the cheapest available. Presently buying through Vienna. FS&Co seeking a monopoly supply for England, either Phillips, P&MHerre of Berlin or Constantin Veto, but do they already have English agents. "As long as we can compete with GEC It won't matter. We have first to learn the electricity business; we need a manufacturer who teaches us. I believe we are on the right track with the electric branch, not only that this branch will have a great future, but already has a great presence.
3:80(T) Transcribed		22 Mar 1900	Dr. Otto Hehnor	Sample mantle enclosed made with 3% cerium for checking "amount of light they give" <i>(Letter marked SF2)</i>
3:82, 83, 84, 85, 86, 87(T)		30 Apr 1900	Redfern & Co, solicitors	Long & complicated letter about complaint by Veritys at use of Veritas name as too similar to theirs. SF claims: 1. FS&Co "have stocked electric appliances for many years", but agrees not to use Veritas name for electrical goods. "Veritas name registered Nov 1885 in Class 15 for Glass Globes and shades"

	3:88, 89(T) Imaged transcribed & translated	16 May 1900	Dr Georg Doellner	Concerns sale of Dollner's 'carbide' patents in New York which must be completed through FS&Co as "by involvement of our office in New York the potential profit will come to us."
	3:90, 91(T) Imaged transcribed & translated	16 May 1900	G Buhlmann	States that FS&Co had no part in the founding of the 'Crown' Co. & if such a company was formed to market Buhlmann's incandescent mantle it will owe FS&Co half the assured commission on the profit ... 5%.
	3:93 Imaged transcribed & translated	29 May 1900	Dr Georg Döllner	Seeks response on capitalization queries of his American and Canadian patents.
	3:94, 95 Imaged transcribed & translated	29 May 1900	Schott & Glenossen, of Jena	Advise that as from June all Welsbach prices greatly reduced, e.g. mantles now 1/- will be 7/8d. Sales will increase and so proportionately will sales of your chimneys. The Welsbach Company will recommend the public only to accept Jena
	3:98 Imaged transcribed & translated	20 June 1900	Paul Kindermann, Berlin	Encloses copy of letter to Dr Knöfler and instructs not to act, obtain Duncan's £1,000 guarantee or sue.
	3:99,100 Imaged & translated	20 June 1900	Dr Knöfler	<i>Not in SF handwriting, corner of 100 torn off.</i> Letter concerning Sunlight Co seeking extra capital through issue of preference shares, much to SF's disgust and advising that Sunlight should be made to pay Dr. Knöfler's draft and he should not renew it unless a Mr Duncan personally guarantees payment.
	3:102, 103 Imaged & translated	25 Jun 1900	Kindermann	Letter on the Sunlight Co issue and telling Kindermann not to renew his draft unless Mr Duncan personally guarantees it; and concluding that Welsbach have so lowered their prices that Sunlight will be unable to gain any money in competition.
	3:104	25 Jun 1900	Thurnauer	
	3:105, 106 Imaged transcribed & translated	28 Jun 1900	Ahrendt & Co	For a proposed order of 500,000 incandescent burners I need immediately 2 samples. Price has to be truly right. If I introduce a customer 5% must be reserved for us. PS: What is going on about the patents. Complete patent must be submitted by 12 th July otherwise temporary patent becomes invalid.
	3:107 Imaged transcribed & translated	? Jul 1900	Kindermann	Concerns an order for Sunlight that was not honoured. Mr D (Duncan but the name is crossed out) is "the soul of the Board, other directors are stooges" refused to guarantee order.
	3:108 Imaged transcribed & translated	10 Jul 1900	Thurnauer	Can send £1,500 to your account tomorrow and cheque for preference shares dividend, circa £500, remainder in about 8 days.
	3:111, 112 <i>pages reversed</i> Imaged transcribed & translated	26 Jul 1900	Kindermann Marquardt, Stuttgart	Long document re sales of Kindermann's shares. Expresses concerns over negotiations with Welsbach. Duncan will make a profit and warns that Sheldrake will be useful. <i>(not in SF handwriting)</i>
	3:114, 115(T) Imaged transcribed & translated	14 Jul 1900	Dr. O Knöfler & Co Berlin	Re Mr Duncan's offer to Kindermann of 5/- per share compares badly with his recommendation to the shareholders of Sunlight that they are worth 10/-.
3:116 Transcribed		28 Jul 1900	Lloyd & Hardy	Encloses shares in Sunlight owned by Dr. O Knöfler (6,750) of Berlin & Dr Rudolf Homberg (750) of Charlottenberg. Victor to arrange sale on instructions from owners.
	3:117 Imaged transcribed & translated	Jul 1900	Thurnauer	Encloses balance sheet for signing and return <i>(one sentence in English)</i> "Business here alright, I think we are doing well this year"

3:118 Transcribed		13 Sep 1900	Mr Gutch (of Welsbach)	Re: selling mantles at 3/- doz to the trade whilst Welsbach sell cheap Sunlight mantles on the market direct. Impossible to compete and permission asked to allow FS&Co to sell them at the lower price. <i>(currently not permitted under Welsbach licence)</i>
3:119,120		9 Sep 1900	<i>(illegible)</i>	Arrangements for fixing (<i>rigging</i>) wholesale mantle prices
3:124 Transcribed		5 Oct 1900	?Taylor	"It strikes me you wish to come back to us... Max & Victor have the <u>active</u> management of the business & without them I can do nothing"
	3:125, 126 Imaged transcribed & translated	5 Oct 1900	Ahrendt & Co	Re a Mr Flurschein who is honest but without funds
3:127 Transcribed		6 Oct 1900	Mr Peters Welsbach Co. Ltd. York St. London	Encloses 2 sample burners for approval at 62/- free Berlin, quite net. First 10,000 to be delivered in 4 weeks
	3:130, 131, 132, 133 Imaged transcribed & translated	2 Nov 1900	Messr Brothers Brig Nürnberg	Regarding Spiritine. Sample of a tin curling stove .. cut-out too light. Asks for further samples as per FS&Co catalogue numbers. Items must be in London, in stock by end February.
	3:134 Imaged transcribed & translated	5 Nov 1900 <i>Marked confidential</i>	Ehrich & Graetz, Berlin	"Don't enquire, neither Era nor Welsbach can get at you."
	3:140 Imaged transcribed & translated	23 Mar 1901	Ernst Hildenbrandt, 8 Flora Strasse, Berlin	Confirms Hildenbrandt's permission for FS&Co to take out an English patent for 'fork pins'. <i>[SF' patent is 6364 1901 and deals with method of removing the fixing base of the forks, which are slotted into the burner, when they break by means of a central pin.]</i>
	3:141, 142 Imaged transcribed & translated	23 Mar 1901	Ernst Hildenbrandt	Official confirmation of the agreement to take out patent and instruction to Hildenbrandt to submit for an American patent in 7 months. The metal forks are to be as long as possible to avoid damage to the mantles.
	3:143 Imaged transcribed & translated	16 Apr 1901	Dr. O Knöfler & Co	Seeks an offer from Dr Knöfler & advises that the Welsbach Company will introduce radical changes "in their relationship with the Viennese gas incandescent society.
	3:144, 145 Imaged transcribed & translated	16 Apr 1901	E Hildenbrandt	"You must increase deliveries (<i>forks</i>) significantly, 100,000 pieces per week will be barely sufficient... You delivered a bit better lately, 151,000 pieces in three weeks."
	3:146 Imaged transcribed & translated	18 Apr 1901	Ernst Hildenbrandt	Acceptance of final details of <i>agreement (to purchase fork pins)</i>
3:148 147 torn out		22 Apr 1901	Mr Retallack	Expresses surprise at Retallack making so many models without orders: "as a rule you know how to look after yourself". "Möller is ready, keep in with him."
3:149 Transcribed		30 Apr 1901	Mr Geo Brooks	Re: meeting with Welsbach & 1893 patent & possible 3 year agreement.
3:150, 151 Transcribed		2 May 1901	Mr Brooks	re: Welsbach terms mtg with Peters. 1. No more wholesale agents to be appointed. 2. Better terms to Traders rather than Wholesalers not to be permitted. 3. 33 1/3% & 2 1/2% disc in place of 30% & 5%. "The latter means 1 1/2 % to us, but I am doubtful if I can get it. It would mean nearly £2000 to them as they do abt £120,000 a year through wholesale agents."
3:159, 160 Transcribed		14 May 1901	note to Max <i>(not Max Falk)</i>	re: sales discounts on lighters, but includes: "it bears out what I told you the other day, viz. that GEC seem to have deliberately adopted a small hearted policy towards FS&Co."

	3:161, 162, 163(T)	5 May 1901	Dr Frank, Charlottensberg	New terms of sales for goods to New South Wales, New Zealand, Australia, Cape of Good Hope, Natal & India
	3:168, 169 Imaged transcribed & translated	28 May 1901	Dr. Frank	Details regarding the liquidation of the Purifying Co. and how to deal with shares and colonial patents received from Messrs Kuhnt & Deisler. Two patents, Cape of Good Hope and Natal are to remain in Dr Frank's name, transfer of English patents (<i>to FS&Co</i>) should not be delayed.
	3:180 Imaged transcribed & translated	9 Jul 1901	E Hildenbrandt	"Deliver all the orders ou have received as soon as possible, not with hollow pins but as done previously" Prices are: Hollow pins and needles 11/50 per 1,000 in separate packages, the same but combined 12/- per 1,000. Price for 2 million yet to be quoted. Labels are not as nice and clearly printed as our English ones.
	3:181, 182(T) Transcribed	9 Jul 1901	Welsbach Incandescent Co. Ltd	Quoting terms for the supply of Magnesia rods
	3:190	15 Jul 1901	Mr Klett	"re: Autosit I write this note to you privately because you ask me why this word has a double meaning in English. It cannot be pronounced other than 'ought to sit' but English people rather like to have some coarse fun, especially out of foreign words and there is therefore every chance of the word 'sit' being pronounced with an h between the s and the i. I hope this will now be clear to you and with kind regards SF"
	3:195	19 Jul 1901	Union Discount Co. Ltd, 39 Cornhill, Union Bank of London. Dresdner Bank, National Bank of Indico Ltd	2 of five signatories to operate account: S Falk, V Falk, Thurnauer, M Falk, Friedmann
	3:203, 204 Imaged transcribed & translated	22 Jul 1901	E Hildenbrandt	The complete hollow pins received our fullest satisfaction. Confirms order for 100,000 for Australian Welsbach Co, 100,000 for FS&Co., and a further 2,000,000 for the Welsbach Co (?in UK)
	3:208 Imaged transcribed & translated	5 Jul 1901	E Hildenbrandt	Speed up shipment of 5,000 pieces of hollow pins in 1 gross packages and add a further 1,000 in 1 doz. Packages, both as samples.
	3:221, 222(T) Transcribed	18 Sep 1901	Henry G Richardson & Sons, Stourbridge	Re Schott Jena granting license to Wordsley Flint Glass Works for manufacturing globes
	3:225 Imaged transcribed & translated	19 Sep 1901	Messrs Lampliner	Concerns an invention of a protective construction of a wagon which SF says "is completely foreign to me". <i>Contains a curious large circle in the midst of text.</i>
	3:230 Imaged transcribed & translated	27 Sep 1901	Ahrendt & Co Berlin	Flürstein is stuck at the moment. You need to have patience and trust that ultimately he will pay
	3:231(T) Transcribed for AK	27 Sep 1901	Welsbach Co.	Letter of complaint about Welsbach refusal to supply FS&Co with burners & mantles.
	3:223 Transcribed	19 Sep 1901	Mr. Retallack <i>(of John Harper & Co Ltd Willenhall Staffs)</i>	Re: SF's "friend" Zempliner "who seems again to have several inventions, whether good or bad I cannot say. He mentions something of a cast iron press for milk or flour puddings, which he would like to show you." <i>(SF write to Zempliner the same day)</i>
	3:224 Transcribed	19 Sep 1901	Baxendale & Co. Manchester	Complains that Welsbach will allow agents to sell inferior Sunlight mantles at 4½d "leaves us no margin". "They merely keep the Sunlight on to sell to more agents, i.e. infringers, either to kill their trade or to prevent them to get them from Germany, but for the present it is quite impossible to argue with Welsbach Co....The 1893 Patent must be decided sooner or later

				when perhaps they will adopt a less independent attitude.”
	3:225	19 Sep 1901	Zempliner	Inventor
3:226, 227(T) Transcribed		23 Sep 1901	Welsbach Incandescent Co. Ltd.	Formal complaint about their Sunlight mantle policy
	3:230 Imaged transcribed & translated	27 Sep 1901	E Hildenbrandt	Flürstein is stuck at the moment. You need to have patience and trust that ultimately he will pay
3:231, 232 Transcribed for AK		27 Sep 1901	Welsbach Incandescent Co. Ltd	Letter accusing the Welsbach Company of not treating their appointed Agents in accordance with their agreement and favouring non-Agents
3:233, 234 Transcribed		23 Sep 1901	John Mitchell, Brit. Consul General at St. Petersburg	FS&Co intend to open up trade in Russia for English Lamps and gas fittings and seek rep. who can also speak French and German. FS&Co have a man of German nationality (Ludwig Brüll) & Jewish (known in Russia to be a great drawback). FS&Co. can get German passport but need permission from the Petersburg Foreign Religions Department.
3:242, 243, 244, 245(T) Transcribed for AK		1 Oct 1901	Welsbach Incandescent Co. Ltd	Letter from 11 listed Welsbach agents agreeing to and forwarding resolutions concerning Welsbach trading policy of not treating their Agents fairly.
3:250 Transcribed for AK		2 Oct 1901	Mr Gutch of Welsbach	More complaints about the high prices of Welsbach mantles (7½d each) compared with Sunlight Mantles not available to FS&Co (3 for a 12d) and the Kern Mantle support patent, which SF offers to transfer to Welsbach
	3:253	7 Oct 1901	Weng, (at Cannstadt)	Refers to 8 Earls Court Square
	3:254	7 Oct 1901	Paul Kowalsky, Berlin	
3:258, 259 Transcribed		11 Oct 1901	Mr Gutch (of Welsbach)	More complaints about undercutting & trade percentages
3:260 Transcribed		11 Oct 1901	Welsbach Incandescent Co. Ltd. (Mr Gutch)	Advising of a burner stamped with their name but not theirs and advising they take legal action in the UK
	3:268(T)	18 Oct 1901	Paul Kowalsky, Berlin	
	3:269(T)	18 Oct 1901	Paul Kowalsky, Berlin	Re: Improved Apparatus for testing Gas Pipes and the like.
3:277 Transcribed		28 Oct 1901	Mr Cook, Elife Palmer & Co.	Complaining customers can get 5% discount for cash payments, FS&Co only offers 2½%. Suggests Palmer & Co. alter their terms.
3:288 Transcribed		7 Nov 1901	D Macile Esq. James Milne & Son Milton Works Edinburgh	Advises that Welsbach have agreed to withdraw Sunlight mantles selling at 4½d or 3 for 1s (undercut FS&Co.'s price of 7½p each) but have ignored 'Resolution 4'
	3:294, 295 Imaged transcribed & translated	25 Nov 1901	Schott & Glenossen	Advises that SF has received a transcript of a patent which will escape the patent fine if contested (Swiss Patent CH37H of Nov 14 1891) for a chimney with a ring of holes at base for direct draft control. SF suggests it be bought from inventor Gustav Ross berg of Köln
	3:297, 298 (Pages reversed) Imaged transcribed & translated	2 Dec 1901	Hirschorn, Berlin	Detailed conditions regarding a licence for FS&Co. oil level indicator – 6Pfennige per piece, or if a guarantee of 20,000 5pf. “In Germany we have submitted a patent application on 16 Nov and on 19 th Novemeber application for Trademark protection. We have also applied for a patent in France and Belgium and sale is open to you everywhere except England and America. We will limit our ‘attention’ to four Berlina firma.”



	3:299, 300 Imaged transcribed & translated	2 Dec 1901	E Kindermann	Novelty Manufacturing Co has provided FS&Co with two samples with aluminum cover. However John Harper & Co Ltd (Mr Retallark) already made two stoves with a baffle plate – the Peerless and the Osborne. Enclosed is a drawing (Rossberg’s patent) of our 1897 catalogue Osborne. The Louis Leakey Aluminum Co. made such stoves four years ago. The Ideal manufacturing Co. of Detroit Michigan made them even earlier and exported to Germany.
	3:306,307	4 Dec 1901	Thurnauer	Re: Brehla & Rosenthal, Magnesium rods & Hildenbrandt
	3: 308, 309, 310 Imaged transcribed & translated	5 Dec 1901	Jean Stadelmann & Co, Nürnberg	<i>(not in SF handwriting, but signed)</i> Advises that FS&Co. have secured through Kulnt & Deisller a patent for a reflecting oil level radiator and applied through JS&Co. for a German patent. FS&Co. will issue licences in Germany to Erich & Graetz, Kindermann, Scwintzer & Gräff and Hirschan at 6 pfennigs per piece.
3:312 Transcribed		10 Dec 1901	A. R. Gery	Action to be taken against Continental Gas Light Co. for infringing FS&Co. patent rights
	3:317, 318 Imaged transcribed & translated	16 Dec 1901	Thurnauer	Accuses Thurnauer of being tight with money. “It is important for me to send Friedmann along. I will arrive 12-13 th January with luggage in Nuremburg. I will leave my friend in Nuremberg until I return from Jen and will then go with her (later named as Zerlina) for 3 weeks to the Italian Riviera.” Regarding English Büttner’s gas saver. It is nothing new here. Our protected oil level indicator has already been copied by Kindermann after I confidentially showed him our product.
3:320 Transcribed for AK <i>(2 letters on one page)</i>		17 Dec 1901	Mr G Tucker esq.	“The burner we supplied was a Welsbach with Bypass the price of which is 5/- ea less 20%, but for an order we can allow 25% off. This does not include the chimney & shade which are 18/4 a doz net. If what you have already fixed are Welsbach Burners, we can alter them to our system at 1/- a doz.
		17 Dec 1901	Mr H Y Slater	Enclosing a cheque for £10 and stating matter satisfactorily settled
	3:321, 322 Imaged transcribed & translated	19 Dec 1901	Hildenbrandt	Advises that FS&Co have received cheaper quotes from a second source; not as nice as Hildenbrandt’s burners but “still good enough”. Asks what reduction Hildenbrandtwill make on next order or if quality can be reduced with cheaper items not made from genuine magnesium.
	3:324, 325 Imaged transcribed & translated	29 Dec 1901	Thurnauer	Hopes Thurnauer is “back on his feet”. Advises he will be coming to Berlin & Nuremberg. “In case your mother cannot ‘use’ my wife, be open about it because I can easily leave her at home.” More about patents and trade negotiation. <i>(Translator comments that sentence about mother unusual German, probably means SF is asking is Zerlina can be of use,m rather than implying a dislike between the two.)</i>
	3:329 Imaged transcribed & translated	1 Jan 1901 <i>(sic, should be 1902)</i>	Thurnauer	Confirms that contract with Schwinzer & Graff, all correct
3:333, 334(T) Transcribed for AK		8 Jan 1902	Baxendale & Co	Points out that the English Welsbach Co. sold their patent rights in Australia to the Australian Incandescent Co. who will now protect that patent against importation of Welsbach goods made under licence in the UK. <i>(FS&Co later bought this Australian Co.)</i>
3:340(T) Transcribed		13 Jan 1902	Directors of Gas Specialities Ltd (of Farringdon Road	Advising that their predecessors (Incandescent Accessories Co. Ltd.) were selling a chimney with lateral air holes infringing a patent (<i>No. 2679/1895</i>) of FS&Co’s principals, Schott of Jena.

	3:341, 342 Imaged transcribed & translated	13 Jan 1902	Hildenbrandt	His new pins fail after 1-2 months due to material failure under strong heat. Encloses a carrier made from nickel type which can survive any heat condition. "See if pins can be made from this material." Many complaints from customers about the unevenness of the magnesium pins, half hollow, half solid. <i>(This follows on SF's pressure to make the items cheaper.)</i>
3:343, 344, 345 Transcribed		13 Jan 1902	J Friedman (FS&Co's glassware manager travelling in Germany.)	Concerns a competitor importing chimneys loose to Boston and making up cases there of cheap Swedish timber and undercutting FS&Co. SF outlines how to compete.
3:346(T) Transcribed		14 Jan 1902	New Export Incandescent Light Co	Advises that the New Export Co is breaching a Schott & Jena patent 2679/1895, and threatening legal action
3:348(T) Transcribed		14 Jan 1902	Dalston Incandescent Supply Stores	Protection of Schott patent
3:350, 351, 352 Transcribed		3 Apr 1902	Louis Thurnauer <i>(travelling in Germany)</i>	"We safely returned 2 days ago" Re: patents, products, terms and licences. Seeking alternatives to Welsbach whose grip on the market is failing. Lowest poss. Price for 500,00 to 1m. mantles a year. Also obtaining magnesium rods from Fletcher & Hildebrandt
	3:353(T) Imaged transcribed & translated	19 Apr 1902	A Graetz of Kramer & Graetz, Dresden	Letter refers to a special apparatus which SF says he cannot market and has forwarded to Moeller of the local Auer Company for consideration. <i>Arthur Graetz, not known if related to Max and Adolph Graetz of Berlin. Kramer & Graetz were in the feather and artificial flower business</i>
	3:358 Imaged transcribed & translated	3 May 1902	Martin Schneider, Leipzig	Considers Schneider's "machines" are most suitable to generate a mass product economically. "The burner is not yet good enough, but would he accept 30 mark per gross for an order of 50,000 as per the sample posted today?"
	3:363, 364, 365(T) Imaged transcribed & translated	15 May 1902	Richard Feuer, Gasglühlicht Co. Schönerberg, Berlin	Tells Feuer FS&Co. will use all the mantles he can supply but will not purchase his factory. "Our business is to buy and sell and we leave manufacturing to you". We wish to conclude a definitive contract with you. The Welsbach Co. have already agreed to grant us a licence, but we respectfully declined because we will proceed with our plan without a licence.
	3:366,367 (T) Imaged transcribed & translated	14 May 1902	Richard Feuer, Gasglühlicht Co. Schönerberg, Berlin	Now Feuer is to get the licence from Welsbach. FS&Co. will purchase through their Nürnberg firm and require 2million mantles as a start
	3:369, 370 (T) Imaged transcribed & translated	16 May 1901	Richard Feuer, Gasglühlicht Co. Schönerberg, Berlin	Feuer telegrams that he cannot come to England due to his factory manager being on vacation. FS&Co again confirm their order and say they do not expect Feuer to enter into other transactions. Confirmation will be through JS&Co. (to avoid UK licence breach)
	3:371(T) Imaged transcribed & translated	27 May 1902	Ernst Hildenbrandt	"Have received no response to my letter of failure of pins. We don't have any left in stock and Welsbach Company beginning to complain Can we still count on you and can you accept an order for a second million? If I don't have an answer by 31 st I will place order elsewhere."
	3:372(T)* Imaged transcribed & translated	27 May 1902	Richard Feuer	Concerns Welsbach licence, FS&Co. still in negotiation so do not understand why Feuer needs one when he can do business with JS&Co.
	3:374	28 May 1902	Ernst Hildenbrandt	
	3:375, 376 (T) Imaged, transcribed & translated	28 May 1902	Richard Feuer	Ordering VERITAS & SUPERIOR VERITAS incandescent mantles under licence from The Welsbach Incandescent Gaslight Co and to be marked: "Manufacture in Germany by The Veritas Lamp Works"

3:377, 378 Transcribed		30 May 1902	George Brooks of S. Gratrix Junr & Bro. Ltd.	Re: possibility of breaking with Welsbach as provider
	3:379, 380 (T) Imaged, transcribed & translated	31 May 1905	Berliner Gas Glühlivht Richard Feuer	Go immediately ahead with 50,000 Veritas mantles and deliver 10 to 20,000 pieces as soon as possible. We hope to obtain a Welsbach licence next week but if we fail we will sell without licence and take any risks. If no licence is received I will telegraph you so the name is not printed on the mantle tubes.
	3:381, 382 (T) Imaged, transcribed and translated	2 Jun 1902	Berliner Gas Glühlivht Richard Feuer	VERITAS EXTRA QUALITY and VERITAS XX mantles. Provides trade labels for product printing and stamping, correcting mistakes made on samples
	3:383, 384 Imaged transcribed & translated	7 Jun 1902	Berliner Gas Glühlivht Richard Feuer	FS&Co. have now reached a licence agreement with Welsbach (Veritas each 12½ pfennigs a piece and Veritas extra 14½ pfennigs) and encloses two labels for delivery cartons. "The better type 14½ pfennigs seems to us too expensive in comparison ... we will tell our clientele that the difference lies in that the better type maintains the light intensity for a longer time period; whether one believes it I don't know yet.... You can't be serious that your incandescent mantle will produce 102 candlepower after 500 hours."
3:385, 386 Transcribed		9 June 1902	Mr De Fonblanque Barton Hatch Horsell Surrey	Advising Fonblanque of FS&Cos new agreement with Welsbach and commenting on an ERA reconstruction and a Pittner Lamp and the "old ERA lamp".
3:388(T) Transcribed		10 Jun 1902	Welsbach Incadescent Light Co. of England	New License signed and sealed
	3:389, 390 Imaged transcribed & translated	13 Jun 1902	Berliner Gas Glühlivht Richard Feuer	About the sale of Feuers mantles in Engl;and and Overseas...minor printing problems on packets. Deliver 50,000 Veritas mantles soonest. Our 21 travellers have been issued a sales circular.
	3:391,392 (T) Imaged transcribed & translated	13 Jun 1902	Schwintzer & Graeff 18 Sebastian Strasse, Berlin	<i>Manufacturer of the Patent-Royale-Lampe burner patent 1886 known as the Veritas in England.</i> Samples of burners received; but not of sufficient quality. Prongs of the coronets must be polished. Burners must be exceptionally well finished.
	3:393, 394 (T) Imaged transcribed & translated	13 Jun 1902	J.C.Spinn & Sohn Actren Gescellschat vorm	Advises that FS&Co clients are canceling orders due unavailability of burners and FS&Co will cancel Spinn & Sohn's order unless 10,000 are delivered immediately
	3:396, 397 Imaged transcribed & translated	19 Jun 1902	Berliner Gas Glühlivht Richard Feuer	Ship 20,000 Veritas mantles by express mail. Over next six months we will need 100,000 per month.
	3:398, 399 Imaged transcribed & translated	23 Jun 1902	Berliner Gas Glühlivht Richard Feuer	You calculate 4,000 pieces per day. This is sufficient but not during the season. During July and August 50-100,000 pieces per month suffice. For Sept to January we need 150,000 to 200,000 per month. We intend to spend £1,000 to 2,000 on advertisements to make the public aware of the Veritas name.
	3:400, 401 Imaged transcribed & translated	24 Jun 1902	Berliner Gas Glühlivht Richard Feuer	Confirms order of 250,000 'C' (ordinary) and 50,000 XX. Sends a sample of an Era mantle needed next season made of the best Ramie for a petroleum lamp.
	3:402, 403 Imaged transcribed & translated	25 Jun 1902	Schott & Genossen, Jena	Concerns a violation by a Mr Quitman of Schott's patent and the legal action taken on their behalf by Messrs Goldberg. SF does not consider him the best lawyer and recommends Gery as effective and energetic and his lack of German not a problem as Schott write good English.

	3:404, 405, 406 Imaged transcribed & translated	27 Jun 1902	Schott & Genossen, Jena	I have changed the public warning according to your suggestion. The retail dealers will immediately know Quitman is the issue and therefore we do not think it wise to mention his name in the warning notice. You must prove the validity of the patent in court before naming Quitman as violator. <i>(not in SF handwriting)</i>
	3:407, 408 Imaged transcribed & translated	2 Jul 1902	Richard Feuer	Advise Feuer that 15,000 circulars are 'going out' and samples being mailed to customers. "as you see it is getting serious".
	3:409, 410 Imaged transcribed & translated	5 Jul 1902	Richard Feuer <i>(last section illegible)</i>	Your first shipment of Veritas XX arrived and as far as I can preliminaryly judge, they are good. Complains the mantles still read as 'under Welsbach licence' without adding in <u>Gt. Britain</u> . 2 million mantles will not suffice: we can sell more so: 1. don't get engaged into too much business with others so you can serve <u>us</u> better 2. refuse every other direct order from England 3. you must increase productivity Next spring I will reconsider your offer to purchase your factory.
	3:411, 412 (T) Transcribed for AK	9 Jul 1902	The Welsbach Incand. Co, Ltd. <i>(part illegible)</i>	In defence of licence and FS&Co as licensee asking Welsbach to take action against Vivid Mantle Co. and Incandescent Trust Ltd
	3:413,414 Imaged transcribed & translated	12 Jul 1902	Richard Feuer	You have to stop making direct sales offers to England when you wish to continue the business with us. The few thousand incandescent mantles that you can sell extra to individuals "will not make you happy".
	3:415, 416 Transcribed	12 Jul 1902	Richard Feuer	Complaint about Feuer selling mantles to others cheaper than FS&Co's price after his promise to keep them in FS&Co hands. "This is entirely giving the game away altogether" and threatening to cancel FS&Co's 1m. annual mantle order.
	3:417, 418 Imaged transcribed & translated	12 Jul 1902	Müller	We have tested the sample of your Phlox lamp and decided to take it on. We would place a firm order of 1,000-2,000. Please inform us at the earliest about the conditions proposed by the Phox Co. SF intends to sell these lamps in India. <i>Phlox is a trademark granted in Germany in 1902 to Phlox Petroleumglühlicht ohne Gluhstrumph for a kerosene incandescent light without a mantle, invented in 1901 by Julio Guimaraes of Berlin.</i>
	3:419, 420	16 Jul 1902	Editor of the Journal of Gas Lighting	Answering the Journal's article titled "Wanted a cheap & respectable Burner" pointing out that is exactly what FS&Co will be supplying shortly.
	3:423, 424 Imaged transcribed & translated	17 Sep 1902	Richard Feuer	Today arrived an order from the Gt. Western Railway for 5,000 mantles 'XX' that they wish to stamp mark GWR. Also arrived several large orders from export firms for Shanghai and Brazil. Our sales capability has no limit. It depends on you, the quality and your delivery. You must deliver as much as possible as in a few days our stock will be gone and "we will sit in the dry".
	3:425, 426 Imaged transcribed & translated	18 Sep 1902	Thurnauer	I am concerned that Feuer can't satisfy our need and I consider it necessary to look immediately for an additional source. Today I was visited by an agent who represents a Nuremburg mantle company who offered a range of mantles but also said Beck would provide mantles cheaper. As you know we pay: Veritas Ordinary 12½Pfg & Veritas Special 14½Pfg. Feuer can deliver us sufficient of the special. The Drossbach mantle is good and if the price would be lower the Drossbach is preferred because the mantle, like Feuer's, is made of Ramie. Beck is using cotton. <i>Ramie is flowering plant of the nettle family providing onbe of the strongest natural fibres</i>

3:428, 429 Transcribed for AK		24 Sep 1902	Thurnauer <i>(in English)</i>	(answering his of 21/9) re: expenses and costs of the electrical depart. & 5% div. on ord. shares. Capital to be increased next year – “it costs money and there is always time for it” On property £32,000 for new bridges, £2,000 for internal alterations. Victor’s pencil note (letter 18/9/02) refers to Arbitrator’s fees, a £25 salary. “They want more, but I consider it enough. We are busy and have plenty of orders. As regard mantles: price of 15d pf is no good. We buy at 14½d pf anywhere...For the present Feuer keeps us going. He delivers now from 8-10,000 a day which is sufficient...Beck’s agent was here & told me that he has 10% com. – so Beck has not given you his lowest price – his mantle is not A1 & his price not tempting, so please for the moment drop him as we shortly have to make totally different arrangements for which I must come over to Germany myself.”
	3:430, 431 Imaged transcribed & translated	7 Oct 1902	Richard Feuer	I have cancelled the licence with Welsbach 6 weeks ago. It runs out on 8 th November, so don’t imprint with “under Welsbach licence”. We will reduce the price of Veritas mantles by 6/- (a gross) and market without licence. Don’t worry I will assume full responsibility & I doubt W Co. will attack us.
	3:432, 433 Imaged transcribed & translated	8 Oct 1902	Richard Feuer	Do not lose any time and apply for your own licence in Germany. Keep entire plan a secret as it is possible our disagreements with Welsbach can be amicably resolved. Still 2-3 complaints per day, but hopefully they will slowly be “lost in the sand”.
	3:434, 435 Imaged transcribed & translated	11 Oct 1902	Richard Feuer	I see you have applied for a licence. I implore again that nothing be signed without me seeing it. Your expectation that W Co. will reach an agreement with us in the last moment is also what I think. WE do not wish to take over the entire mantle business, as you put it, only better opportunities in determining competitive prices. WE can sell far more when (1) confidence in quality is restored. (2) we sell under our own warranty for 6/- per gross cheaper than now. What good does the Welsbach licence do to the public or our customers? The enlargement of your factory is of great importance because if all works out smoothly we will guarantee you orders of 5-6 million mantles.
3:436		14 Oct 1902	Austral Asian Welsbach Co., Bury Street E.C	Seeking licence to sell Veritas mantles in Australia on the same basis as the Welsbach Company grants.
	3:439, 440, 441, 442 Imaged transcribed & translated	19 Oct 1902	Richard Feuer	Please pressure Welsbach for licence. In the last few days many and very important customers have indicated that they don’t care for licensed mantles so I have decided to return to my proposal and to market Veritas mantles on our risk and cheap “without licence”.
3:443,444		20 Oct 1902	Brüll	Letter to salesman trying to open up Indian market and commiserating with the difficulties
3:445 Transcribed for AK		23 Oct 1902	Welsbach Co. London	Enclosing balance of quarterly royalty cheque of £126.12.11
	3:446, 447, 448, 449 Imaged transcribed & translated	24 Oct 1902	Richard Feuer	Today I telegraphed you that our negotiations with Welsbach did not result in a successful conclusion. We will continue with unlicensed mantles. Everything that relates to the W licence, my letters and yours, are strictly confidential. Do not inform your staff. As you know, in Berlin, anything is known quickly all over town. Am glad you have obtained sufficient Ramie for the ordinary mantles.

	3:451,452, 453 Imaged transcribed & translated	24 Oct 1902	Schott & Genossen, Jena	Asks whether Jena will proceed against Quitman. "I don't want to give you any recommendation but any process will cost money. Of course we begin to feel the competition and it would be in our interest if you could decide to go after Quitman or one of his customers... Something must be done, it cannot wait any longer. We intend to lower our prices by 1 st January so that Quitman does not have the field to himself."
	3:454, 455 Imaged transcribed & translated	24 Oct 1902	Richard Feuer	Despite all, we have decided to continue for several months under the Welsbach licence on the promise that with the beginning of the new year a change will be made and we will not have to pay royalty as do others. In the light of this development a licence for you becomes obsolete.
3:456		24 Oct 1902	ditto	Recording that Welsbach will be terminating FS&Co's licence by 8/11 when a new royalty licence will be required.
	3:458, 459 Imaged transcribed & translated	24 Oct 1902	V.M. Fabriken von Haller & Co., Berlin	Your small 500/I for 13.50 net is too expensive for us as we cannot sell below 20/- a piece. Your model 503 always appears crooked – like this. Perhaps model 501 should be preferred. 
3:461, 462 Transcribed for AK		3 Feb 1903	Steadman, Van Reaagh & Gaylor	Replying to a threat against FS&Co's intent to place an inverted gas lamp on the market
	3:465, 466 Imaged, transcribed & translated	12 Mar <u>1903</u>	Herr Müller	Comments on sample of incadescent mantle burner with illustration of required modification 
	3:467, 468 Imaged transcribed & translated	13 Mar 1903	Winkler	Advises that Moffats Ltd owner of English Lucas Patents 14553 & 23222/1900 have today initiates a process against us. Asks a series of questions about the product and if they breach the Lucas patents. "I calmly look at the outcome of the trial. The process costs money. It would be fair and equal if your firm splits the costs" <i>(It is noticeable that SF does not offer to split trial costs with Schott and Genossen 3:451,2,3)</i>
	3: 469, 470 Imaged, transcribed & translated	19 Mar 1903	Richard Feuer	Have you got a Welsbach licence? We have three big customers who firmly insist on obtaining licensed mantles. All our arguments and assurances don't help. Please let Mr Braunstein come to you. This man has a licence and will be satisfied with 1/- per gross. We will pay you through Nürnberg and you pay Braunstein.
	3:471, 472 Imaged, transcribed & translated	19 Mar 1903	Richard Feuer	Your telegram received. The Hill Company is your competition. In any case the W. Co will find out that the National Co. & feuer are one and the same and that we are behind it. Don't lose any time and let Braunstein come. I will find out whether his licence is still valid.

3:474, 475 Transcribed		3 Apr 1903	Yarve & Loader, solicitors	Seeks meeting with Counsel to discuss threatening letter from Moffats Lamps, and Lucas specifications, lists patent numbers
3:481 Transcribed for AK		13 May 1903	Bousefield, 4 South Street Finsbury	"The Patent Fricke" confirming Fricke has transferred patent to Jean Stadelmann & Co Nuremberg
3:484, 485 Transcribed for AK		18 Jun 1903	Ellis & Openshaw, FS&Co customer	re: FS&Co granting indemnity against action by Welsbach as Veritas mantles do not infringe the Welsbach licence. Also refers to "thorium, the price of which has doubled in the last 6 months and the price of good mantles will go up as soon as the season begins."
	3:489, 490 (partly illegible)	3 Nov 1904	Richard Feuer	Concerns mantles & patents

LETTER BOOK 4: (1891-1907)

This letter book, used far less frequently, belonged to Victor Falk, contains his letters and those of Louis Thurner, only one letter is written by Salomon.

Page No.	Date	To and address	Contents where noted
4:1, 2, 3, 4 Transcribed	31 Dec 1891	VF to Salomon	Reports Moeller buying shades and complaining of breakage percentages. General report on chimneys and burners and market arrangements. Seems to suggest passing off burners bought from Paisley as those made by Sch & Grismake. £180 in cash yesterday, and £600 today.
4:6, 7 Transcribed	1 Jan 1892	VF to Salomon	Sch. & Graeff should adopt longer wicks. Complaints about the Prismatic lamp with short wick runs out of oil. Sends Lotus Chimney for copying. £500 cash today.
4:8, 9 Transcribed for AK	5 Jan 1892	VF to Salomon <i>(John Falk notes: FS&Co were still buying Burners from Sherwoods in the 1950's)</i>	Redman here, he will most likely make the Caliope lantern, also Silber Burners. He will also make the Veritas Back lamps in every respect equal to Sherwoods at 3/- per doz cheaper & free London... We have been summoned again about cases in the street. Gery will defend
4:10, 11, 12, 13, 14, 15	8 Jan 1892	VF to Salomon	About appointing an Irish traveller, Mr. Boileau. "We have to get an Irish representative because Max can be employed in England. Moreover Max does not want to travel all year round or all his lifetime. (Added Note: "I am certainly in favour of engaging him. MF")
4:16, 17, 18, 19, 20 Transcribed	9 Jan 1892	VF to Salomon	Long letter full of truncated terms setting out competition prices and asking SF to obtain quotations for new goods. Reports that Redman manages to make a splendid profit on his burners even if they are selling at low prices. £380 cash today
4:21, 22 Transcribed	11 Jan 1892	VF to Salomon	Yrs of 8 th & 9 th to hand. Re New Wonder Lamp by New Stove. I bought a Latin dictionary & enclose a selection of words from which you will have no difficulty to select the best for the new lamp... "The business about our empty cases came on yesterday... Gery defended & attributed everything to the Xmas holidays & the fog. We got off without a fine. New Cathedral Stove from Martin, price 9/- against Harpers 11/-. I am negotiating the exclusive sale of this pattern. £300 cash today
4:23, 24	12 Jan 1892	VF to Salomon	Confirms Salomon has agreed to the hiring of Boileau.
4:25, 26	13 Jan 1892	VF to Salomon	Confirms Boileau's wage as £5 per week. "Veritas- can the smoking be stopped. Cash today £476
4:27, 28 Transcribed	15 Jan 1892	VF to Salomon	Provisional Patent for Bayonet lock is 772. Patent for Veritas Extinguisher has been granted. How will you deal with same, through G.M. Thurnauer or Patent Agent. Cash y'day £380, today £280
4: 29, 30, 31	15 Jan 1892	VF to E.J. Boileau, Dublin	Letter of engagement, weekly salary of £9.

4: 32, 33 Transcribed	16 Jan 1892	VF to Salomon	Concerns glass and stove orders from Paisley. Cash today £400
4:34, 35 Transcribed	17 Jan 1892	VF to Salomon	The stoves he illustrated (Riegeman) are made in Ghent (Lampe Belge). Still pressing Martin to give exclusive/exclusive rights to buy at 9/- a stove. "We can sell on at the basis of Hapers 11/- and pocket the 2/- ourselves". Cash today £425.
4:36, 37	18 Jan 1892	VF to Salomon	"General reports declare business as bad in consequence of the death of the Prince." Cash today £220.
4:41, 42, 43, 44	28 Mar <u>1893</u>	VF to E.J.Boileau, Dublin	Letter of complaint over his excessive expenses and small value of orders.
4:61, 62 Transcribed	10 Jul <u>1895</u>	LT to Pearse, Bradford	Instructions as to how to get around the exclusive trading demands made by "the Incandescent people". Globes and fittings excluded.
4:79(T)	10 Mar <u>1897</u>		Notice of Meeting to increase capital to £100,000 by creation of 4,000 new 5% cumulative preference shares of £10 each.
4:81, 82	11 Sep 1897	VF to Brewis, traveller	"We cannot make out what you are doing?"
4:83, 84	15 Sep 1897	VF to Brewis, traveller at White Swan Hotel, Halifax	"Yours to hand. From yr. explanation we gather that you have been spending most of your time last week in exploring small and almost unheard of villages."
4:102, 103, 104(T)	12 Apr <u>1899</u>	VF to William Eyre & Nephew	Setting out agreement terms for representing FS&Co by securing orders from exporters in Liverpool & Manchester, to exclude trade with Australia & New Zealand and India and South Africa if local agents appointed in the latter two. On all orders 5% commission on nett, payable every 3 months. 3 year agreement. Direct business to have 5% in place of 2½% discount. All prices subject to 50% trade discount and 2½% for cash. 5% charged in advance for brass items and Austrian chimneys, 10% on German chimneys and shades.
4:105,106 Transcribed	28 Apr 1899	VF to J Horne- Payner QC	Confirms information on non mantle gas burners on the market and their drawbacks of using great volumes of gas and giving off excessive heat.
4:122	10 Jan <u>1900</u>	VF to Mr Phelp	"Your 1898 expenses were £240, your 1899 £282. Why this increase?"
4:123	10 Jan 1900	VF to Mr Holland	"Your 1897 expenses were £291, 1898 £312, 1899 £339. Why such an increase?"
4:138, 139	28 Jan <u>1902</u>	VF to W Catterson	Complaint that his Company is poaching FS&Co Warehouse staff. "Young Mr. Bird, counter assistant, earning 17/- a week offered 22/-, another was offered a 5/- rise. Please note this can cut both ways."
4:143 Transcribed for AK	30 Mar <u>1903</u>	VF to Mr Crossling	"Are you still exclusively bound to the Welsbach Company? We should very much like you to stock the Veritas mantles and...we will give you exceptional prices.
4:149, 150	12 Oct 1903	VF to E.J.Boileau	We regret to hear that you have again been laid up. As regards a doctor's certificate we never doubted for a moment that you have been indisposed but we had better tell you frankly that we fear from information from various sources that you are probably yourself contributing to these attacks by --- an unsuitable diet" <i>(A gentle way of referring to the dreaded Guinness disease!)</i>
4:157,158	1 Dec 1903	VF to Mr Spackman	We have come to the conclusion that your appointment to the Newcastle District has been no success & we are therefore reluctantly compelled to give you formal notice, but you have treid your best.
4:172	7 Jun <u>1904</u>	Tosse Incandescent Supply Agency	Confirms that FS&Co are still selling Welsbach, Kern & Sunlight mantles & burners.

4:173 Transcribed		10 June 1906	Francis Thomas Cotton Esq Dublin	Offers to take up a Patent Lantern and present it prominently in a new catalogue, but warns that FS&Co do not do extensive trade in Public Street Lighting. Mt Max Falk will call on you in Dublin next week when the matter can be further gone into.
4:174		7 Jun 1904	VF to E.J.Boileau	Boileau dismissed.
4:175		24 Jul 1904	VF to E.J.Boileau	But reinstated "after the verbal assurances you have given Mr Max Falk."
4:198 Transcribed for AK		17 Mar <u>1905</u>	VF to Mr Goodrich	VF refers to "our telephonic conversation of this morning." <i>(After a few letters the book ends on 29 Nov 1907, the handwritten letters peter out, eliminated by the quicker easy facility of the telephone.)</i>