

*(1891–1906)*  
*Selected Correspondence of Viktor and Salomon Falk of*  
*Falk, Stadelmann & Co. Ltd., London*  
*By Anton Kaim*





*(1891–1906)*  
*Selected Correspondence of Viktor and Salomon Falk of*  
*Falk, Stadelmann & Co. Ltd., London*  
*By Anton Kaim*



Copyright © Anton Kaim, 2021

All rights reserved. No part of this document may be reproduced in any form on by an electronic or mechanical means, including information retrieval systems, for commercial purposes without permission in writing from the author.

Front page: photo taken in Cheapside 1884/5. Salomon Falk seated with his half-brother Viktor standing.  
 (Photo: Courtesy of Victor Falk, Viktor's grandson).

Back page: the back page of the Falk, Stadelmann & Co., Ltd. catalog No.58 from 1896.

## **Author's Introduction**

I have been fascinated by European liquid lighting for over 45 years. My interest really took off in 1980 when I was given an old kerosene lamp from my father in law. Later, I spent significant time at the European Patent Office and other repositories researching burner technology and designs of oil, kerosene and spirit lamp burners. This interest eventually led me to write a book 'The Evolution of the Kerosene Mantle Burner' and later a significantly expanded version of the same. While learning about a specific technology, I also had to understand the environments that created and used it. I was surprised by the amount of inter-company trading, especially between the UK and Germany, as companies tried to fill holes in their product lines.

One of the outstanding successes in the United Kingdom illumination industry was Falk, Stadelmann & Co., Ltd., London (FS&Co). The company was founded in 1887 and lasted well into the 1970s as Falk Ltd. and Falk Veritas. The business and personal correspondence in this document covers a fifteen year period when Salomon, Viktor and Max Falk, German natives, were growing a small ten year old sales company into a powerhouse in the UK marketplace by leveraging new liquid and gaseous lighting technologies and personal relationships. The correspondence has sense intimacy and in many cases enables us to understand why they were taking a particular action.

The Falks worked with multiple English and German companies and their representatives. The correspondence shows they had a range of relationships. Some were purely commercial such as the rental of sales and office space from D. C. Defries at 101 Farringdon Road in London and with a supplier, Martin Schneider, then director of Germany's largest oil lamp burner manufacturing company, H. Schneider AG. Others were very friendly and show a strong personal relationship with select suppliers. They include Willy Schwintzer, since 1900 director of Schwintzer & Graff; Max Graetz, director of 'Ehrich & Graetz', Paul Kindermann, director of C.F. Kindermann & Co. and later in the period with Richard Feuer, particularly in the supply of Veritas' gas mantles for FS&Co.

A view of how the Falks treated commercial and financial issues can be found in their correspondence to with the Thurnauer family, which were co-founders of FS&Co. These letters are often about money and contain words like fees, invoices, percentages, investments, profits, price limits, cash discounts, ordinary shares, nominal capital, cumulative preference shares, debentures, expenses, salaries, bonuses, options, etc.

I did not write this document alone. I am heavily indebted to the late Fil Graf, secretary of the 'International Guild of Lamp Researchers' who received the letters and shared these with us. Also to Heinz Baumann from Buffalo, NY. He is the only person I know who understands lighting technology and able to read the handwritten version of German used late 19<sup>th</sup> century. Many letters were handwritten in German of that period. Heinz converted these into readable German which he, and Willemina J. Venema my loving wife, but sometimes also Wim van der Velden, translated into English. Jürgen Breidenstein from Germany assisted in transcribing some of the original letters and making legible. Jörg Wekenmann from Germany provided all kinds of very useful background information. Fred Smith gave me useful tips. My greatest thanks go to these friends and follow lighting enthusiasts.

Finally, I want to thank Brian Falk, a descendent of Max Falk, half brother of Salomon Falk, for making the letters available and all the assistance he provided to me as I prepared this paper.

I hope you find the Falk letters and their window into the lighting industry as interesting as I have.

Anton Kaim, Rotterdam, the Netherlands  
Member of the 'International Guild of Lamp Researchers'.

## Introduction to the Falk Family in the UK

Salomon Falk, the founder of 'Falk, Stadelmann & Co. Ltd.', was born on May 18<sup>th</sup>, 1854 in Hochberg, Württemberg, Germany. In the early 1870s, he worked as a sales representative for the lighting company Jean Stadelmann & Cie.' which was owned by the Thurnauers family in Nuremberg.

Salomon came to England around 1876. He moved to and established himself in London around 1880. For the next two years he worked as a sales representative for Ungar.<sup>1</sup> On January 1<sup>st</sup>, 1882 he set up on his own account working from a two-room office at 36, Basinghall Street, just off London Wall. His first known stock list is from 1882. He made the move to England permanent by giving up his Württemberg citizenship in 1884.

Salomon had three brothers; a full brother Adolf who stayed in Hochberg and two half-brothers, Max and Viktor. Both joined him in 'Falk, Stadelmann & Co. Ltd.' respectively on January 1883 and September 1886.



Salomon Falk.  
(1854-1913)



Max Falk.  
(1866-1945)



Viktor Falk.  
(1868-1929)

Adolf's son, Hugo joined them in 1907. Salomon was the trader and managing director. Max was the commercial traveller. Viktor (Viktor in the letters) was the company secretary.

'Falk, Stadelmann and Company Ltd.' (FS&Co) was formed on 14<sup>th</sup> day of January 1887 to honour a "preliminary Memorandum of Agreement" made 6<sup>th</sup> January 1887 at the Colonial Building, 59 Hatton Garden between Salomon Falk and Moritz Thurnauer and his son Bernhardt, the latter two trading as 'Jean Stadelmann & Co.', and Isaac Ford.



It is clear the Thurnauers funded the beginnings of 'Falk, Stadelmann & Company Limited', with loans and an agreement to have Stadelmann manufactured products to be imported for resale in Britain. The relationship between the Falks and Thurnauers in the 1870s was fundamental to the establishment of FS&Co.

A year after the firm's founding the heading on the company's writing paper specifically notes it is operating from London EC "and at Nuremberg". A year later the Post Office directory notes the company as glass manufacturers and importers of gas fittings, paraffin lamps, glasses, chimneys and gas burners.

At Cowcross Street, they had a warehouse for the paraffin lamp side of the business. Their offices were then at 43 Farringdon Road. Mr Frank Pettit, was Warehouse Manager and Secretary to Salomon. In 1889, Salomon had taken three warehouses in Farringdon Road (Nos. 83, 85 and 87). They moved into them in the year 1890.

<sup>1</sup> Julius Ungar & Co. Manufacturer of Eureka Light & General Gas Street Lamps, Billiard lamp shades, etc. See also: Bk 1 –German- pp 206, from February 9<sup>th</sup>, 1895 and the foot note therewith



In Great Britain, FS&Co acquired the VERITAS name on April 4<sup>th</sup>, 1889 (trade mark No. 88657).<sup>2</sup> The Patent-Royal-Lampe, for example, was made in commission by the Berlin lamp manufacturer "Schwintzer & Graff" and was imported through the Thurnauers, owners of J. Stadelmann & Co. Sold as the Veritas central air draught lamp, made FS&Co a national name and allowed them increasingly to dominate the market. The Veritas name was later applied to gas mantles and the brand became a major market name in the period between the World Wars.



1895. Jean Stadelmann & Co, Nuremberg.

Business operations: Gas burner Factory and Export of Lighting goods.

List of goods: Gas- and Petroleum Lighting article.

The four volumes of Salomon Falk's business copy letters were found in a box in the back of a wardrobe on the death in 1982 of Cecil J. Falk (1887-1982), Max Falk's eldest son. He was Chairman and Director of Falk, Stadelmann & Co., Ltd. The letters are mainly handwritten, some typed, and cover the periods below.

#### Salomon Falk's Managing Director's COPY LETTER BOOKS:

Book 1:	24/12/1892 to 09/06/1897
Book 2:	03/06/1898 to 12/02/1906
Book 3:	02/10/1899 to 18/06/1903

#### Viktor Falk and Louis Thurnauer's shared COPY LETTERS BOOK:

Book 4:	31/12/1891 to 29/11/1907
---------	--------------------------

These letters form the core of this paper and were made available to the Guild of Lamp Researchers by Brian Falk in 2006. The four books were subsequently placed by him in the Greater County Council London Metropolitan Archive (1810-1988), where they form part of a larger collection of documents relating to 'Falk, Stadelmann & Co'.

<sup>2</sup> TRADEMARKS Oil Lamp and Chimney of Great Britain. By Peter Davenport. Published by The Australian Lamplighters Guild Inc. 2007

## Lighting Technology and Commercial Activities in the Late 19<sup>th</sup> Century

By the first quarter of the 19<sup>th</sup> century, the agrarian way of life was beginning to be replaced by technology and the manufacturing society. It expanded fast and in the middle of that century England had coal mines, steam trains, steam vessels, all kind of factories, gas lighting, canals, and roads. In other words, people now had the infrastructure necessary to work independent of the sun and animals. Consumer and commercial products were manufactured in larger and larger quantities. Goods were sent via train and ship to countries all over the world. By-standers, thinking about their past while visiting Liverpool around 1860 would claim to live in a modern time! And they were right!

During the 3<sup>rd</sup> quarter of the century kerosene (paraffin oil or petroleum) becomes widely available. This fuel is bright and much easier to work than older lighting fuels like vegetable oils, whale oil or burning fluids. All investment in oil (fat) based lighting starts to come to an end while a dynamic market was created to take advantage of the new fuel. France was the leading manufacturer of oil lighting, but it was not successful in the rapidly changing kerosene market.

[French Moderator Lamp.](#)



Kerosene lamps, predominately using flat wick burners, were manufactured in England by many companies. Some of the better known ones are: J. and J. Hinks (later J. Hinks & Son), Messenger, Wright & Butler, Albion Lamp Company, Silber Light Company, and Thomas Rowatt & Sons. In 1865 a new flat wick burner was patented in England by J. and J. Hinks. It consisted of 'the employment of two flat wicks in parallel wick cases, the flames from which rise through two parallel slots in a cone or air deflector. Lamps with this burner became extremely popular and eventually held a very large part of the UK market then and today.



[A Hinks duplex burner.](#)

Other lamps with flat wick burners were imported from abroad. Examples are the mechanical lamps invented and manufactured by the 'Hitchcock Lamp Company' in America and later, after 1886, the Wanzer from Canada. The latter was imported by Daniel Defries of London and also sold by FS&Co. These lamps have inside a clock work with a fan which blows air to the flame on top of the burner. By doing so, no chimney was needed.



[1859. Brighton Lamp](#)

Some of the lamp manufacturers companies also made Argand type of burners.<sup>3</sup> These have a circular wick with air flowing on the inside and outside of the circular wick. Initially, these burners are relatively small. According to the patent from C.A. Ferron of Paris in 1877 (GB1877-No.1315), lamp makers had major problems making burners larger than 14 lignes.<sup>4</sup> There were still too many technical challenges to overcome. Solutions were being sought.

### Belgium

While the UK market was dynamic and a leader in the Industrial Revolution, Belgium was right behind. It had steam trains riding through its countryside before France and Germany. Belgium was a fertile environment and became home to many of kerosene oil lamp makers. One of these was Louis Sepulchre.



<sup>3</sup> Amie Argand, Swiss citizen and inventor. Around 1783 he got the idea to place a cylindrical hollow cotton wick between two circular wick tubes. Above that a metal chimney, later made of glass, for extra air draught.

<sup>4</sup> Fourteen French ligne i.e. 14", is about 38mm; 1 ligne is a tenth part of a French inch.

### Louis Sepulchre as a Pioneer

On August 13<sup>th</sup>, 1880, Louis Sepulchre from Herstal, Belgium, obtained a patent in Germany for a large Argand type kerosene lamp (DE1880-No.15420; GB1881-No.5428). The special part of the lamp is a vertically mounted air tube that runs through the reservoir. The air tube is an extension of the chimney transports large amounts of air to the inside of the circular flame. Together with the air supplied through the side of the burner, a lot more oxygen is available for use. Sepulchre then added a flame spreader comprised of two discs placed above each other, the bottom one smaller than the upper one, together with the straight chimney. The three features provided a mixture of fuel and air that created a bright and stable flame far superior to what had been available until that time. The lamp by Sepulcher was a great success and many can still be found in markets today.



1880. Sepulchre patent. Ca. 1885. Sepulchre/Defries Safety lamp. The wire gauze removed.

In Great Britain Sepulchre's lamp was imported by the company of D.C. Defries and brought to market under the name of the '**Defries Safety Lamp**'. Safety was a major issue with fuel based lighting of the period. Kerosene, rich in highly inflammable vapors, had many problems in the beginning. As the lamp warmed from the lamp's flame, the vapors had the tendency to gather at the top of the reservoir. This was dangerous. It could give an explosion! The ventilation system in the Sepulchre lamp design allowed the vapor to escape from the reservoir at a safe distance from the flame through the hollow wick winder shaft. Additionally, at the end of the shaft a hole with metal gauze was included to prevent a flame from "back firing" into the reservoir. Defries actively promoted these safety features during the 1880s and 1890s.

### Lempereur & Bernard

The success of the Sepulchre lamp was enormous. However, the straight chimney remained a problem as it was delicate and easily broken. Additionally, the complexity of the burner made it expensive to manufacture. The company of Lempereur & Bernard (L&B) from Liège, Belgium, developed improvements that addressed these issues. They obtained patents in 1883 in Belgium and in 1884 in



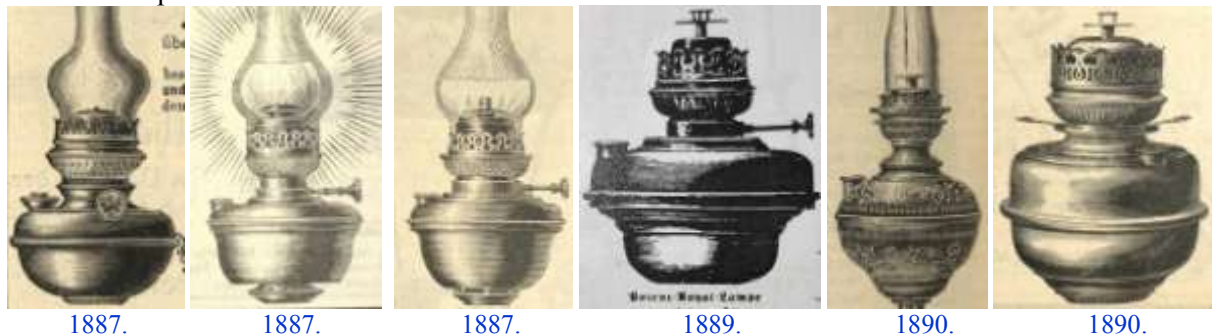
Great Britain for an Argand burner which could be made simpler and cheaper (GB1884-No.11285 and DE1885-No.33906). The lamp had a bulging chimney and a simple flame spreader. The latter is made of a rod with on top a conical thickening. The top end is shallow and looks like a small disk. Just under the top is a larger disk with annular placed little holes in it. The air ascending through the air tube is forced outwards by the larger disk and partially expelled via these little holes to prevent eddies. This air flow improves the combustion of the kerosene giving a whiter light. It also spreads the flame outward. The latter is enabled by the new chimney design utilizing a bulge. The simpler construction of



the whole L&B lamp made this product cheaper than the one of Sepulchre. Lempereur & Bernard continued to address the issue of safety and flammable vapors by introducing unique reservoir filler caps. Instead of a flat closed cap, the company developed one that can enable vapors to escape yet retaining the fuel. L&B received a patent in 1886 (GB1886-No.296) for the cap. It is the inclusion of a ball valve. When the pressure inside the reservoir becomes too high the ball will rise a bit whereby the vapors can escape through the ball valve. The success of the L&B lamp was huge. ‘Lampe Belge’, as they called it themselves, became synonymous for safety and quality. Exporting to Great Britain, America (and many other countries) was followed by the building of factories in both these countries. In that way high import taxes were avoided.



The influence which both Belgian manufacturers had on the German lamp industry cannot be underestimated. By 1886, they were working hard to recover and grow market share. Many German lamp manufacturers, such as ‘Schwintzer & Graff’ of Berlin, produced lamps inspired by the Belgian lamps. See the examples below.



Competition between companies across Western Europe and especially in the UK and Germany drove technology and economies of scale in manufacturing. The latter enabled significant export operations around the world including the beginning of Falk, Stadelmann and Co.



1886. Hirschhorn's Lampe 'International'.



### Gas lighting



Argand.  
burner.

For the majority of the 19<sup>th</sup> Century, gas lighting was based on an open flame and generally without a chimney. A broad range of gas burners were available and offered a range of flame patterns with fish tail, and bat's wing being quite common patterns. But also the Argand burners came in use. The latter with or without a chimney.



Flat flame  
burners.

Cities and town government liked gas lighting, especially for outdoor public areas, as gas street lighting was far cheaper than the kerosene equivalents. In homes the use of kerosene lighting continued to grow even with its own limitations and problems.



1898. Gas street lanterns.



1884. A street lantern with a kerosene lamp.

Gas lighting offered many advantages to a homeowner such as the removal of liquid fuels and the elimination of the daily ritual of cleaning lamps used the night before. Lighting the gas lamp in a room is rather simple. Open the gas tap, add some fire and you have light. Shut the tap and it's extinguished.

It was however not a perfect lighting solution. First, the dwelling had to be in a metropolitan location that is served by a gas supplier. This limits gas lighting's addressable market to selected city locations while kerosene was available everywhere. Another disadvantage of gas lighting was the use of an open flame burner. This type of burner is sensitive to air drafts. Air drafts cause the flame to move and flicker becoming what was called a 'restless' light. This, of course, could be prevented by using a chimney, a glass shade or a globe.



Other disadvantages are the constant hissing sound and, depending on who manufactured the gas from coal, a rather dim flame.<sup>5</sup> Finally, the coal contained "town gas" substances that could be smelled, but which could also tarnish the wallpaper, paintings, and books in the rooms. This all meant that gas lamps and lighting was not as much popular as one could wish.

<sup>5</sup> The impact of various volatile components (aromatic hydrocarbons) in town gas can be seen in complaints made in London during WWI. The UK government needed certain chemicals such as toluene for munitions and as they were diverted for war purposes the lighting became even dimmer.

### Gas mantles

In the mid-1880s, Carl Auer von Welsbach found that certain materials, including several rare earths, will glow or become incandescent when heated to a high temperature. While working for the “Deutsche Gasglühlicht Aktien Gesellschaft” (German Gaslight Company, Limited) on Molkenmarkt 5 in Berlin, Germany, he obtained patents for this process. (GB1885-No.15286 and GB1886-No.9806). As Carl Auer was a former student of Robert Wilhelm Bunsen, he was familiar with the Bunsen burner and had the ability to create a gas burner that supplied sufficient heat for the process to work, a ‘blue flame’ Argand gas burner.

Carl Auer’s next hurdle was how to hold the materials above a blue flame and create a stable light. He accomplished this by making a cloth (initially of cotton and later by Ramie) sock, dipping it in a chemical bath of Cerium and Thorium salts and when dried creating a delicate but rigid tube or mantle. The cylindrical mantle was held in place above the blue flame by a metal rod or hanger and was formed in a manner that the flame would predominately flow up the middle of the incandescent mantle structure.



1886. Made by Julius Pintsch, Berlin. The first gas mantle burner of Dr. Auer von Welsbach.

The earliest gas mantles were extremely fragile and easily damaged but around 1890 most of these problems were solved. The gas mantle lamp was born as a commercially viable technology. It was a great success. The approach provided greater light, a cleaner more efficient burning fixture, greatly reduced damaging by-products. Gas mantle lighting in urban areas expanded. Even the biggest kerosene lamp could not compete.



Up until 1894 ‘The Incandescent Gaslight Company, Ltd.’ of London, imported gas mantles from Vienna. In 1897 the company changed its name into ‘The Welsbach Incandescent Gaslight Co., Ltd., London’. (In the Falk letters below it is often referred to as the ‘Welsbach Company’ or ‘Auer Company’). The Falk letters discuss this company and the fierce competition between Welsbach Co. with others.



The letters end in a time period when the new ‘inverted’ gas mantle lamps conquered the world. These lamps, called in that time ‘Graetzin-Light’, required relative small globular mantles. After some years the vertical hanging rods, as provided by Hildebrandt (see the letters), weren’t important anymore, nor the associated long vertical mantles.

The last of the Falk letters is written in early February 1906. After that, two new letters have been added by me. These were from FS&Co, London to Ehrich & Graetz, Berlin. Subject: Graetzin-Lights. These two letters were found in a Munich archive by the German Jörg Wekenmann in 2016.

### Heaters and stoves



The larger Argand type **kerosene** lamps, like shown on a previous page, gives off a good amount of light, but relatively much more heat. Argand gas burners with a blue flame almost only produce heat. Place each of these heat-producing items in an iron or brass case and you have a room heater. Provide the top with a flat disk with a large hole in the middle and you can put a kettle of water on it. By doing so you have a stove. We will encounter these items in the Falk letters too.

Heater.



Stove.

### Kerosene Mantle Lamp



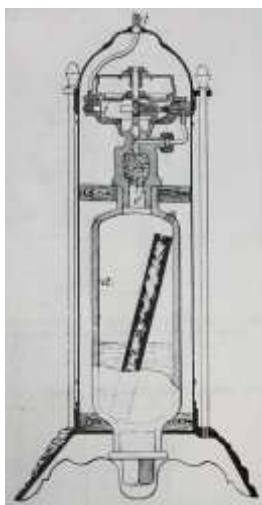
1899. 'Orsa' mantle lamp.

During this same period, the importation of inexpensive round wick kerosene lamps from Germany to the UK increased too. It was a good time to be a manufacturer's representative or wholesaler like Falk, Stadelmann & Co., Ltd. But the industry was slow to offer easy to use kerosene mantle lamps. The industry understood how a mantle worked and the benefits it brought to customers. But it had two major problems. First, no kerosene burner in the early 1890s could produce the necessary blue flame. And secondly, the normal gas mantle was too dense, small and fragile for use in a kerosene lamp. In this period the industry started to actively develop the necessary expertise to address these types of issues. It was not an easy proposition and required factories with new tools, new aesthetics and features. But the enthusiastic reception of the Ditmar mantle burner with its very white light in 1895 demonstrates the market demand for this type of lamp.<sup>6</sup> The Falk letters below makes us an 'eyewitness' to those developments and the related problems. We also will start to know the earliest kerosene mantle burners like the 'Ditmar', the 'Era', the 'Pittner' and the 'Orsa'.

### Other Lighting Technologies mentioned in the Falk letters

#### Carbide Lamps.

If calcium carbide is brought in contact with water, the carbide will unite with the hydrogen of the water to form the hydrocarbon gas known as acetylene. In 1894, E.C. Gearing, an engineer from Harrogate in England, applied for a patent (GB1894-No.22183) on 'Improved gas lamps, and preparation of material for use therein'. This actually was the prototype of the carbide lamp.



The lamp consisted of a vertical container with several chambers: one for the carbide, one for water and one to collect the gas. It also has a device to regulate gas pressure. After letting in some water to the carbide chamber, gas will be produced. The gas is passed through a regulator and onto a gas burner at the top of the lamp. When ignited the gas produces a very bright white flame. Gearing's idea was later developed by others into building lighting systems, navigation lighting, portable lighting and for use on bicycles, cars or in mines.



Portable carbide lamps.

<sup>6</sup> The reader can experience this 'live' through a letter from Salomon Falk of January 15<sup>th</sup> 1896, where he excitedly wrote about the Ditmar burner to Mr. Moeller, director of the London Incandescent Gaslight Company. (letter page 316)

### Methylated spirit mantle lamps



Methylated spirit/alcohol was used as a lamp fuel also. It readily produces the blue flame necessary for incandescent lighting. One of the first lamps of this type came to the market in 1895 and were using two wicks. A large suction wick for transporting the fuel from the font to a small spirit gas chamber above. Right under that a small flame burns spirit and heats up the bottom of that chamber. By doing so the spirit gas inside expands and flow upwards into a burner with a mantle above. Lit it and you have a brilliant white light! Another type was the lamp with a spirit Argand mantle burner. It was invented and developed by R. Ditmar. Alcohol lighting found limited acceptance in the UK as the fuel was expensive and corrosive to some metals.



### Electricity

Electricity became available in the period of the Falk letters. But it had limited impact on the consumer market. In their 1896 catalog, FS&Co. had only 6 pages relating to electrical devices (doorbells, electric indicators, electric pushes, front door electric pulls, electric batteries, electric bell wires, etc.). Electric illumination was limited to a few night lights.



Kerosene Stove.



Kerosene Mantle Lamp.



Spirit Mantle Lamp.



Carbide Bicycle Lamp.



Electric Lamp.



### The Falk Letters I

Almost 5 years have passed between the founding of FS & Co on January 14<sup>th</sup>, 1887, and the opening date of the oldest of the four copies: Book 4. This book was written and maintained by Victor Falk. It opens December 31<sup>st</sup>, 1891. This is the end of the previous calendar year, suggesting that at least one earlier edition existed.

Brian made a selection for us from those 4 copy books. He selected a total of 349 letters. Each letter is written on one or more pages. If we look at the highest page numbers, all four books together have 1568 pages written. Probably more!

Book 1, 493 pages.

Selected are: 46 English letters on 73 pages; 56 German letters on 107 pages.  
Total 180 pages. That is 36.5% of the 493 pages.

Book 2, 410 pages.

Selected are: 43 English letters on 60 pages; 37 German letters on 67 pages.  
Total 127 pages. That is 31% of the 410 pages.

Book 3, 490 pages.

Selected are: 53 English letters on 80 pages; 77 German letters on 143 pages.  
Total 223 pages. That is 45.5% of the 490 pages.

Book 4, 175 pages.

Selected are: 28 English letters on 62 pages; 00 German letters on 00 pages.  
Total 62 pages. That is 35.4% of the 175 pages.

Altogether, the selection contains an average of 37.1% of all potential information.

Much of the available data relates to the kerosene and gas lighting trade, including its components. But also related matters, such as the sale of stoves and cooking appliances. A small part concerns private matters, including social contacts. Most of these letters are indicated briefly. They occasionally offer a peek into the writer's other side than just the business part. Another aspect is responding to the latest developments in the target area, in which patents and obtaining a monopoly play an important role.

Book 4 shows us that Salomon makes purchases in Germany and Belgium. As a result, important business contacts were made, the market was tapped and explored. Victor, in London, receives the goods and tells Salomon what else is needed. He also order lighting products and stoves in England. Representatives, led by Victor, sell the goods to the middleman. On January 18<sup>th</sup>, 1892, the last letter was sent abroad to Salomon. Only after more than a year, something is noted again in book 4!

Not until December 1892 does the written information continue with the first message in Book 1. It was written by Salomon. He is now managing director in London and in the process of buying up a patent. His job has changed. The business strategy and financial state of affairs rests on his shoulders. He also monitors and reviews the latest developments and, if necessary, responds to them. He also keeps an eye on the competition and defends FS&Co where necessary.

Victor is still doing what he did very well, which is to keep the business running. Max is on the road in Ireland as a representative, but would rather stay closer to home, it turns out.

## The Falk Letters II

As editor, I have tried to layout the correspondence in a clear manner. To help with context, I have included, where possible, background information in or with the letter via footnotes, comments, or images. An example is:

*Note: Willy Schwintzer, son of the co-founder of the Berlin Lamp Factory "Schwintzer & Graff", did an internship at Falk, Stadelmann & Co. in the early period. Hence the good relationship between the two companies, and with Willy Schwintzer in particular (see also: 1896, 30 December: -Bk1-German-page 441).*

For repetitive topics on, for example, money matters, I have placed a money image, so that the interested reader can easily recognize such a topic.



Where it made sense, abbreviations such as "Chy", are written by me in full as "Chimney". Some parts of the letters have been so damaged by the ravages of time that they are no longer legible or understandable. This is indicated with a question mark ? or ..?..

The first line of each letter identifies the:

Year, Day, Month, Book, written in English (EL) or in German, Page(s) and Translator.

The translators were:

Heinz Bauman.....HB	(USA) ;	Brian Falk.....BF	(UK) ;
Willemina J. Venema.....WJV	(NED) ;	Wim v.d. Velden.....WvdV	(NED) ;
Jürgen Breidenstein.....JB	(GER) ;	Anton Kaim.....AK	(NED) ;
Fil Graf.....FG	(USA) .		

1891, 31 December: -Bk 4 -EL- pp 001, 002, 003, 004, 005: (*Eibenstein Esq. ...?..AK*) (BF)

Dear **Salomon**,

**Mr. Moeller**<sup>7</sup> has called here today. I enclose his enquiry for enameled shades – about 50 each would be ordered. These shades, if it cheapens the price, may be joined & need not be stamped in one piece – I do not know whether I have informed you that he ordered a fortnight ago 500 in plain & crimped opal shades.

He now wants 100 opal & flint globes as before & we are sending the order direct to **Strangfeld** as it is very urgent.

He also wants some Diamond optic obscured globes (as supplied by **SK&Co**) but he complains about heavy breakage in last consignment. He will now pay **Mills Walkers** price if we take risk of breakage. I shall not order them again from **SK&Co** as we can get them cheaper from **Kray**<sup>8</sup> as in Germany.

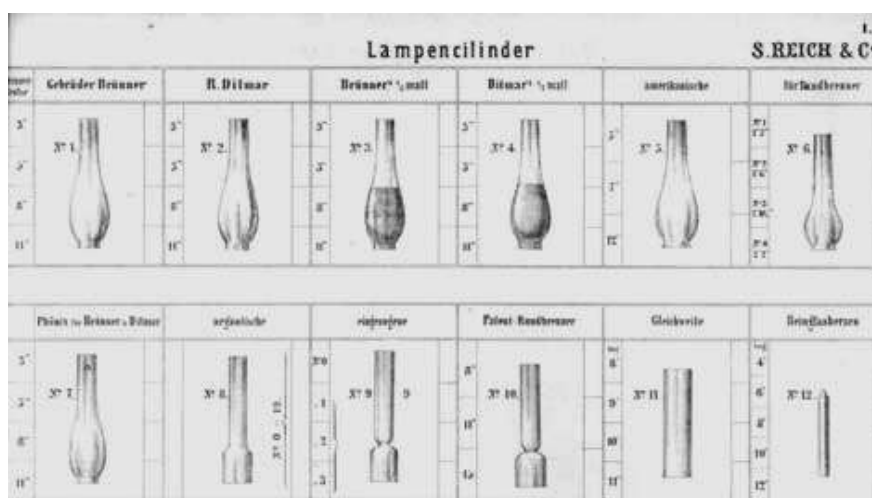
Respecting faulty chimneys I told him that you did not like the April arrangement. He says that if it had not been out of consideration for you he would have never made even that arrangement. I have now proposed a 3 months acceptance from the 15<sup>th</sup> January. **Reich**<sup>9</sup> in any case must date the invoices (7<sup>th</sup>) April & pay the rent.



Plain Crimped.



Diamond optic.



Ca.1890. Page from a catalogue of S. Reich & Co. (Free via internet)

Moreover as far as they are concerned they need not know anything of the arrangement. The chimneys can remain at the Wharf all the time & be nominally at Reich's disposal, we should then have no risk whatever. The matter would simply be in abeyance between ourselves and Reich. Orders are coming in again. **Donald Currie & Co.**<sup>10</sup> sent a small export order. Billington Huddersfield 3 doz. complete Veritas Range.

**Dixon** has gone to the South Coast. **Holland** will start on Monday. Also **Blenkarne** & I help. I have today sent **Scarr's** Lifter Dupl. burner to **Schneider**<sup>11</sup> to be shown to you. The burner is a rubbishing article & the lifting arrangement no good. I bought the 15 gross Lifter Burners & (?) coll (no gallery) from **Paisley** at 18/-.

They are very good and we can send them out as **Schwintzer & Graff's**<sup>12</sup> make. The lifting arrangement is much better than ours. **Brewis** & Holland want to come to London to see about chimney prices etc.



Duplex + lifter.

Could you send me a correct list of crystal & ordinary prices – I suppose there will be no great alterations – but I think whatever **Reich** have ordered is sure to be felt in the market & we shall have to reduce too as no doubt everybody will get the same reductions.



Veritas Range.

<sup>7</sup> Mr. Moeller of Welsbach, London; Manufacturer of Gas mantles, Lamps and Burners

<sup>8</sup> Max Kray & Co. Boeckhstrasse 7, Berlin. Manufacturer of Lamps, Burners and Glassware

<sup>9</sup> S. Reich & Co, Berlin and Vienna. Manufacturer of Glassware

<sup>10</sup> Donald Currie & Co. A British shipping company, based in Southampton

<sup>11</sup> Hugo Schneider AG, Leipzig, Paunsdorf. Manufacturer of Kerosene Lamps and Burners

<sup>12</sup> Schwintzer & Graff, Sebastianstrasse 18, Berlin. On commission by FS&Co, Manufacturer of Veritas Lamps and Burners

Can we sell **Duplex & Co** (*J. Hinks & Son.?...AK*) Alabaster lamps in 3 dozen lots (burners from loose stock). This would be a great assistance to the travellers & make no difference to us. At **Schneiders** please do not forget a 7¼" (*"means inch...AK*) support to fit our 1" burners. It must fit his **Sherwoods & W & S's** burners.

We had £180.- cash yesterday & £600 today.

Best Regards, Yours **Victor**.

**PS.** Enclosed sales for the whole year. December is very satisfactory.

[Alabaster Lamp](#)



I could have got another day in, but have closed in order to get statements sooner.

**Reich** quote 18/6 gross free London for new **Welsbach chimneys** – shall I quote & how much?

**1892, 01 January:** -Bk 4 –EL- pp 6, 7:

(BF)

Dear **Salomon**,

Yours of the 30<sup>th</sup> to hand. I note the Veritas wicks. It will be better if **Schwintzer & Graff** (S&G) adopt the long wicks – there have been some complaints lately particularly about the Prismatic lamps with short wicks. (*Prismatic: if you read 'Lamp' as 'Burner' and look at the Duplex burner at the right, you will see that the air chamber holes are prism-shaped. In their catalogue it is described as having an 'elevated gallery'...AK*). This Lamp is very high & the short wick is therefore soon out of the oil. It would be best if **Gutmare** and **Marx**



send a few dozen to Schwintzer & Graff first & let them thoroughly test them as a little alteration often makes a great difference. **Schwintzer & Graff** are more competent to test them than we are.



[Duplex with raised gallery.](#)

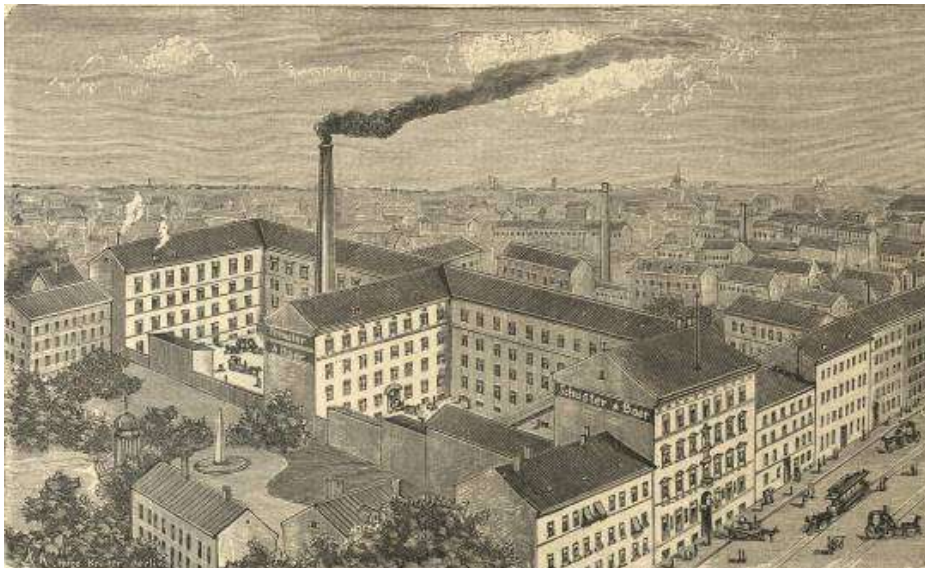
I have today sent you 2 correct **Schuster & Baer** (S&B) <sup>13</sup> **Lotus** Chimneys to Hotel Herbst & hope they will reach you in time. They are to show the correct shape, size of Bulge – width of neck & decoration – lip & clips. We should get these right once.

All sandblast goods should be well assorted with clear patterns. Enclosed a superfluous

[Lotus Chimney](#). letter from **Mr. Mendlessohn**. With regards, Yours **Victor**.

**PS.** Business is again settled & orders are coming in as well as can be expected after Xmas.

We had £500.- cash today.



[1892. Schuster & Baer Lamp Factory, Berlin.](#)

<sup>13</sup> Schuster & Baer, Prinzessinnenstrasse 18, Berlin. Manufacturer of Kerosene Lamps and Burners



1892, 05 January: -Bk 4 -EL- pp 8, 9:

(BF)

Dear **Salomon**,

Enclosed ?sandblast & **Nicoles** ..?.. Tribald?

No letter from you today. Orders are coming in fair – particularly Veritas orders. Cash £200.-.

**Kery** ? has not called & I have therefore given him to **Gery**<sup>14</sup> today.



Veritas hanger 8599.

**Redman**<sup>15</sup> was here. He will most likely make the 'Calliope' lanterns as well as the **Silber** burners.

He is anxious to make the shells for black slab stands & will be the cheapest man for same. With the earthenware portion he really does not want anything to do. I think a good saving can be affected in this line. He will also make the **Veritas** back lamps in every respect equal to **Sherwoods**,<sup>16</sup> at 2/- per dozen cheaper & free London. In fact he pressed me for the order but I let him make a sample dozen first. He will also make **Veritas** Hangers 8599 & 8600 but the Reflectors 18" & 22 we must get from **Brumberg** – please get lowest price for the Reflectors only. These two articles will also come much cheaper.



Veritas Back Lamp.

It is necessary to go & see **Redman** as he will shortly have other things ready & I should like to go myself as I have most of these matters in hand & know the prices.

We have been summoned again about the cases in the street, **Gery** will defend.

Of **Fortescue**, I have not heard anything, am writing him. Best regards, **Yours Victor**.

1892, 08 January: -Bk 4 -EL- pp 10 - 15:

(BF)

Dear **Salomon**,

About the appointment of the traveling salesman **Mr. Boileau**. We must have an Irish representative because **Max** can be appointed in England. What's more, Max doesn't feel like traveling all year round (note from **Max Falk**: "I am in favor of appointing him"). **Victor**.

1892, 09 January: -Bk 4 -EL- pp 16, 17, 18, 19, 20:

(BF)

Dear **Salomon**

Yours letter of Berlin to hand & glad to learn about the various improvements of the Veritas ..?..

I have no doubt what you have now found out is correct. There is ..?.. differences in the



1888. E&G Duplex.

thickness. Samples of **Roth's** & ? **Cron's** make was sent today. I could not find a faulty ..?.. burner with Lifter – but at any rate **Ehrich & Graetz's**<sup>17</sup> burner is better in this respect.

I bought the 5 gross from **Paisley** at 18/- less 5% without gallery. They can go out as ordinary ones, so we shall not want Duplex with Lifter for some time.

**Bötcher's** sample Duplex burner has not yet come to hand, if here on Monday I will wire, but the price is so cheap that you can buy them if they are not faulty.



Vase Lamp.

Our stock in I, II Duplexes is not heavy. Vase Lamps from Reich @ 7/- could not be a bad speculation. **Haywood & Salisbury & Burne** would probably take the lot between them Smith Black fr.? **Moeller** is still delaying his decision about accepting. **Friedman**<sup>18</sup> has left today.

<sup>14</sup> FS&Co.'s solicitor

<sup>15</sup> W. Redman and Co. Manufacturer of metal ware, kerosene lamps and burners, Temple Street, Wolverhampton

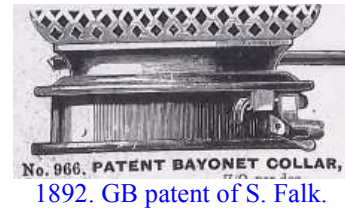
<sup>16</sup> Letter 2006 John Falk to Brian Falk: 'FS&Co' still bought burners from Sherwood in the 1950s".

<sup>17</sup> Ehrich & Graetz, Lausitzerstrasse 31, Berlin. Manufacturer of Lamps and Burners

<sup>18</sup> Jacob Friedmann. Head Glassware department at Falk, Stadelmann & Co.

Samples to **Schwintzer** have been sent. **Defries** chimney: <sup>19</sup> this has been a good move, we are selling plenty. The **Coy** have none. I have met **Mr. Daniel Defries** & he thinks he could now also arrange about No. 1. 2. 3. – beginning of next month.

The **Patent** collar from **Schwintzer & Graff**<sup>20</sup> to hand – is very good. The hinge is better than a spring. Will see **Redfern**<sup>21</sup> on Monday. I suppose the lever which makes the hinge can be made smaller. Duplex Lifter: you will no doubt keep to Schwintzer & Graff if they improve it, as their finish is better.



Wonder Lamp:<sup>22</sup> this is good news.

Herewith **Dirsby & Dawin & Co's**<sup>23</sup> price list. Try & send samples at once. Large orders can be taken. They take the place of iron stands & will save labor. A few items for **Berlin & Schneider**.

1' Shade Supports 7¼ "

Sliding Pulley for Veritas Hangers for High Buildings – such as Chapels. See if there is anything practical in Berlin.



Fount 1355.

**1355 Brass Duplex** fount – too dear – believe could get cheaper in **Belgium**. Get price reduced. Respecting Brass goods in general. I learned from **Redman** when here, why he is selling his Duplex Burners so cheap. He says he makes a splendid profit on them & does not wish for any better profit.



Pulley.

**Fount 1355.** Consequently **Schneider** with higher prices & better machinery must make a still better profit. **Redman** tells me that brass is very low and all his prices will be lower next season. Therefore Duplex & Kaiser ? (*Kosmos?..AK*)? Burners should also be cheaper in January. What do Schneider say? I thought it would be better to inform you of this conversation.

Re 30''' Lamps smoking: lacquer all Brass goods same as Veritas.

**12820 & 12821 Stoves Sherwood:** <sup>24</sup> have sent one to S&G. Please get their price. Can order some soon. Also let them device something nice in this direction for next season.

Get something new. Not Floor Lamps. Have you noted the factory I sent you. Could Cadet Lantern not be made cheaper by **Sommerfeld** <sup>25</sup> or somebody else if fitted with a larger wick? We pay 9/6 of Iron Rods for Spelter Pillars. New leading Lamp like **8558 Veritas**. New part Metal Lamps.



12820 Stove.



8558 Veritas Lamp.



Veritas burner, Filler cap and lifter arm.

Get some German Brackets Iron saving antique & brass, perhaps a new part not iron & copper bucket & so saving if possible. Veritas Lamps: Increase Ventilation hole at filler.

<sup>19</sup> J. Defries and Sons, Houndsditch, London. Importer of lamps and burners etc.

<sup>20</sup> See German patent anno 1893-No.70779 of Schwintzer & Graff. This is of January 1893! A year later than this letter!!

<sup>21</sup> G.F. Redfern & Co, in that time, the patent agent of FS&Co.

<sup>22</sup> Probably of Ehrich & Graetz. This company came with the 'Wunderlampe' on the market around 1890

<sup>23</sup> Possibly 'Darwin & Co.', this was an Iron foundry in Sheffield. Nothing is known about 'Dirsbý'.

<sup>24</sup> Sherwood and Sons, Granville Street 44-50, Birmingham. Manufacturer of Lamps, Burners, Stoves, etc.

<sup>25</sup> Eduard Sommerfeld, Skalitzerstrasse 33, Berlin, Germany. Manufacturer of Lanterns

Veritas Lifter must be stronger: all go on one side after a week & ?banck.? then the spreader. Have sent a faulty one today.

Prices of **Harper's**<sup>26</sup> large Lamps:

(for example: 5363 costs 19shilling/0 pence per dozen..AK)



No.5363



No.5365



No.5368



No.5372



No.8520



No.8812<sup>x</sup>

5062; 5363 ; 5364 ; 5365; 5368; 5070; 5372; 5374 ; 8520 ; 8809 ; 8810; 8811; 8812<sup>x</sup> ; 8813<sup>x</sup> ; 8372  
13/6 19/- 29/- 19/- 38/- 48/- 54/- 72/- 120/- 48/- 60/- 75/- 26/- 24/- 18/-

The tripods<sup>x</sup> I think will be cheaper in Berlin. **Redman** is working at a cheap Lifter Duplex Burner since some time & expects to get it out this season. Have again plenty of orders. When will you return? **Brewis** is better, he was laid up with influenza – will be here Monday.

Cash today £380. Expect a good bit next week. Best Regards, **Victor**.

1892, 11 January: -Bk 4 –EL- pp 21, 22:

(BF)

Dear **Salomon**,

Yours of the 8<sup>th</sup>, 9<sup>th</sup> to hand. Ma<sup>?</sup> accounts had to be posted with extra late fee – also most of my letters. I am often engaged & prevented from writing before 6 o'clock. **Bollicher's**<sup>27</sup> duplex Burners to hand are all right – only the Bayonet does not fit **Schneider's** but we could work them all if we have the collars for same. We want from..?.. (3078 4" Globe gallery to suit the 30" Lamp)? when a silk shade is to be used with it. I had so sent repeatedly to **Zimmermann**<sup>28</sup>, 6 dozen would do.



Re new Wonder Lamp & new Stove.

I bought a Latin Dictionary from one of the barrows opposite us & enclose a selection of words from which you will have no difficulty to select two. The Latin one I suppose would be registered.

New Wonder Lamp.

The summons about our empty cases came on today – **Gery** defended and attributed everything to the Xmas holidays and the fog. We got off without a fine & were only ordered to pay the cost of summons.

The new 'Cathedral' Stove from **Martin**<sup>29</sup> has now arrived – price 9/- against **Harpers**<sup>30</sup> 11/-.

I prefer **Martins**. I am negotiating for the exclusive sale of this pattern for an order of 500 & think I will get it, though **Dietz, Davis & Co.**<sup>31</sup> & **Zimmermann** & some others are after it too.

<sup>26</sup> J. Harper & Co, Willenhall, Stafford. Manufacturer of Lamps, Burners, Stoves and Metal ware. Director is C. Retallack

<sup>27</sup> Bollicher: anno 2021: no information found.

<sup>28</sup> Zimmermann & Co, Farringdon Road 57, London. Trading in Lamps, Burners

<sup>29</sup> E. Martin & Co. Manufacturer of Lamps and Metal Ware, established in East London

<sup>30</sup> J. Harper & Co. Also owner of the 'Beatrice' heater brand (see the FS&Co 1896 catalogue)

<sup>31</sup> Dietz, Davis & Co. Ltd., Lion Lamp Works, Middlesex. Fabrikant van Lampen, Branders en Metaalwaren



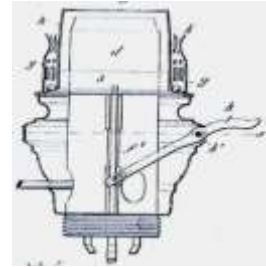


'Cathedral' Stoves.

We had over 400 from **Harper** up till now & the 2/- reduction on our next seasons order would mean £5-. **Harpers** will no doubt keep up their price. Orders continue all right. Cash £300 today.

Re Veritas tin goods. There is no reliance on **Messrs. West** & I would give **Redman** the preference if at the same price. Sample **Ehrich & Graetz** lifter duplex Burner to hand – we have 5 gross in stock from **Paisley** – they want to be lacquered better – one that I have had in my office 4 weeks is quite dissolved.

Best regards, **Victor**.



1887. E&G Lifter Duplex patent drawing.

1892, 11 January: -Bk 4 –EL- pp 23, 24:

(BF)

The confirmation **Salomon** agrees to hire **Boileau**. ..?.. ( See: 1892, 08 January: -Bk 4 –EL- pp 10 – 15).

1892, 11 January: -Bk 4 –EL- pp 25-26:

(BF)

To **Salomon**: confirmation **Boileau**'s wages will be £5 weekly. ..?..

Veritas: can the smoke be stopped? Total £476 in cash. **Regards, Victor**.

1892, 15 January: -Bk 4 –EL- pp 27, 28:

(BF)

Dear **Salomon**,

Please let me have prices –for large incandescent enamelled shades as soon as possible. Cash yesterday £360.- today £280.-.



Enamelled shade.

Orders slightly decreased but had some nice special orders & also several nice new export orders lately.

Provisional patent for bayonet Lock is No 773. <sup>32</sup>

The *?clerk??* states patent for Veritas extinguisher has been granted &

grant seal has been sent to us.

How will you deal with same?

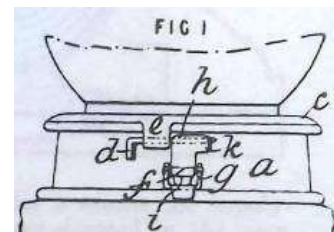
Through **G. M. Thurnauer** <sup>33</sup> or

Patent Agents? I think something can be made out of it, if we send a new model to G.M. Thurnauer with proper instructions. He knows the manufacturers & would be satisfied with 5%, I suppose.

About 6 of our men are away with influenza.

Of **Friedman** I have received a personal call only. He went to Berlin principally to meet his Brother.

**Frischer** has returned & will call tomorrow. Best regards, **Yours Victor**. Kind regards to all – we were with **Alwine** <sup>34</sup> last night.



GB1892. Pat. No. 773.



First Veritas extinguisher.

Bought by Falk, Stadelmann & Co. Ltd.

1892, 15 January: -Bk 4 –EL- pp 29, 30, 31:

(BF)

..?.. Letter to **E.J. Boileau** in Dublin stating that he has been hired as representative for Falk, Stadelmann & Co. in Ireland for a salary of £5 a week. ..?..

<sup>32</sup>See: GB patent No. 773 from 1892. It is on name of: Falk, Stadelmann & Co. and Salomon Falk.

<sup>33</sup> G.M. Thurnauer (Moritz), co-founder of FS&Co. In America importer of all kind of goods, including Lamps

<sup>34</sup> Alwine Pappenheimer, sister of Salomon's wife Zerlina.



1892, 16 January: -Bk 4 -EL- pp 32, 33:

(BF)

Dear **Salomon**,

No letter from you yesterday & today. If you go to the Belgian Glass Works it could do no harm to ascertain the market of sheet glass. What interest us are:

Clear 4<sup>th</sup>, 15 oz and 29 oz; Pot opal (any Brand so long as good enough )15 oz;  
For outside Lamps 21 oz.

The 15 oz clear & opal are the primary sizes. **Padbury & Wale** uses 50 or 60 cases assorted during a season & we sometimes sell old cases.

**Reigner & Co.**'s successor has quotation enclosed.

Cash £425 today.

**Stadelmann's** <sup>35</sup> account was settled today; cheque £400. Bill £500. **Reich** has £1000 10 days ago and we are trying sending them another cheque in a few days.

Not many goods coming in this month & there will be little to pay in February.



Stock was low and I have to order a lot again today as I have ordered nothing for 4 weeks. I wrote you about **Boileau** in a second letter last night. We will I think, be fairly represented everywhere this year.

I am hurrying on **Paisley** about stoves and possibly may go to **Belgium** for one day to see them as no progress is made by writing & it may save weeks by going there a day. The stove (*or store?..AK*) list should now be attached.

I have written **Paisley** today & await his reply before going.

**Friedman** will return on Tuesday. I'll let you know result on his return.

Best regards, Yours **Victor**.



1892, 18 January: -Bk 4 -EL- pp 34, 35:

(BF)



Sun button.

Dear **Salomon**,

Yours of Saturday & Sunday to hand. Schneider reduction is worth something. His stock of Kosmos Burners (ordinary) with **Sun buttons** we can do with. I suppose he will give an allowance on same - particularly as present Kosmos prices are even lower. The various reductions we are effecting we need not to give away to the Customer. Herewith letter **Riegermann** <sup>36</sup> - it might be advisable to see him - the stoves he illustrated are made in Ghent (**L&B**) the direct as in the last letter I sent you.

I also enclose Martin's letter. You should train there from Brussels - it would only mean a day & is very important. The arrangement he mentions refers to the '**Cathedral**' Stove. I have not yet got his confirmation that he will confine this pattern to us for an order of 500 at 9/- ea. We shall want about 700-1000 next season.

**Retallack** <sup>37</sup> was here & talks about raising his price from 11/- to 11/9. At any rate 2/- is a great saving if nobody else has this price - but as soon as one other house has got the same price it is useless. If we have the Stove we can sell on the basis of **Harpers** price & pocket the 2/- ourselves. Harpers have added handles without extra charge.

The new idea of **Clish** I have also given to his London man & you should also go into this beside stands. If you go wire to me & **Martin** & I will get **Clish**'s sketch forwarded if still over there. Birmingham I defer till you return. Cash today £420 - orders satisfactory. Best Regards **Victor**.

**PS.** I told his London man - the inclusive sale must mean all 6 sided **Stoves for Lamps** - otherwise he could make the same shape with a little variation. **Martin** is shifty - you want everything in writing. **Harper** make no new pattern this year.



With this letter ends the earliest series of 'copy letters' from Victor to Salomon.

<sup>35</sup> This is from the Thurnauers.

<sup>36</sup> Albert Riegermann, Elberfeld, Germany. With a license from the Belgian Lamp Company 'Lempereur & Bernard' (**L&B**), from 1886 onwards, Riegermann made and sold **L&B** lamps and other products.

<sup>37</sup> Charles Retallack, managing director of Harper & Co.

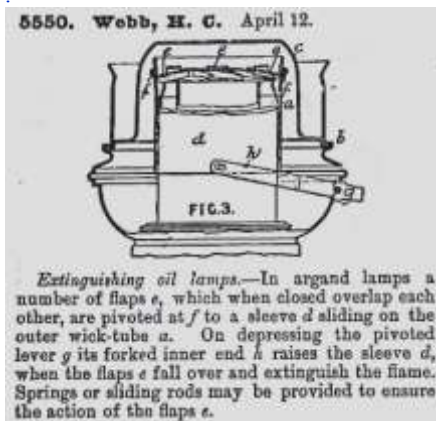
1892, 31 December: -Bk 1 -EL- pp 5: <sup>38</sup>

(BF)

Mr. Webb, Croydon,

I do have your ?speed..(extinguisher?..AK), but you have kept the top part with you, which you have taken away. It contains all springs & now the central part is not movable.

Please contact me tomorrow and bring **your new model** with you. <sup>39</sup> Before I have seen it & before I know it can be used on our 30 line Lamp I cannot commit to anything. I agree with your proposal when I have seen that it is all right, then, but not beforehand. I will not be here after noon, but will be back around 5 am the day after, Wednesday evening. I'm leaving from here at half past five. **S. Falk.**



1890. 1<sup>st</sup> GB patent of H.C. Webb.



Right: Veritas lamp with the H.C. Webb extinguisher.

Left : the same in the FS&Co 1896 catalogue.



1893, 01 March: -Bk 1-German- pp 10: <sup>40</sup>

(HB; WJV).

Mr. Johannes Schneider, Leipzig. <sup>41</sup>

Mr. **Thurnauer** forwarded your letter of 25 February to me for reply & the content surprised me in an unpleasant way. Although no one should take any notice of this type of gossip, I assure you that neither Mr. Thurnauer nor I make such comments about Mr. **Helft** <sup>42</sup> & that we not have seen him since the summer of 1892. I do not want to, or cannot investigate whether Helft has indeed given comments to your customers & it is not my dignity to ask him about this.

**Mr. Schneider**, my word should be enough for you & kindly ask you to not worry about such stupid incidents.

Regarding our orders for burners, as I told you when I was with you: this has been passed and the wicks are already with **Sassanath**.? We expect it take a few weeks before his orders arrived. We still have many burners in stock with 9¼" shade rings & with the stock you have available that is enough for the whole year. You will receive our order for the numbers II and I quality together.

We would like to ask you to send us 1 or 2 good examples of the burner with lever & would you also like to add some **Kosmos burners** that I already have spoken to you about. I saw this morning that these have already been settled. Please also send us some samples of the No. III quality Duplex with the 4" gallery with extinguisher, as well as those with the 9¼" shade rings & the correct prices. More soon. **S. Falk.**



Schneider Kosmos burner with Sun button.

<sup>38</sup> Bk1= Copy Book 1. EL = English Letters.

<sup>39</sup> See page 12 of 8 March 1893, also to Mr. Clay Webb.

<sup>40</sup> Bk1= Copy Book 1. German = The letter was written in German (transcription by **Heinz Baumann**).

<sup>41</sup> Johannes Schneider. Managing director of 'Hugo Scheider AG'.

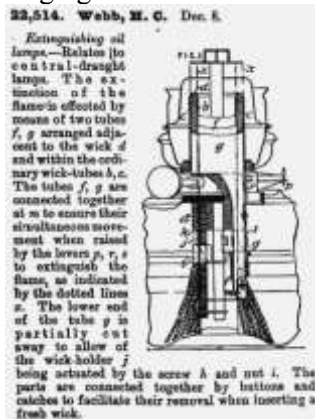
<sup>42</sup> Probably Oskar Helfft, lamp manufacturer of Berlin.

1893, 08 March: -Bk 1 -EL-, pp 12:

(BF)

To **Mr. Clay Webb**, Croydon

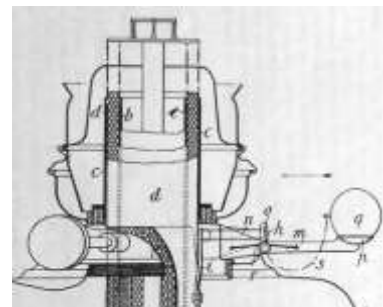
Dear Sir, we herewith accept your offer to purchase from you all rights in your invention in connection with an improved extinguisher for Central Air Draught Lamps as per provisional specifications **No. 22,514**, dated 8<sup>th</sup> December 1892 & also your additional invention of an automatic arrangement in conjunction with the aforesaid extinguisher for the total sum of **one hundred Guineas** payable £20 cash down & the Balance of £85 latest by April 1<sup>th</sup>. This sum is to be final & to include all rights for foreign Patents. It is understood between us that you will give us the benefit free of charge of any further improvements which you may invent in connection with the above or any other extinguisher for Central Air Draught Lamps. It is further agreed that you will sign any legal document which may be required to carry out the foregoing arrangements and that you will hand over to us or to our Agents all papers connected with said Patents. We remain, Yours faithfully, etc. **S. Falk**.  
Managing Director.



1892. 2<sup>nd</sup> GB patent of H.C. Webb.



Veritas Lamp with extinguisher



1893. GB pat No. 5138 of S. Falk.

1893, 28 March: -Bk 4 -EL- pp 41, 42, 43, 44:

(BF)

**Mr. E. J. Boileau**, Dublin,

... Letter of complaint over his excessive expenses and small value of orders. ...?

1893, 20 April: -Bk 1 -EL-, pp 20:

(BF)



Bernard Thurnauer  
(1854-1936).

To **Mr. B. Thurnauer**,<sup>43</sup> Nuremberg.

I propose we call our General Meeting in the course of the month of May & that we declare a cash dividend of 20% on our share capital carrying forward the whole balance of profits to be dealt with next year. Please let me know by return of post if you consent & oblige. **S. Falk**.



1893, 11 September: -Bk 1-German- pp 21:

(HB; WJV).

To **Stadelmann & Co.**<sup>44</sup>

Regarding the inquiry about a young fellow named **Ohley**, we will not respond to this because I believe this inquiry is only made so that Ohley finds out what we have to say about him. Please write the company that we refuse anything to say about him. That is the simplest and safest solution. He had recently left us in an inappropriate manner, just before the season, without giving notice. He took his Holydays, collected his salary for the Holydays in advance & stayed away & established a business for himself in **Leicester**. We don't know anything by the means (money?), is very young, maximum 20-21 years old, half **Friedman** & had 30/- salary. In my opinion he wants to link up with **Hofstager** ? You write only a very short note that we refuse the inquiry about giving out information.  
Regards **S. Falk**.

<sup>43</sup> Bernard Thurnauer, son of G.M. Thurnauer, both trading as Stadelmann & Co.

<sup>44</sup> To Stadelmann & Co. in Germany, but given the letter, probably addressed to Bernard Thurnauer himself

1893, 15 September: -Bk 1 -EL- pp 25:

(BF)

To **Mr. Baines**,

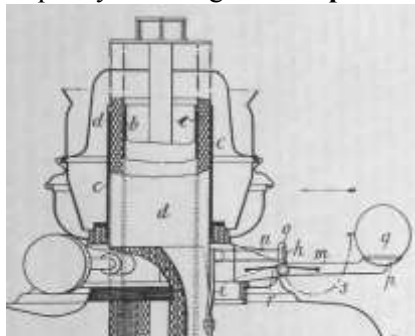
I think you should now have some of our Stoves in your showroom, as I believe you could take orders for them from West End Houses. Our selling price is 54/- net and 56/- if with raiser & extinguisher. You might take orders on our behalf or in your own account or we will deliver the goods for you and allow you a special discount of 4/- a Stove. Yours very truly, **S. Falk**.

1893, 05 October: -Bk 1 -EL- pp 29:

(BF)

**Mr. Thurnauer**,

Your telegram to hand. Am glad to hear that **Schwintzer** will *??drop or charge & ??* but don't believe it quite yet. As regards **Draples Automatic Burner**<sup>45</sup> we sent off today by parcel post divert to



Schneider. *??Fast post??* did not accept it & by parcel post it cannot reach you by Saturday morning. So you must arrange with Schneider without the sample. We want next year III, II & I quality all in safety i.e. **Automatic**. The arrangement should not exceed 2% or 2½% a burner. **Schneider** is to attack the matter at once. As regards the flaps which extinguish the flame say he must adopt for all his Burners, no spring needed. But at the same time give him to understand that this particular arrangement is our patent & that nobody but us in **Germany** or **England** must have it. I am going for a big game, viz. all our Burners to have **safety**

**Automatic Extinguishers** to prevent loss of life & fires. **S. Falk**.

1893, 13 November: -Bk 1 -EL- pp 42, 43:

(BF; AK)

Dear **Thurnauer**,

Yours to hand. Thanks for the book you have sent. Same is useful. There are some names which may be of use. Please write to: **Carl Kneusel** in Zeulenroda for samples of ¾" & 1" flat wick burners with loose burner caps. Ditto to:

**Albert Wandel**,<sup>46</sup> Chemnitz, and

**Pohl & Helbig**, Berlin;

**Widow C. Besold**,<sup>48</sup> Berlin;

**Brendel & Loewig**,<sup>50</sup> Berlin;

**E. Klopfel** van Erfurt;

?Calztrom? Klein ..?..; You may ask them for catalogue & prices.

**W. Weickard**, Leipzig; I will call also on:

**F.F.A. Schulze**,<sup>47</sup> Berlin;

**Budweg**,<sup>49</sup> Berlin;

**Carl Rakenius**, Berlin;

**C.A. Kleemann**, Erfurt;<sup>51</sup> Queens Reading Lamps.



1885 Widow C. Besold, Berlin.  
Student or Reading Lamp.

For oil and kerosene. In brass, nickel plated and German silver.



1883. C.A. Kleemann, Erfurt.  
Student or Reading Lamp.

<sup>45</sup> The acquired patent, No.5138, in the name of Salomon Falk, is hereby converted in an order for Schneider AG. The expectations are high!

<sup>46</sup> Albert Wandel from 'Wendt & Wandel' in Chemnitz, Germany. Manufacturer of Lamps, Burners and Lanterns

<sup>47</sup> F.F.A. Schulze, Fehrbellinerstrasse 47-48, Berlin. Manufacturer of Rail Road lanterns, and Burners

<sup>48</sup> C. Besold Wwe, Inh. W. Clemens. Alte Jacobstrasse 51, Berlin. Factory for Lighting Products, a.o. Queens Reading L.

<sup>49</sup> F. Budweg & Sohn, Schmidstrasse 26, Berlin. Manufacturer of Lamps and Burners

<sup>50</sup> Brendel & Loewig, Neuenburgerstrasse 27, Berlin. Manufacturer of Lamps and Burners

<sup>51</sup> C.A. Kleemann made, sold and exported, on a large scale, 'Queens Reading Lamps', also called 'Student Lamps'.



Write down all names; without a doubt there will be some who are not Lamp makers. Also write to **Friedrich Hoffmann** in Sebnitz in Silesia for a catalogue & ask if he makes Queens Reading Lamps. Where about is Sebnitz in Silesia?

Re Schulze: leave him alone. We will help ourselves & give an order with him next year.

Re round trip: Possibly I let Friedman do the glass journey. Cannot say anything yet. I may have to be in Ullesdorf beginning of January. Anyhow I do not think I need go away before Xmas. We are awfully busy and hope we have a grand result. See ...?.. for Stove Globes. They must be deep only. Let them send off by rail as soon as they have 6 dozen ready. Do not let them wait until all 500 are ready. Remember they are for this season and a few shillings extra on freight are of no consequence. By such little savings we must spend Pounds here by buying in the market at any price. Yours **S. Falk**.



Deep Globe.

1893, 04 December: -Bk 1 -German- pp 52, 53, 54:

(HB; WJV).

Stadelmann & Co,

Re: **Economizers**. These are still not right. You have your own Brays Burners, why don't you try & will find out that many will not fit. I know **Brays** vary, for that reason the Economizers have to be somewhat wider at the bottom. The cutting of the tubes leaves always a rough edge. If this edge is



1894. The Bray patent burner.



Sold in 1896 by FS&Co as the 'Sun' burner.  
Left without- right with 'Economizer'.

filed smooth, then the Economizers would fit better. Regarding the cartons, I envision **L & Z** economizers on each, but no **Brays**<sup>52</sup> burners. This is a simpler matter. There should be enough space for 2 dozen economizers & 6 cartons yield a gross economizers. I order 20 gross, therefor 6 times 20 cartons are necessary. To place burners on the carton was never the discussion. Hopefully this issue is now clear.

Regarding **G.M. Thurnauer**, this issue I leave up to you. We (that means Falk, Stadelmann & Co) are satisfied with straight 10% on **Welsbach** business as **G.M.Th.** has indicated, without risk. I assume that this 10% will appear on the invoices as customs' duties or similar, because **G.M.Th.** requested the same for himself. I have to point out that **Welsbach** originally were our clients here & that, in my opinion, it is not necessary to enrich this firm.



**Conto Meta**<sup>53</sup> I proposed what is good and right for both parties & **G.M.Th.** has simply placed all his fees and expenses on his invoice. The time is here equally valuable as in New York & I don't make a big issue with **G.M.Th.** but I had **Col. Barrows** here & I had to host him for 2 days & you had him in Nuremberg etc. Should we indicate that our time is worth \$80 or \$100 per day? However, this all is nonsense. **Mr. G.M.Th.** could just have accepted our Conto Meta arrangement, because with the last order we were honest and liberal to him. Now, there will be most likely additional orders & from these we should have also our share.

I don't want to be so precise with **G.M.Th.** & he can charge as much as he will, we are satisfied with his proposal & want 10% from the buying prices, this without further risk for us. What will happen as Welsbach gets the idea to refuse the 50 boxes? In that case do we have to bear all risk? This I would like & therefor is Conto Meta with shared risk for both parties preferable.



At 10% profit, we cannot assume responsibility for the merchandise; otherwise I wouldn't make the deal. At the last transaction **G.M.Th.** took out 100% profit & should therefore invest here.

<sup>52</sup> George Bray, Blackman Lane, Leeds. Inventor of an improved gas burner.

<sup>53</sup> Conto Meta: account overview of a joint account between two or more companies

However, 'Made in Bohemia' will not work on the chimneys – the merchandise has to be certified in Germany & will probably simply be confiscated. **Wire to G.M.Th. "stamp Bohemia impossible"**. Concerning the price limit, search for the cheapest possible price and communicate this to **G.M.Th.** We can't do more. To send new product is now dangerous. Stay with the already delivered quality. **G.M.Th.** already know what freight & custom duties costs & can calculate.

**Welsbach** appear to be over clever & to impose dishonest limits, there is only one way, give them our lowest price & if they are too dear, let them buy where they like! Kind regards, **S. Falk**.

**1893, 05 December:** -Bk 1 -EL- pp 42, 43:

(BF)

Dear **Thurnauer**,

..?.. Please write to (named people) ? for samples etc." "We are awfully busy & I hope we have a grand result. ..?.. **S. Falk**.

**1893, 05 December:** -Bk 1 -EL- pp 56:

(BF)

**Mr. Alf. R. Gery**, Veere Street 2. <sup>54</sup>

Dear Sir,

**Messrs. Zimmermann & Co.**, 57 Farringdon Street, are infringing



our **Patent No. 11625**, 24 July 1890. In fact they are selling the identical article which we have patented & even stamp their article "**Patented**". Before taking further steps will you please (*..one line missing..*) that unless they forthwith stop the sale of the Lamp in question & unless they give an undertaking to that

effect, you are instructed by us to apply at once an injunction. Yours truly, **Falk, Stadelmann & Co. Ltd.**, **S. Falk**, Managing Director.

**PS** The article in question is a lever or Raiser for a Lamp, for raising the Gallery in order to light the lamp, same as our **Veritas**.



**1893, 12 December:** -Bk 1 -EL- pp 60, 61:

(BF)

A. Private. (*the significance of this single letter 'A' is unknown*)

**Mr. Retallack** of **Messrs. J. Harper & Co L'd.**

Dear Sir

**Re Radiator:** We fail to see why your letter of the 11<sup>th</sup> would be addressed to us in particular unless you have also sent a copy of it to the **Lamp & Hardware** trades in General. If this is not the case we can only suppose that you suspect FS&Co to be the Originators & Sole Buyers of this pattern who, for the sake of 6/ ?? d<sup>p</sup> dozen induced **E.S.S** (*E.S. Siddaway.. AK*) to imitate your pattern. This we must strongly resent & are much annoyed at your veiled accusation as there is not the slightest ground for it. Our position is this. At the beginning of the season we asked **Siddaway** <sup>55</sup> to quote for a season order for Radiators – as we have always done every year. His answer was the enclosed letter of the 28<sup>th</sup>. This will amply prove – although proof is unnecessary – that this was the first intimation we had of "his" new Radiator which was evidently suggested by some other Firm.

We have bought some of them not for the sake of the pattern but because it is cheaper as we are compelled to have a cheap Radiator to compete against his Customers. The pattern is absolutely nothing to us & any other will answer the same purpose.

There is another matter – the Writer asked you to make your Radiator so as to fit all our various Stoves. You never did so – in fact never tried to do it. **Siddaway** however succeeded in doing what you said was impossible (see second letter), this circumstance itself compels us to buy some Radiators from him.

At the same time you would never have kept us going – you had practically an open order to send as many as possible & still have an open order – yet if we get 6 dozen occasionally we have to consider



<sup>54</sup> Alfred R. Gery, as noted before: solicitor of Falk, Stadelmann & Co. Ltd.

<sup>55</sup> Given the subject E. S. Siddaway could be associated with E. Martin & Co. See also page 21-22, Bk 4 from Victor Falk to Salomon Falk, d.d. 11 January 1892

ourselves lucky. Speaking impartially regarding the pattern – although the outlines are much the same, you cannot deny that there is no similarity in the configuration. Was it for us to act as Public Prosecutor in a very questionable case. Yours truly **Victor Falk**.

Re. letter of the enclosure we must ask you to make use of.

1893, 12 December: -Bk 1 -EL- pp 62, 63:

(BF)

Dear **Mr. Retallack**,

**Re Radiator:** I know absolutely nothing of this & did not even know until a few days ago, that we buy any of **Siddaways**. But I now compared the two patterns & can really see no great similarity, at least no more than there is in all Radiators. They are all pretty much alike & only vary in the pattern. I do not suppose that you claim this Radiator generally.

I gave your note to my brother **Victor** to answer, who is quite indignant about your hints, that we are supposed to have had your Radiator imitated. It appears that **Siddaway** bought it to us & that he sells it to everybody.

But apart from this **Victor** tells me that he not even considered the pattern until now, but simply the price & you know as well as I do that **Siddaway** is always cheaper than you are & I trust you will look at this matter coolly & that you absolve us of any crooked designs. What do we care about the design of this Radiator? If you think you have a case by all means go at **Siddaways**, but please do not think, that we are the culprit. Come up to London and have a quiet chat over it, depend upon it so far as we are concerned we do not work against you - & you might have worse friends. All the more galling it is to be suspected. Yours truly **S. Falk**



1893, 13 December: -Bk 1-German- pp 66 - 69:

(HB; WJV).

Dear **Mr. Müller**,<sup>56</sup>



**Richard Müller.**

Your letter from the 11<sup>th</sup> of this month to hand. We have written to you a week ago in detail about the issue of **Z&Co.**<sup>57</sup> & specifically emphasized that we not permit them to compete with us in regard with the lever, in particular since they are in the 20-line & 30-line cheaper than we. You have to blame yourself for this unpleasant incident, because you didn't consider your own interest, and just for a few lousy hundred lamps which the **Z&Co.** purchases but which we also need, you spoil the business deal with us. You will ask what interest can Falk have on a few hundred Lamps? I am not nitpicking, **Z&Co.** is interfering in our business & upsetting our pricing & compromising our customers because most believe we are the manufacturers



**Factory Buildings of Schwintzer & Graff.**



**Manufactured in Germany by the Veritas Lamp Company.**

of the Lamps. Our position against the English manufacturers is already difficult enough, without having to admit that we lie to our customers & that we are only merchants.

Our travelling agents often don't know what excuses they should use at hundred of places where these good people have their sole right, and now suddenly **Z&Co** delivers the same **Phoebus Lamp**<sup>58</sup> to these other businesses. How do we appear then? If **Z&Co.** hadn't been asleep, they would have had the chance to make a deal with us; but now, after we have made at a large cost a name for

<sup>56</sup> Richard Müller. Co-director of Schwintzer & Graff

<sup>57</sup> Z & Co. i.e. Zimmermann & Co.

<sup>58</sup> It is clear: the Phoebus lamp was made by Schwintzer & Graff and delivered to both FS&Co and Zimmermann & Co. That lamp has a 'Patent-Royal-Lampe' i.e. a "Veritas" burner on top.



Veritas, we also wish to profit & not to share the success with **Z&Co.** In short, you have to choose between **Z&Co.** and us. You know my friendly feelings to your firm & I have therefore up to now not objected to **Z&Co.** to prevent an unpleasant position for you. However, after you let that company have access to all the improvement on the Lamp that we had arranged, you shouldn't be surprised we are upset.

We have to get **Z&Co.** out of our customer domain & we want to make it clear that we want the Lamp, not only because of the name, but we want to be the sole distributor. At the business volume we generate, this is not a cheap proposition. In regard to the lever, you are mistaken. Although you have the German patent, we have the English patent & paid for that. If **Z&Co.** wants to pay for the patent costs and so on, they can have the patent. We took out the patent at that time with your agreement & that is also so indicated in the patent text by "**a communication from Schwintzer & Gräff, Berlin**".<sup>59</sup> Now, does **Z&Co.** expect that we maintain the patent for their use?

Incidentally, should not the gentlemen of **Z&Co.** have already been charged to pay & haven't any costs already arisen?

I have written twice to **Z&Co.** & received both times a brief evasive answer. Our lawyer wrote then & that is all. **Z&Co.** cannot pay you a single penny & try only to exert pressure on you.

Your promise that you not will deliver anymore will be suffice & I will stop all further action. I wanted to show **Z&Co.** that they are not dealing with kids.

You can wait without doing anything further in this issue until I see you personally this summer. Our business with you for the next year all depends on what I can work out with you. We stay loyal to you but our position to our customers must be clarified.

Kind regards, **S. Falk.**

**1894, 22 February:** -Bk 1- pp 80, 81, (typewritten)

(BF)

To the Chairman & Directors, **Civil Service Co-Operative Society**, 28 Haymarket. S.W.

Gentlemen,

We beg to lay before you a proposal with regard to the stocking and sale of our "Lampe Veritas" which has already been sold in large number by your Society in the form of Heating Stoves.

The "Lampe Veritas" as you are aware, is a special Circular Wick Burner with central air draught. It commands an increasing sale throughout the Kingdom month by month and as a result of which we mention that our sales have increased at the rate of £25,000 per annum, notwithstanding the keen competition and great depression of trade.

Our proposal is this: we are willing to appoint you our West End Agents & Vendors of the "Lampe Veritas" and to supply you with a stock on approval (Sale or Return) up to a value of £1000. We further undertake to insert your Society's name as our West End Agents in advertisements which will appear, from time to time, in the best Society Papers. Next Season we propose spending several thousand pounds in this direction. Our object in having a good house in the West End as our Agent is because we find that our advertisements bring us hundreds of enquiries from private people and as we do no retail trade we are anxious to make some arrangement as above with a good West End retail house to whom we can refer such enquiries. The conditions precedent to the foregoing undertakings on our part are that our goods are exhibited on the ground floor of your new building in the Haymarket and that you push the sale of our "Lampe Veritas" to the best of your ability. This arrangement we venture to think would result in a very largely increased Lamp & Stove sale by your Society as we are confident that



\*) 28 Haymarket.



Phoebe lamp with the Veritas burner.

11,625. Falk, S., [Schwintzer & Gräff].  
July 24.



Lampe Veritas.



Heating Stove.

<sup>59</sup> GB patent No. 11625 from 1890, on name of S. Falk, on behalf of Schwintzer & Graff, Berlin. See also December 5, 1893



the “Lampe Veritas” is unsurpassed in the trade for both lighting & heating purposes. We are, gentlemen, Your obedient Servants, **S. Falk**, managing Director of ‘FALK, STADELMANN & Co. Ltd.’ \*) [Photo Google Earth, March 2020](#).

1894, 22 February: -Bk 1- pp 82, 83, (typewritten)  
Messrs **Henry Green & Sons**, 153 Cannon Street, E.C.

(BF)

Dear Sirs,

We beg to lay before you a proposal with regard to the stocking and sale of our “Lampe Veritas” which, as you are no doubt are aware, is a special circular wick burner with a central air draught, and which commands a large & increasing sale throughout the Kingdom.

We are willing to appoint you our City Agents for the “Lampe Veritas” and to supply you with a stock on approval (Sale or Return) up to the value of £500.

We would undertake to insert your name as our City Agents in advertisements which will appear, from time to time, in the best Society Papers. During this coming season we intend to spend up to £2000 in this direction.

Our object in having a good house in the City as our Agent is because we find that our advertisements bring us hundreds of enquiries from private people, and as we do no retail trade, we are anxious to make some arrangement as above with a good City retail house to whom we can refer such enquiries. The only condition precedent to the foregoing undertakings on our part will be that you give the “Lampe Veritas” a prominent position in your show-rooms and that you push the sale of same to the best of your ability.

This arrangement we venture to think would result in a very largely increased Lamp & Stove trade by your firm as we are confident that the “Lampe Veritas” is unsurpassed in the trade for both lighting and heating purposes. We are, Gentlemen, Your obedient Servants, ‘FALK, STADELMANN & Co. Ltd.’. **S. Falk**, Managing Director.



1894, 24 February: -Bk 1-German- pp 84:

(HB; WJV).

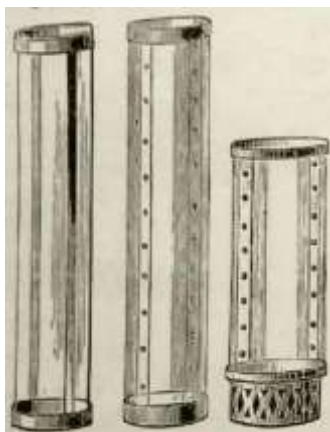
Dear **Mr. Fleischer**,

You remember the conversation in Berlin about canteens. They are a success here. What's the price? What kind of cork has been used? Etc. ...Look forward to a prompt reply and greet you with old friendship. Your **S. Falk**.

1894, 02 May: -Bk 1-German- pp 106:

(HB; WJV).

My dear **Mr. Ehrlich**,



I have your letter of April 30<sup>th</sup> in my hand.

In regards to **Jaroslav**<sup>60</sup> I can only reply to you that we gave him the largest part of the whole lot of our mica orders last year and then in the season when we really needed something we were left in the lurch completely. We had to go to others who helped us in this emergency as a favour, but we had to pay them. At that time **Jaroslav** was full with chimneys and he had nothing else. The concerning chimneys were ordered in December or November (I'm not sure without checking) and were delivered in February. **Jaroslav** certainly knew that these chimneys were meant for heating and that these had no value for us in February.

**Mica chimneys (cylinders).** Of course the chimneys went before that. We have completely set aside now these chimneys for heating, we don't have those anymore; as you know we have given a proper order to the **patent cylinder**. It's really impossible for us to use these chimneys, so as hard as I find it to refuse you something it would be the same as



<sup>60</sup> 'First Mica Ware factory, Berlin'. Owners: D. & Dr. B. Jaroslav, Fregestrasse 60, Berlin, Friedenau.  
David Jaroslav, 16 Water Lane, Great Tower Street, London, Merchant. He imported the mica chimneys.

throwing your money in the streets. The quality of **Jaroslav's chimneys** is not the best and from the same cylinder of the [illegible word] kind we have them all in stock and might well be worthless for us. To take more in stock of those doesn't suit us. If **Jaroslav** had delivered in time then at least we could have used all the 30 "ones. On the other matter I will write in a couple of days. Meanwhile friendly greetings from your, **S. Falk**.

1894, 23 May: -Bk 1-EL- pp 112:

(BF)

Messrs. **D.C. Defries** Esq.,<sup>61</sup>

Dear Sir, Re **Mechanical Lamps**: if a first order of 50 will satisfy you, we will take your Lamp up at price quoted, provi-ded we can have them afterwards in small lots, say 1 dozen lots with our name on the winder. Please submit to us sketch of die for winder thus.



The Wanzer Lamp  
Photo: Iain Smith.



"...sketch of die for winder thus."



The Wanzer in the 1896  
FS&Co catalogue.

Have you illustrations for our catalogue? We do not like to use those of the **Wanzer Co.**<sup>62</sup> to sell your Lamp. Re **Chimneys**. We are exceedingly sorry, but do not see our way clear to do as requested. We have no room for such a lot of cases nor do we sell the shape and quality chimney which you now stock. Moreover, we could not at present spare the money. Very truly yours, **S. Falk**.

1894, 24 July: -Bk 1-EL- pp 125:

(BF)

To **Mr. Retallack**,

Dear Sir,

Re. **Catterson's Blenheim Stove**: I am surprised to hear that this is your make. When in fact the idea to you of an increased base to a stove so small to enable it to take a large Lamp, it was arranged between us, that you do not make a similar **Stove** for anybody else.

You faithfully promised us that you would not make a Stove with enlarged base, of any sort whatsoever, for anybody else but us. It was not a question of the improved ? **Cathedrals**, but of any other pattern or shape, so long as it has an enlarged base.

I can only say, that of course, it is a gross breach of faith, if you made the Stove for **Catterson**, when we agreed to benefit by our idea.

If the Stove is not withdrawn, it will make a vast difference in our account with you. There was a firm & honourable understanding between us, which we shall insist upon being carried out.

Awaiting your reply, Yours truly, **S. Falk**.



<sup>61</sup> Daniel C. Defries of (in 1888) the 'Defries' Safety Lamp and Oil Company, Ltd, Holborn Viaduct 43, 44, London.

They came on the English market with the Wanzer mechanical Lamp having inside a clockwork for a fan

<sup>62</sup> Director is Richard Mott Wanzer from Hamilton, Ontario, Canada. See Canadian patent No.24994 of 23 September 1886

1894, 08 September: -Bk 1-German- pp 129:

(HB; WJV).

**Certificate:** Mr. **Herman Boeck** from Ludwigsburg was working in our firm as correspondent and bookkeeper from 1892 until July 1894, and during this time by being industrious, striving, and willing he gained our full satisfaction. We are sorry that Mr. Boeck felt urged to leave our company & in the wish that he is lucky in his further career and we recommend him at the same time as a good & efficient man, signing, sincerely **S. Falk**, Managing Director of 'Falk, Stadelmann & Co Ltd.'

1894, 02 October: -Bk 1 -EL- pp 132:

To **Mr. Perry Gray**,

..?.. ...my partner, **Mr. Thurnauer**, who resides in Germany..?..

1894, 19 October: -Bk 1 -German- pp 139:

(HB; WJV).

Dear **Thurnauer**,

I hope when you receive this, you have returned home in a good health. Have received your letter from Paris & in the meantime learned from **Moeller** (who incidentally was not in Paris) that the '**Internationale Glühlicht Gesellschaft**' ('International Mantle Company') has already expired & that **Horwitz**<sup>63</sup> supposed to have lost over 80,000 Mark, his entire wealth. Have you heard more details about this?

The '**Montevideo Gas Company**'<sup>64</sup> wishes to purchase lamps from us. There is no patent there & this company have to purchase via **Hamburg**. You could bill the merchandise in Nuremberg so that we don't get a legal problem here. I have quoted 6/- of less per lamp including mantle.

The person **Karman Gauth** & several others have already bought here and there. Please ask **Hilpert** about the amount & try to get an example and a quotation. Please, also get an example with the appropriate mantle for mailing. Also get me 1 or 2 dozen circulars from Fischer (*Frister?..AK*). At the moment it concerns about 500 or 1000 complete burners. Perhaps **Kindermann**<sup>65</sup> would be cheaper. Whatever, go at it! When I come to Germany, I will inquire. Do you know a certain **Elster** in Berlin? He is supposed to make '**Dr. Deimel**'<sup>66</sup> burners and charge only 15/- per dozen. Best regards, **S. Falk**. Regards to the wife.



1894, 09 November: -Bk 1 -EL- pp 158:

(BF).

Messrs. **Jean Stadelmann & Co.**, Nuremberg.

Gentlemen. We have received today an export order from a **Shipping House**. We believe it is for **South Africa**, of **Electric light carbon** & other electric goods. We enclose the order for carbons. We have for some time been anxious to go in for this business & we have taken the order at a price at which we have seen other people quote.

We trust therefore that you will be able to buy so that it leaves us a fair margin, but in any case you will take care that we shall not loose over it, as what other people can do, we also ought to be able to, having the facilities of being able to buy on the spot.

The price of 13 m/m is: 46/9 per 1,000 feet;

& 11 m/m is: 39/3 per 1,000 feet.

Free cases. Free English port of **London** or ..?.. 2½ % 30 days.

It is immaterial to us where you buy this carbon provided it is the ordinary quality soft cord,

Nuremberg carbon.

The most prominent makers are **Schmelzer** and ? **Conradty** but no doubt there are others who can do equally well. We have promised shipments as follows:

1/3<sup>rd</sup> December 1<sup>st</sup>

1/3<sup>rd</sup> December 15<sup>th</sup>

1/3<sup>rd</sup> December 30<sup>th</sup>



Old soft cord light bulb

<sup>63</sup> Moritz Horwitz of 'Horwitz & Saalfeld', Wranglerstrasse 4, Berlin. Manufacturer and Inventor of Gas Lamp Burners

<sup>64</sup> A British gas plant in Montevideo founded by British investors in 1872. Starting capital £550,000

<sup>65</sup> C.F. Kindermann & Co., Morckernstrasse 68, Berlin. Manufacturer of Lamps and Burners and Gas mantles.

<sup>66</sup> Possibly Fritz Deimel from Berlin. Inventor and probably member of 'The Deimel Light Company, Ltd'. See: Trade Mark cases of November 1898: the 'Welsbach Co., London' versus 'The Deimel Light Company, Ltd.'

You will therefore see that the carbon is here a few days before these dates, & you should have no difficulty, as we are informed they are the ordinary regulation diameters & sizes. We will send you shipping marks, as soon as you inform us by wire that you have placed the order..

Yours truly, **Falk, Stadelmann & Co, Ltd., S. Falk**, Managing Director.

**1894, 10 November:** -Bk 1-German- pp 162,163,164:

(HB; WJV).

Dear **Thurnauer**,

I hope when you receive this, you had returned to Nuremberg & you can tell me interesting news about



the **Incandescent Light**. I have all the details about the **Deimel** trial. This trial has nothing decided. As much as one can conclude ...?.. from the remarks by the **Judge**, the **Welsbach** ...?.. **patents** from 1885/6/7 are valid & can't be challenged. It seems that everybody can make mantles ...? as long as it has no **Thorium** ...?.. but using other metallic oxides ...?.. which **Auer** in these patents



claimed. I will give you the written part of the **Deimel's** trial. It would take too long to inform and explain, has also no big ...? value. One thing is very sure, Welsbach ...?.. can not challenge the burner here ...?.. & only the mantle, if it contains Thorium & certain combination with other Earths. I would be very interested to learn whether you have really procured a mantle that is made from other oxides than used for the **Auer's**. Last year, a certain **Steuer**,<sup>67</sup> from Dresden had patented here such a mantle. On Monday, I will give you all the details about this. This patent appears to be owned by a banker, **C.H. Lessenberg**, British Vice Consul in **Rostock**, who has put forth the money. This mantle can be obtained & please contact immediately **Lessenberg**. If something can be obtained, then one must act immediately & so that we obtain the **monopoly** for England. I would immediately **form a syndicate** & use FS&Co. for the distribution for the company ...?.. I would travel on the spot to Germany.

Gas mantle.

The examples of the burners are to hand. **Fischer & Kindermann** are too expensive. The latter is very nice. The **Hilpert's** burner is serving the purpose. Only, the burners arrived here damaged because the mantles were in the same package. Could you get from **Hilpert** another two samples, but with **bypass** and these well packed and mailed separately with prices.



Now to another issue.

**Hirsh** wishes that you place for him the enclosed order on carbons (*see also 1894, 10 Nov. ...AK*). So far, he has involved only ...?.. **Conradty** & paid this house annually £5,000 to £6,000. Despite that, Conradty has not kept his word & indirectly delivered to other houses, thus **Hirsh** had a **fall-out** with him, so he engages now about another manufacturer, however, has still to have for the next several months **Conradty's** carbons. **Conradty & Schmeltzer** are one a level, the **latter has a block here**. For **Hirsh** it is irrelevant whose material it is, Schmeltzer's or Conradty's, but he prefers the latter. You have to inform that the order is for export to the Cape. In this behalf, send a letter that you can show to **Conradty**. In no case should he learn that the order is for **G.E.C. & Co**.

I write 46/9 instead of 47/- & 39/3 instead of 39/-, these are the current **Hirsh's** prices calculated with 1¼ % monthly (I write in 2½ %) free-free. Enter the date on Monday when you place the order. Of course, you will get buying commission & would this order 3-4 times ?register? ?arranged?

Do your best. Greetings **S. Falk**.

**1894, 10 November:** -Bk 1-German- pp 165, 166:

(HB; WJV).

**Mr. Rodolfo Waschke, Milan**, 25 viale Monserta.<sup>68</sup>

In answer to your writings of the 8th of this month I am very sorry to say that I can tell you very little that would be of any value to you. The company here has up till now a very strong **monopoly** in England & recently won a lawsuit, of which I will send you in a couple of days the report because you can derive from that much interesting details on the manufacturing and composition of the mantles. The burner without the mantle you can deliver them cheaply to our house in Nürnberg. I will give you in a couple of days **our adress of the Birmingham factory** of the



<sup>67</sup> O.H. Steuer. GB pat. 1893-No.13066. He used a solution of metal salts in a solution with Gold and/or Platinum.

<sup>68</sup> Anno 2020: address not exist anymore



machines ... and if possible of the chemical factory. Up till now the current company (*in London..AK*) ordered their mantles from Vienna, which they now want to manufacture themselves. Further I'm at your service, as always, with respect, **S. Falk**.

PS

If you want to buy a good mantle, which doesn't collide with the Auer Patents, meaning that it doesn't contain **Thorium**, we'll be very willing to overtake the selling of that for England. In Germany & The Netherlands they already make these mantles, but not the **Auer** ones.

**1894, 12 November:** -Bk 1-German- pp 168, 169:

(HB; WJV).

Messrs. **C.F. Kindermann & Co.**, Berlin.

Your samples of incandescent Lamps <sup>69</sup> have been forwarded to us by Mr. **B. Thurnauer**. Before we



can do anything further in this matter, we would like to know from you as soon as possible what components make up the mantle & whether these as in the **Auer's** patents ... (*described and?...AK*) collide. You know the situation very well.

The **Deimel's** trial has made it evident that the **Auer patents** can be sustained here & without doubt the

**Welsbach** people will do everything to snuff out any improvements. The burner as well as the mantle, as far as the fabric is concerned, cannot be challenged. However, important is from which metallic earths, or oxides, the mantle is composed. The **Welsbach & Co.** claim **Thorium** and other oxides as their **monopoly** & insist that it is impossible to produce a mantle without **Thorium** that would give **30 candle power** and will last more than about 40 hours light. So before we can do anything with **your burner and mantle**, we need to determine whether your mantle can be challenged by **Welsbach**. Before we now arrange for an analysis, we must know your opinion about this. We could do here an enormous business & could sell more than you will be able to deliver. The entire organization for doing so is already in place and with customers who will be happy to get a new and cheaper burner. Would you be willing to risk a lawsuit if we would split the cost with you?

We request that you treat this letter as privileged information & to keep it confidential because the company here will be informed of all our actions, I believe through **S. Reich & Co.**

In awaiting your communication, sincerely yours, **Falk, Stadelmann & Co. Ltd.**; **S. Falk**.



Kindermann factory, 68 Mockernstr., Berlin.

**1894, 14 November:** -Bk 1 –German- pp 174, 175:

(AK)



Dear **Thurnauer**,

(The letter concerns **Welsbach** mantles, specific about the chemical composition. The **Welsbach** mantles contains **Thorium**, so the question is whether **Kindermann's** mantles match those of **Welsbach** or not....AK).



June 1894. Dutch advertisement for gas mantles.

**1894, 14 November:** -Bk 1 –German- pp 176, 177:

(HB; WJV).

Dear **Thurnauer**,



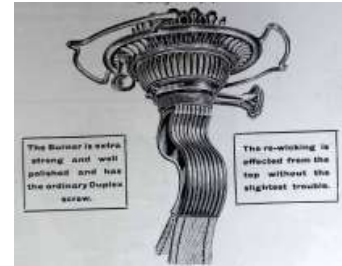
I intend to depart with **Victor** on Saturday, the 1<sup>st</sup> of December. Should I travel via **Strasbourg** to **Cannstatt**? If so, I will travel at 11 in the morning via **Calais** & will be at 8 o'clock on the next day morning in **Stuttgart** & could possibly continue the journey on 2'clock in the afternoon. Or could you recommend another, direct route to **Nuremberg**? If so, in **Mainz**, I will send my wife to her mother. A single day in **Nuremberg** is sufficient. We will meet **Kiesow** <sup>70</sup> in **Prague**. I am familiar with the route **Petersdorf/Ullersdorf**. <sup>71</sup> I will be in **Ullersdorf** at least four days. From there, I will go for one day to **Stölzles** in **Luisenthal** & then to

<sup>69</sup> See DE patent No. 19032 of 1895, on name of Paul Kindermann

<sup>70</sup> August Kiesow, in 1894: Regenten Strasse 20, Berlin. Inventor of the S-shaped wick tube. See DE1894-No.82261

<sup>71</sup> Ullersdorf ONO of Dresden.

Mr. **Kralik** in **Winterberg** where we expect to be on December 12<sup>th</sup>, if nothing comes between. Three days at Kralik will be suffice. The train is now going to **Winterberg**. After meeting Mr. **Kralik**, I want to go to **Tiplitz** to visit **Hotz ? & Munzel** or **Palme ? &** is not **Rohrsdorf** near **Teplitz**? If possible, I wish then to go to **Haida & Steinschonau**. All this must be done before Christmas. Could you assemble a detailed travel plan? You are more familiar with this than I & would you recommend a combination ticket? I am not in favour of it. After Christmas, I will go to **Schneider &** to **Berlin**. However, I leave the **Friedmann Company** in **Saxony** to you. Best Regards, **S. Falk**.



Kiesow's safety burner.

**1894, 15 November:** -Bk 1 -German- pp 178:

(HB; WJV)

**Mr. Chataway**, Apothecaries Hall,  
Dear Sir,

An old friend of mine, Mr. **Daufgriger** was kind enough to give me your address. Could you make an analysis of an Incandescent mantle for gas, similar to those which are so intensively used for the **Welsbach** incandescent gas light? If I should be in your way I will be pleased to see you by appointment & show you the article.



**Yours truly, S. Falk**, Managing Director of 'Falk, Stadelmann & Co., Ltd.'

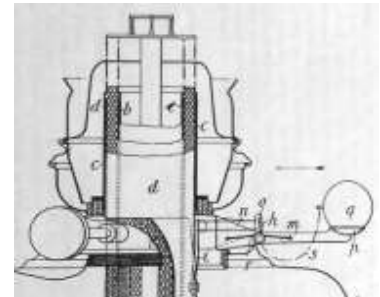
**1894, 20 November:** -Bk 1 -EL-, pp 180:

(BF)

**Mr. H.C. Webb**, Croydon.

Dear Sir,

Yours of yesterday to hand. The **lifter arrangement** we have already settled. As regards the **new** extinguisher<sup>72</sup> I have nothing to add to what I have told you already. I made you an honourable and straightforward proposal & since you reject same I have no alternative but to call your attention to your agreement with us dated **6<sup>th</sup> September 1893**, by terms of which we have the right to claim any new discovery which you may make in **Central Air Draught Extinguishers**. Since you are so obstinate I shall have to enforce the stipulations of this agreements & I hereby make application to you to assist us in taking out the *... ??necessary improvements??* It rests with you to either agree to my terms, or to make me enforce our rights. Just as you like.



**Yours truly, S. Falk**, Managing Director of 'Falk, Stadelmann & Co. Ltd.'

**PS** If you like to call and see me I will give you once more 5 minutes, not longer, to give you a change of setting this amicably. But remember after paying you **100 Guineas** for a **useless invention** you have neither moral nor legal right to enforce terms on us which are distasteful to us. I offer you an honest & liberal agreement, which you reject, so you must blame yourself.

**1894, 21 November:** -Bk 1 -German- pp 183, 184:

(HB; WvdV)

Messrs **C.F. Kindermann & Co**, Berlin.

We have in our possession your letter of the 15<sup>th</sup> of this month & we thank you for the enclosures, which we herewith return. We don't have any doubts, that the description in the enclosures absolutely be correct & that the patents by Auer can't stand up against an examination by the court. What would we win by a process that nullifies the Patents by Auer? We only would do the footwork for others.



A process here, whether won or lost, is an expensive luxury & as you admit yourself, this can take up to 2-3 years. We can only offer an incandescent mantle that doesn't conflict with the Auer Patents & is protected itself.

Currently, we are analyzing your incandescent mantles & we will get back to you on this soon.

Your burner can not be challenged.<sup>73</sup> It is only with the mantles. In any event, the writer of this will visit you this summer & meanwhile **I sign, S. Falk**. PS.

<sup>72</sup> De 'Draples Automatic', see Bk1 -EL-, page 12 of March 8<sup>th</sup>, 1893

Is not **Deimel & Co.**<sup>74</sup> to soon go out of business? In that case we are willing to ..?.. coming back to Auer, may Thorium & all other oxides which Auer claims have been well known for some time. One wonders what will a judge think about this point? Auer was the first to make an incandescent light in this form & under utilization of certain earth oxides. The combination was new & a judge might simply ask the accused, why he hadn't done this earlier, when Thorium & its characteristics were already known.

**1894, 21 November:** -Bk 1 –German- pp 185, 186:

(AK)

Dear **Thurnauer**,

I have contacted a good chemist & have him analyze the **Kindermann** mantle. I believe ? **Steuer's** mantle is no infringement..?.. *(The following words were readable by me: Steuer's patent for England ..?.. Hilpert's ..?.. for bypass ..?.. Stove burner ..?.. the burner 1/- ..?.. gallery ..?.. unscrewing burner gallery..?.. Stove..?.. Why are the burners so..?.. Heater..?.. must the gallery be on the burner? ..?..*

..AK) **S. Falk.**

**1895, 29 January:** -Bk 1 –German- pp 193, 194, 195:

(HB; WvdV)

To: '**Neue Gas Glühlicht Aktien Gesellschaft, Berlin**' (*New Gas Mantle Corporation, Berlin*),

We herewith place the following **order**, subject to the **conditions mentioned below**:

150,000 Mantles, charred and impregnated at a price of 1.60 Mark each, post free, available 5,000 immediately, 10,000 – 14 days later & the remainder on demand within 12 months from the customer's ordering day. Payment promptly within 30 days in **German currency** with 2% cash discount. On the basis to this settlement the exclusive sale of your mantles for the duration of this contract for Great Britain & Ireland & we make by this very special terms that you neither direct nor indirect handover mantles via complete appliances to English companies or their commissioners as long as the current contract is valid.

We also require that you give us an separate **Certificate** that your mantles do **not** contain **Thorium**.

This order is given under strict conditions, that your mantles in regards to their light output, transportability & storage always meet your personally made guaranties; also you have to send us a dozen of your testing appliances, which have to meet our satisfaction, because final acceptance of this contract is depending on this.



We, on our part, guarantee not to export your mantles from England to other countries where you have patent rights & we will pay 4 Mark fine for every mantle that is proven to be exported through us to the named countries.

The exclusive right to distribute your mantle granted by this contract is valid for the duration of 12 months, starting with the day of the invoice for first shipment of 5,000 mantles & in case you have not transferred your English patent to another company within these 12 months, you agree with a continuation of this exclusive right for sale for another 12 months.

Awaiting your communication, sincerely yours, **S. Falk** Managing Director of '**Falk, Stadelmann & Co. Ltd.**'

**1895, 30 January:** -Bk 1-German- pp 196, 197:

(WvdV; JB; HB; WJV)

'**Neue Gasglühlicht Aktien Gesellschaft, Berlin**',

Yesterday night I returned here, and now I have the pleasure **to hand over the order** we've talked about.

I've allowed myself to **change the text** at some minor points and to **add a final clause**, to which you will probably have no objections. Further I'm looking forward excitedly to **your samples** as for us everything's depending on that whether they meet our expectations.

Please send back, **undersigned**, the attached schedule of confirmation and add the mentioned 2 reserves. A letter of guarantee, by the management, of a settlement concerns the need of the signature of the English patent holder. For the rest, we are preparing us to give our all as soon as possible, since it would be extremely necessary for a possible founding here. On this point I hope to inform you more in a few days. I especially ask **Mr. Helfft** to make sure that we can **cover** ourselves



<sup>73</sup> See also page 168 of 12 November 1894

<sup>74</sup> The Deimel Light Co. Ltd., 86 Gray's Inn Road, London, Established in 1892. Importer of Gas Mantles and Lamps

with burners, as I haven't done anything yet in that regard. Looking forward to these new developments in this case, signing, sincerely, **S. Falk**.

1895, 31 January: -Bk 1 -EL- pp 198, 199:

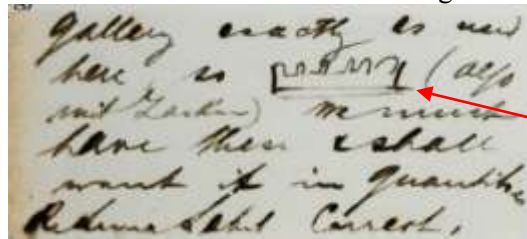
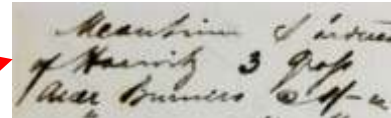
(BF)

Dear **Thurnauer**,

Yours of the 28<sup>th</sup> to hand. Am too busy to give you full details. Enclosed draft of the order.

'E'<sup>75</sup> can cancel what he likes, they simply want to make noise; we get a separate indemnity against a lawsuit and everything is subject to their ...?(samples?) being approved by us. So we risk little & they are bound to us. They will try & float a company at once. I have seen the '**Sunlight Incandescent Co.**' They are serious. Young **Mr. Sugg**<sup>76</sup> is manager & the people substantial. It is a red light & it seems to me like **Steuers**. Their mantle is hard & can be sent by post. You can have at once some-body else in the field. Tomorrow I see **Moeller** to hear what he has to say.

Meantime I ordered of **Horwitz**<sup>77</sup> 3 gross **Auer** burners at 1/- ea.



We can sell these daily at 3/6 ea. Enclosed the order.

But I write to him direct. I also order him to make a gallery exactly as used here (see drawing in the text copy), so also with a **crown**.

We must have these & shall it in quantities. Re ...?.. correct..? Letter **Gautsch**<sup>78</sup> I keep here. As soon as I find him I write you more. Yours, **S. Falk**.

1895, 04 February: -Bk 1-German- pp 203:

(HB; WJV).

Dear **Thurnauer**,

Re: **Gasglühlicht Co.**,<sup>79</sup> until now I have not heard from this company. I sent a telegram today, no answer. Strange, **Helfft** should be able to write a few lines. But it appears not to be as simple as that. In regards to the order: it needs the confirmation, that we can immediately register an intended formation for each quantity ?we? can report.



From **Friedman** we just had a telegram from Cologne, that he drives via Nurnberg to Berendorf & Ruleben, so that he makes the whole trip again. The man seems to have gone mad. I thank you for the sent paper clippings and I will be much obliged when you teach me more from now on. Greetings, **S. Falk**.

1895, 09 February: -Bk 1-German- pp 204 and/or 205:

(HB; WJV).

Dear **Mr. Helfft**,

Finally, after 14 days, a note from you. To the main issue, please inform us whether the trials have succeeded, whether & how the oven works & whether the mantles conform your expectation in regard to illuminating power and other good properties. I wait now patiently as the project is proceeding. Your response in regard to Thorium is not sufficient; I will discuss this further & also go into the other replies. This will be done in a few days. In the meantime, a new company, the '**Sunlight Incandescent Lamp Co.**' has appeared here, which has the **monopoly** for the new **Gautzsch's**<sup>80</sup> mantle without Thorium. The light is very red & approximately 45 candles (cp). It seems to me that the old **Hirschfeld's**<sup>81</sup> are improved. Anyhow, I would like to ask **Mr. Arendt**<sup>82</sup> not to delay any further the formation (of a company? ..HB). Entire England is waiting. I am looking forward to the visit of **Mr. Arendt**. In the meantime,



1896. Gautzsch Gas mantles

<sup>75</sup> At the moment no idea who 'E' is. (Anno 2020...AK).

<sup>76</sup> Probably his father was the gas engineer who went on to invent many gas Burners

<sup>77</sup> Horwitz & Saalfeld, Berlin. Manufactures of gas mantle lamps and Burners

<sup>78</sup> Gautsch: see also 1894, 19 October: -Bk 1 -German- pp 139

<sup>79</sup> See also: 1895, 29 January: - Bk 1 -German- pp 193, 194, 195

<sup>80</sup> H. Gautzsch Gas Mantle Ltd., Munster in Westfalen, Germany.

<sup>81</sup> H. Hirschfeld. Inventor of a mantle in 1893. See GB1893-No.2689. Having s.a. platinum, manganese, chromium and cobalt.

<sup>82</sup> Max Arendt, Kleiststrasse 3, Berlin. Investor; and inventor of a spirit mantle lamp (GB1895-No.8071).



the **Auer company** here sues ..?... everybody without exception & has already close to 60 lawsuits against people who buy there mantles and apply these to other burners. They even want to claim the word 'Incandescent'. Are these people not out of their mind? Dear **Mr. Helfft**, let me know whether **Mr. Arendt** is coming here soon & how is it going otherwise? With kind regards, Yours **S. Falk**.



1895, 09 February: -Bk1-German- pp 206:

(HB; WJV).

Dear **Thurnauer**,

I assume that you're back from Berlin. **Helfft** wrote to me, several times, that he awaits you. Today at last after two weeks the affirmation came, **Revera** didn't satisfy me at all, and no trace of any samples. He promises this though and I assume that the attempt succeeded. Attached copy [..?... a message from **Kindermann**] ..?... goes, you order off our order:

25 dozen brass with extinguisher

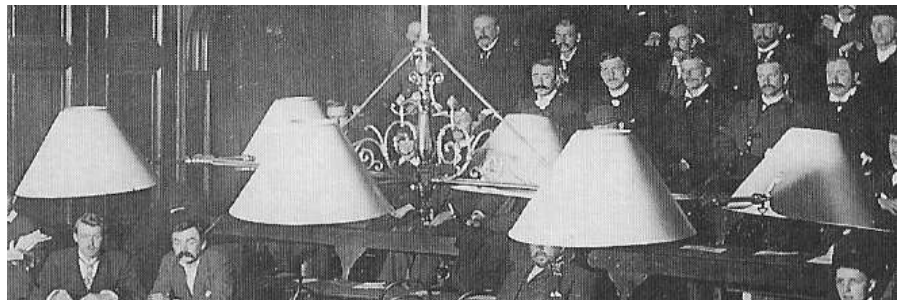
12 dozen copper with extinguisher

For **G.M. Thurnauer**, New York, stamped **Pandora**<sup>83</sup> as our, but without label and instructions.

Please note our order. Re: cardboard: do you have a price for 5 large 32" x 22" (lamp shades) (call them as). Also exactly as attached.<sup>84</sup> Send your card sample and price to [missing text].? Monday.



1896. Improved Pandora.



Cardboard billiard table shades (free from internet)

We work day and night, yesterday's night until 2 AM. All want to have shares. Today only we must have sent out 500. Don't forget to deliver samples from opal cut tulips and prices of ..?... exactly like we delivered to the **Welsbach Company**.

In regards to the mica chimneys **Welsbach** sent you a telegram today to Berlin. **Schulze** delivers too slowly [..?... so there are still 39]. But they are all [damaged?] before they arrived.

Order with **Landsberg**<sup>85</sup> when **Schulze** can't deliver quicker. I sent you another 10 gross, 5 immediately & it would be good to order also 50 gross till 80 with **Landsberg**, so that we will not mount them in season. Greeting, **S. Falk**.

1895, 11 February: -Bk 1 -EL- pp 210, 211:

(BF)

**Mr. Taylor**,

..?... More difficulty ...his loan now reaches £15. ..?..

1895, 04 March: -Bk1-German- pp 215-216:

(HB) WJV).

Dear **Thurnauer**,

Re Incandescent. From **Helfft** till now no sign of life. The case seems to be nil.

Regarding the trial, **Kray** will find out the preliminary result. In the meantime the following arrive (..?... illegible lines) ..?... Date & Number of **Pintsch's** patent<sup>86</sup> & on the burner, either in Germany or England is all the same. **Kramins** can certainly give you more details. Then please sent the patent papers to me so that at least I know what **Pintsch** claims at all. Please also ask for information, whether ..?... ..?... can be protected. It is also important if



<sup>83</sup> The Pandora: a transportable spirit stove. In the 1896 catalogue, it is the 'Improved Pandora'

<sup>84</sup> Note Brian Falk in 2008: Accords with Cecil Falk's claim that Salomon, in the early days, sold billiard table flat cardboard lamps off his barrow

<sup>85</sup> Frankfurter Glimmerwaarenfabrik 'Landsberg & Ollendorff'. In 1901, trade mark: Cyclop

<sup>86</sup> See, for example, Julius Pintsch's Swiss patent CH1893-No.6885

the name can be protected. Greetings, **S. Falk**.

**PS.** January sales £2,000. February I believe £4,000 but not certain yet.

**1895, 12 March:** -Bk 1 -EL- pp 218:

(BF)

**Messrs. Seyr & Co.,** Lombard Street,<sup>87</sup>

Nominal capital of 'Falk Stadelmann & Co.' £60,000 - £30,000 5% Cumulative Preference Shares, £30,000. Ordinary shares of £10 each. Fully paid up £17,900 Pre. & £19,000 Ord.



**1895, 20 March:** -BK 1-German- pp 220, 221:

(WvdV; JB, HB, WJV)

Honourable directors of the '**Neue Gas Glühlicht Aktien Gesellschaft, Berlin**',

Since our letter of February 6<sup>th</sup>, we have had no additional messages from you, and we have not received any of the promised samples. Under these circumstances we cannot hold our order open to you & therefore we request you to annul it for the time being until your trials have progressed enough to present us with quality samples. As soon as that is the case we will be happy to start the negotiations again with you & possibly renew the order. But until then, as you can see for yourself, there is no reason for us to be tied down & therefore we ask you to annul our order for now. We really regret that your trials so far haven't had the desired results. Sincerely **S. Falk**, Managing Director of '**Falk, Stadelmann & Co. Ltd.**'



**1895, 09 May:** -Bk 1 -EL- pp 240:

(BF)

Dear **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 £1,000. Please send us back the certificates to be cancelled & a receipt & charge us the interest on the remaining £3,000 from May 1<sup>st</sup>. Yours in haste, **S. Falk**.



**1895, 30 May:** -Bk 1 -EL- pp 237, 238:

(BF)

**Mr. Taylor**,

I am sorry I do not 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. **S. Falk**.



**1895, 10 July:** -Bk 4- pp 61, 62:

(BF)

**Mr. R. Pease**,

Dear Sir, Your favour dated 7<sup>th</sup> inst. to hand this morning.

We cannot really make any other suggestions, but what **Mr. Falk** has spoken to you about. We have seen the incandescent people about the matter and they decline to budge one inch. They undertook when making the arrangement with ..*Geilure*?.. not to supply other Wholesale Houses in the country. We dare not for the present endanger the agency granted to us by the Company & must not therefore supply you without a signed contract. The most feasible plan seems to us for you to **Strategie** make arrangements about which we need not know anything, with one of your friends in the trade to apply to us for a Sub-Agency in the ordinary way, which we will give and allow 20% to them.

They will supply you with the goods and if these people get found out, you must make a fresh arrangement with someone else - confirm us the name but don't let the other people know that we are aware for whom the goods are. We will give you a quarterly ..*a Cft*?.. for an additional 5% without particulars for what the credit is given.

This does not however apply to Globes and fittings, which of course we supply direct to you in the ordinary way.

We trust you will see your way to make this arrangement. Yours truly, **L. Thurnauer**.

<sup>87</sup> A Street in London with many Banks. (About 'Seyr & Co.': anno 2020 nothing found ..AK)

1895, 11 July: -Bk 1 -EL-, pp 273, 274:

(BF)

Dear **Gery**,

I forgot to mention that another agreement is required for **Jacob Friedman** (*Manager Glassware department & director..BF*). To the following effect.

His salary which is at present £400 per annum to rise £50 each year until £600 are reached. £600 are the maximum. For addition to this salary he is to receive:

1% bonus for the year 1895

1½% bonus for the year 1896

2% for the year 1897

2% for the year 1898

2% for the year 1899

This Bonus is out of the ascertained Net Profits for the year, as for Balance Sheet it is to be paid in cash or 5% Preference Shares at the option of the Company.

Out of this Bonus **the Directors** have the right to keep in hand £1000 Preference Shares in case **Jacob Friedman** should go to one of our opponents or could start in business against us, i.e. sell in same class of goods as ourselves & buy from the same makers & sell to the same Customers.

The directors keep these £1000 Preference Shares in trust until 2 years after **J Friedman** should at any time leave us, after 2 years they are to be given up to him absolutely, but should he go against us within 2 years they are to be forfeited.

I trust you understand all this & if you think it necessary please prepare our ordinary resolution to this effect, for a contract to be signed afterwards.

If you think I can give such a contract without consulting the shareholders, all the better, then no resolution is needed. Yours truly **S Falk**.



1895, 22 July: -Bk 1 -EL-, pp 278, 279:

(BF)

Dear **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. **S. Falk**.



1895, 01 November: -Bk 1 -German- pp 285:

(HB; WJV).

Dear **Thurnauer**,

Friedman presents me **Hausmann's** statement regarding **Jena chimneys** for America.

Aren't you still over such a small matter? Whether the story is minimal or not, as

**Hausmann** write, it's indifferent. It is about the principle. You must ..?.. (*make sure?..AK*) that the whole American **Welsbach Company** Conta Meta goes. I expect from you the same legality as is expected from us. I am sure that you by yourself will not agree with minimal or other dishonesty. **Hausmann** wanted to do a little trick on purpose or unintentionally. I would like to instruct you that you can get the farthest in business and in private life on straight paths. Greetings, **S. Falk**.



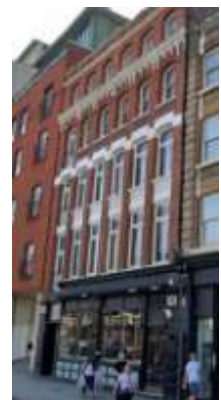
1895, 02 November: - Bk 1 -EL-, pp 286:

(BF)

**The Wanzer & Defries Patent Safety Lamp Manufacturing Co. Ltd.**, London. Gentlemen,

We beg to acknowledge receipt of your letter of today, offering us the **tenancy** of the ground floor of **101 Farringdon Road** with use of same for a period of 3 months ending January 1896 for the total sum of Seventeen Pounds and 10/- inclusive. Tenancy to continue after that date at the rental of Six Pounds per month subject to a fortnight's notice on either side at any time.

We hereby accept the above offer and will take possession on Monday next the 4<sup>th</sup> inst. Yours Truly, **S. Falk**, managing director of '**Falk, Stadelmann & Co., Ltd.**'



101 Farringdon Rd.  
Photo Google Earth.

1895, 04 November: -Bk 1-German- pp 288, 289:

(HB; WJV).

Stadelmann & Co, Nuremberg

Re. **Horwitz**. As a result of your repeated statements that the delays on the incandescent burners is not



your fault & that **Horwitz** has enough flints to deliver three times the quantity, I wrote yesterday to Horwitz that he should not use lame excuses ... but I do fear that the tone of my letter has the opposite effect. That

though is your fault, as the attached letter shows that the cause is at the flints and it should have been better if you had sent the 1500 flints immediately to Horwitz instead of having an argument for 4 weeks that he had enough. I fear that the whole order is lost, as the burners are ordered with shades [illegible text line] seen the order ...?.. you take such things always very cool. We however loose a client with '**McLean Bros & Rigg**'.<sup>88</sup> Concerning the price of 1 shilling 3d, I do think you can do with 75d. We do not carry these burners though as our product, and only need them occasionally for export. We don't have them anymore ourselves. Yet please give us samples of **Saalfeld**<sup>89</sup> & others, only with flint appendix. **S. Falk**.



1895, 08 November: -Bk1-German- pp 292, 293:

(HB; WJV).

Dear **Mr. Horwitz**,

Though you didn't value my last letter enough to reply to and just ignored all our telegrams, I will write you again personally. We received today your invoice from Nuremberg on 2 gross **Clarkes burners**, which were sent hopefully by express delivery. On your invoice there is no mention of that, and neither a box number which makes us all a bit nervous. I assure you that a non-delivery for **Clark**<sup>90</sup> will mean a disaster for his company. That man is an old, personal friend of mine and my brother, and is totally in agony. To me that makes the case double unpleasant as I cannot give any explanation to the man why you're leaving me in the dark this time. He has though, until now, year by year bought his burners from you, either through us or **Heine** and you must understand that these burners are solely meant for heating Stoves. I also assume that you know that these heating Stoves are needed at the beginning and not the end of the winter. The man has orders standing out for more than 250 ovens unit **No 2 burners** and he needs 50 alone for the **London Gas Company** of which he risks the goodwill. The 2 gross on the invoice are immediately used after receiving. Nuremberg writes to me today again that you have the rings for Clark's burner already for some time. What is the cause of it? May I ask you, **Mr. Horwitz**, to write me a few lines, and tell me openly what I can expect from you? I can no longer comfort **Clarkes** and have to provide him burners, whatever that may cost. Friendly greetings, **S. Falk**.



Clark's heating Stove  
from 1896 FS&CO cat.

1895, 25 November: - Bk 1 -EL-, pp 296, 297:

(BF)

Dear **Thurnauer**,

..?.. Arranges trip to Nuremberg & Cannstadt (*for a Christmas break with Zerlina's family, the Pappenheimers*) ..?..

1895, 28 November: -Bk 1-German- pages 300, 301:

(HB; WJV).

Dear **Thurnauer**,

Deliver as soon as possible from **Martin Gölzow**,<sup>91</sup> Incandescent factory Berlin, centre, 2 pieces 1<sup>d</sup>, 1<sup>a</sup> transportable solid incandescent body at ½ each ? as per their advertisement in English papers. These are probably mantles as ? **Martin**; ..?.. **Gölzow** at the same time with burners with steatite and ½ and without ? zw 10<sup>00</sup> ? ..?.. [illegible text line] and announced to the public. At the same time

<sup>88</sup> McLean & Rigg, general Ironmonger in Melbourne, Australia; with an office in London, i.e. 118 Cannon Street.

<sup>89</sup> Probably of Horwitz & Saalfeld

<sup>90</sup> Samuel Clark, Park Street 30, Islington, London. Manufacturer of gas Stoves. See patent GB1893-No.18314.

<sup>91</sup> Martin Gölzow, 26 Seydelstrasse, Berlin. Manufacturer of gas mantle lamps and burners. 1895 TM: 'Cristal Glühlicht'



the **Meteor Gas Incandescent Company** makes an outcry as to be seen on the enclosed advertisement. It seems that they do this at this moment to find a public for shares. You don't give light to the matter and tell everybody that one has to wait until the end of December until you open your work. I think everything's a scam (simple unburned mantles) ..?.. ..?.. when possible see the same the **Meteor Co.** is in Berlin and makes bombs now. Can't you make a complete A or B burner and send it by post? It would be something wonderful, an **incandescent solid body** with no mantle required. Why have the shares of the **German Auer Company** dropped 7/37? Is it true that this company also ..?.. ..?.. the price of their burners? Please keep me informed. We are dealing with a large company, a/c 1800,- pounds in September, in October a/c 2800,- pounds for burners and mantles only. You might imagine what we would make in glass and fittings. Greetings, **S. Falk**.



1896, 14 January: -Bk 1 -EL- pages 314, 315:

(BF)

Messrs. **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. ...?

**S. Falk**.

1896, 16 January: -Bk 1 -EL- pp 316, 317:

(BF)

My dear **Mr. Moeller**,

I saw **Mr. Fonblanque**<sup>92</sup> a few days ago & he advised me to write you direct. I was in Vienna a few



Ditmar's kerosene mantle burner.

By Louis Poyet. (1846-1913).

this plan, would you assist me at least by supplying the mantles, provided Ditmar's place the sale of the lamps in my hand? I shall be pleased if you find time to drop me a line. Shall be in London till end of this month & then go to Berlin (Hotel Monopol). Perhaps I meet you there.

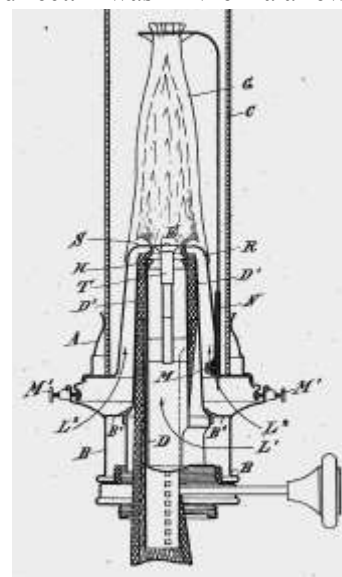
I also have now a chemically prepared glass chimney which so far meets the severest tests & as far as quality is concerned beats the **Jena** – the fact it did not break when even Jena broke. It costs about 45/- a gross. Whilst **Jena** costs almost as much. Would you like to test a few samples yourself?

Kind regards. Yours Truly, **S. Falk**.

weeks back & saw **Ditmar's**<sup>93</sup> new Petroleum Incandescent Lamp.<sup>94</sup> The Lamp strikes me to be good & of course 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**.

I should like to be in the affair, you know what I mean, ground floor & if possible should like to get the handling of the Lamp.

You will forgive me if address myself to you as an old friend so plainly.



You see I place myself unreservedly in your hands. If you think nothing of

1895. Ditmar's GB pat. Drawing of the same mantle burner.

<sup>92</sup> L.R. de Fonblanque. Secretary to "The Incandescent Gaslight Company, Ltd.", London (this was running 1897 the "Welsbach Incandescent Gaslight Co."). He then became co-director there)

<sup>93</sup> Firm R. Ditmar, Vienna. Manufacturer of Lamps, Burners, Stoves, etc.

<sup>94</sup> See: 'The Evolution of the Kerosene Mantle Burner. Second, fully edited and expanded edition. By A. Kaim. Page 61

1896, 17 March: -Bk1-German- pp 324, 325:

(AK).

Dear **Thurnauer**,

Have your copies of letters to **Holy**<sup>95</sup> and **Schneider** about **Perkeo**<sup>96</sup> lamps. We have agreed a **monopoly** on the sale of the Perkeo lamps with Holy. Young **Mr. Schneider**<sup>97</sup> does not keep to that agreement and still sells them in England. He must give up his stock of Perkeo lamps immediately. We have to drop that firm. Now no more purchase of Duplex lamps and burners. **Barraclough** has been charged ..?.. ..?.. Greetings, **S. Falk**.

**Note:** (as quoted by Brian Falk in 2006: "the letter **Schneider** wrote concerning **Holy & Bröckelmann**<sup>98</sup> was so impertinent that I will remember this firm for a long time!")



1896, 23 March: -Bk 1 -EL-, pp 326, 327:

(BF)

Dear **Thurnauer**,

I return **Schneider's** letter & my reply. If you answer anything simply say that you referred the whole matter to me. It is no use keeping up this correspondence. We know what we know & **Mr. Johannis** may try to appear as innocent as he likes, it alters nothing. We shall most probably drop him, whenever we can. Please write no to **Mr. Brokelmann** to send us at once samples of **Kosmos burners**, better quality, to replace Schneider.

(1)DG quality

6''' 10''' 14''' ligne here } no collars.

ditto with 5 <sup>3</sup>/<sub>8</sub>", 7 <sup>1</sup>/<sub>4</sub>", 9 <sup>1</sup>/<sub>4</sub>" better class shade ring collars extra.

I think this quality will do. We cannot pay **Schneider's** advance, as we get no advance.



1899 Brokelmann, German trade mark.

We want a fairly good quantity of their base for suspension lamps, but at the same **Brokelmann** may also send samples of a better quality shade, as long as the price is below **Schneider**.

Next please ask **Cassarh** whether he makes a <sup>3</sup>/<sub>4</sub>" & 1" **Slip Burner** similar in pattern to **Schneider** & let him send samples of various better qualities & lowest price. **Duplex** burners. Schneider is actually now cheaper than last year & in ..?.. he ask also no advance, in such goods where he thinks he has less opposition. 100 gross Duplex burners we already placed away from him whilst **Martin John Schneider**



1" Slip burner.

was running all over England to sell a few gross. When he found out he was wild & immediately reduced his price. But I have lost all faith in these people. They do not study us a bit & we shall not consider them in future. Kind regards, **S. Falk**.

1896, 31 March: -Bk 1 -German-, pp 328:

(HB, WvdV)

Dear **Thurnauer**,

Concerning **Schott & Gen. Jena**,<sup>99</sup> you seem to have been acting very cleverly again. You did know that this company has a **monopoly** here & yet you had to write that company has to be purchasing cheaper than you can.

Now you write that you don't want to let **Schott** know that the chimneys are for England.

I have to admit that the high diplomacy can take lessons from you. Now you can count on it that they will not deliver one piece to you, even when you mention they are for America.

According the balance, I have given **Louis**<sup>100</sup> the order to explain everything to you. He will leave Thursday.

Regards, **S. Falk**.

<sup>95</sup> Carl Holy, 23a Oranienstrasse, Berlin SO. Manufacturer of kerosene lamps and burners. Owner of the 1894 German Perkeo trade mark (DE TM1894-No.0001)

<sup>96</sup> See : Falk, Stadelmann & Co. 1896 catalogue, page.81, the 'Patent Luna Night Lamp'. This is the Perkeo of C. Holy

<sup>97</sup> Johannes Schneider. Son of Hugo Anton Schneider, the latter is the founder of the Firm and died in 1888

<sup>98</sup> Hr. Brokelmann from 'Brökelmann, Jager & Co.' of Neheim, Germany. Makers of, for example, Kosmos burners

<sup>99</sup> Schott & Genossen. Manufacturer of high quality chimneys. Established in 1884 by Otto Schott and others

<sup>100</sup> Louis Thurnauer. Bernard's younger brother, who worked for Falk, Stadelmann & Co. in London

1896, 02 April: -Bk 1 –German- pp 329, 330:

(BF, AK)

Mr. Robert Noa,<sup>101</sup> Berlin S.W.,

Have your letter from 31<sup>st</sup> last to hand & will come back to its content after the holidays. Regarding the typewriters, just want to tell your people that we have not yet managed to manipulate the machine properly. Enclosed



send you a sample how this write.

Concerning mantles system Dr. Knofler ..?.. the English patent ..?..

buyers ..?.. Further we must ..?.. that and 5% provision ..?.. ..?.. Regards, S. Falk.



1896, 13 April: -Bk1-German- pp 331:

(HB)

Mr. Robert Noa, Berlin SW,

Today I telegraphing you according to the attached copy & I am pleased to be able to inform you that I have found a serious buyer for Dr. Knofler's<sup>102</sup> patent & ready formed a company, which is currently with Auer in a court, but has enough recourses to buy your product.

The people are outstanding & the head director is a friend of mine. We try to travel next Thursday in the evening here to there with two of the directors and their chemists, if it is convenient for you & Dr. Knofler to see us on Saturday.

The people would like to see the manufacturing & if possible do business with you right away.

I am looking forward to your immediate response and greeting your Sincerely, S. Falk.

PS. Is Mr. Kindermann possible back then?



1896, 14 April: -Bk1-German- pp 332:

(HB; WJV).

Mr. Robert Noa, Berlin SW,

Your telegram to hand. It is now a fixed arrangement that two of the directors and their chemist will travel with me next Thursday evening via Vlissingen and will be with you on Saturday morning 9 o'clock.

If you wish so we can even meet at Friday night after we've arrived in Hotel Monopol in Berlin & then we can drive on early Saturday morning to Charlottenburg to Mr. Knofler.

The mantles that were sent were all too short. Please prepare as soon as possible some right mantles ..?.. delay before the gentlemen of course the whole procedure from A to Z ..?..

Under my ..?.. I ask you now for ..?.. discretion.

Please think about your conditions very carefully again. I believe the men are willing to pay 200,000 German Mark in cash & 25% of the profits in shares. For now though this option can be made for 1 or 2 months and prepared to pay a forfeit.

I tell you this in confidence and you cannot use this and show you have extra knowledge.

Hopefully Mr. Kindermann is also present. Sincerely, S. Falk.



1896, 14 April: -Bk 1 -EL- pp 334, 335:

(BF)

Dear Mr. Sheldrake,<sup>103</sup>

As already arranged I am ready to start with you next Thursday for Berlin to introduce you to the Patentees of the new incandescent mantles, but I think it only right that you should put before your Directors, that, in consideration of this introduction & my assistance in obtaining the most favourable terms for you, I would in the event of a successful issue require 1500 fully paid up shares in your Company allotted to me.

I would further reserve to myself the right of applying for another 1000 shares to be paid for at par.



I think your Directors will not find these terms unreasonable & if they see their way clear to accepting same I should like a letter to that effect as above & a suitable contract after our return.

It is off course understood that these conditions would only apply in case the matter is carried out successfully.

Awaiting your reply, Yours truly, S. Falk.



<sup>101</sup> Robert Noa. He is the companion of Dr. Oskar Knöfler (see next note)

<sup>102</sup> Dr. Oskar Knöfler, Englische Strasse 24, Charlottenburg near Berlin. Chemicus. See GB pat.1895-No.11038. He uses artificial silk from collodion previously mixed with suitable and appropriate oxide-mixtures salts or similar

<sup>103</sup> Most probably John Holmes Sheldrake, Gas Engineer, West Noorwood, London. From Elm Works

1896, 16 April: -Bk1-German- pp 336, 337:

(HB; WJV).

Messrs. **C.F. Kindermann & Co.**, Berlin,

As you might have heard from Mr. **Robert Noa**, I will come there with some gentleman next Saturday the 18<sup>th</sup> to negotiate on the purchase of **Dr. Knofler's patent** on mantles. I will introduce the same gentleman to you for the purpose of a larger settlement of your mantle burners.



I request that you reserve a 10% profit for our company on all business that you in future make



with these gentleman; when the goods are invoiced to us, meaning, that we take the risk from you, you must add 15% on your price and reserve this for us.

Since I will not have the time or the opportunity in Berlin to negotiate on this with you, I ask you to adopt these conditions and to confirm this to me at the **Monopol Hotel**.

1896, 24 April: -Bk 1-German- pp 346, 347: <sup>104</sup>

(HB; WJV).

Messrs. **C.F. Kindermann & Co.**, Berlin.

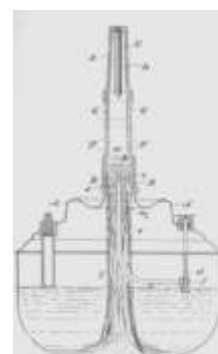
I am sorry to have to bother you again about your **Spirit Mantle Lamp**.

Can't you still send us a sample?

In the first week of May I have to present a big buyer with various spirit Lamps & I especially recommended your lamp, this is why he waits so long. Now he can't wait any longer & I hope that you can send me a sample next week, even when it is not completely finished off.

The extreme price of the Burner without mantle & chimney for a large contract is necessary to know, whether you do that, or send a sample complete with chimney. It would also be desirable to know whether you entrust me the sole sale for England and the approximate numbers that you expect.

Regards, **S. Falk**.



Kindermann's Spirit Mantle lamp. GB pat.1895-No.19032

1896, 24 April: -Bk 1-German- pp 347: <sup>105</sup>

(HB; WJV).

Messrs. **Horwitz & Saalfeld**, Berlin,

Please send us as soon as possible by mail 2 or 3 dozen samples of real Magnesia mantle rods ..?.. the which you showed us and offered them at 66 Pfennig per dozen. Greetings **S. Falk**.



1896, 24 April: -Bk1-German- pp 348, 349:

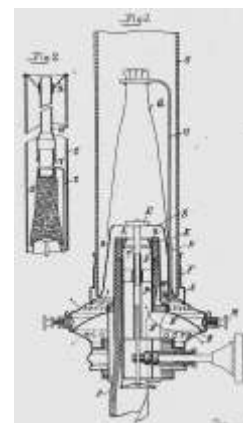
(HB; WJV).

**Mr. R. Ditmar**, <sup>106</sup> Vienna,

Your invoice of the 18<sup>th</sup> this month & Sample in hands. Unfortunately all four mantles arrived broken & the **English Auer mantles** are too small for the gallery. <sup>107</sup> Yet we've tried the burners with the current mantles in which



we made a slit, but we can't write about a positive result. The air was weak & you could smell the **spirit / alcohol** perhaps because the mantle wasn't perfect. We request you therefore to send us per post as soon as possible some mantles with a diamond-shape structure carefully packed. Also we ask you to tell us under which conditions you would be



willing to transfer to us the monopoly for England. The inevitable on this burner, we think, is that a special size mantle is necessary. And further we think your burner is very much alike a patent which is from the "**Neue Gas Glühlicht Gesellschaft**", Leipzigerstrasse,

1896. Ditmar. GB No.4486.

<sup>104</sup> German page 345 to Dr. Knofler is dated 26 April and will be placed where it belongs (see below)!

<sup>105</sup> This small letter to Horwitz & Saalfeld, is written right below the Kindermann letter at page 347

<sup>106</sup> Rudolf Ditmar, Wien. Manufacturer of Lamps and Burners.

<sup>107</sup> See: 'The Evolution of the Kerosene Mantle Burner. Second, fully edited and expanded edition. By A. Kaim. Chapter two



Berlin (**Helfft**), & which was recently sold to the current '**Meteor Company**'.<sup>108</sup> The burner is like yours with the lever and flame spreader and burns the spirit/alcohol directly without gassing, yet has a very long chimney & air supply from the outside. It might be advisable in your interest, when you inform yourself on this **Helfft's** patent.

We wait impatiently on your sample of your **petroleum burners** and we'd like to have your conditions on the monopoly in England as well. Sincerely **S. Falk**.

**PS** The lever of your lamp doesn't work light enough and breaks the mantles by lighting and extinguishing. An extinguisher would be advisable.

**1896, 24 April:** -Bk 1-German- pp 350:

(HB; WJV).

Dear **Mr. Helfft**,

**Ditmar's Spiritus Lamp** without vaporiser arrived today.

It looks to me as the same as your lamp, with lever, long cylinder, but good and nicely worked on. It either damages your patent or you his. Look at the picture.

Please tell me as soon as possible number and date of your **English patent** and then I will check the necessary for you. **His kerosene mantle lamp** I expect to arrive in approx. 8 days.

Friendly greetings, in a hurry, **S. Falk**.

**1896, 26 April:** -Bk1-German- pp 345:

(HB; WJV).

Herr **Dr. Knofler**, Berlin,

It might be interest you to read the literal text of the judgment of the local judges & I send you such separately by mail. In my view this judgment gives the **Auer Company** the sole **monopoly** on the use of rare earths for incandescent mantles, no matter how it is used & if this judgment is affirmed then I fear that your patent cannot be worked here either.

The local judge fully complies with **Auer** & will now wait for the result of an appeal, which will take about 2-3 months. I do like to hear your view on this decision. Sincerely, **S. Falk**.



**1896, 05 May:** -Bk 1 -EL- page 352 (T): ('T', a letter written with a Type machine)

(BF)

**Editor Pall Mall Gazette,**

Sir:- The article in Friday evening's issue of your valuable paper upon the enquiry of a select Committee of the **House of Commons** on the uses & **abuses of Petroleum** has given a very one sided view of the matter, & cannot be passed over without comment by one as equally interested as "A Trade Authority" would appear to be. Your correspondents chief complaint is, that were the flash point raised to 100 degrees Fahrenheit (= 37.8 °C...AK) (**Abel's test**) the British Public might have to pay one penny per gallon more for the oil consumed.



Respecting flash point, "A Trade Authority" doubts if petroleum can be obtained in sufficient quantities over 100 degrees.

For general use in lamps I would recommend a standard of 90 to 100 degrees (32.2 to 37.8 °C) as fully meeting all requirements, but perhaps the same "Authority" can inform us why, in the **United States**, the law does not permit oil at a flash point of 73 degrees (22.8 °C) , & why in some of the States the standard is as high even as 100 degrees **Abel's test**.

Surely if the Americans protect themselves with a higher flash point, they cannot complain if a similar quality should be demanded in this country.

**Russian oil** has a flash point of about 85 degrees (29.4 °C) , whilst American oil at about equal price will flash at 73 to 75 degrees (22.8 to 23,9 °C) .

Now to raise the flash point of **American oil** to 85 degrees, I believe would not cost the consumers of this country one farthing, because no doubt **American oil** would have to compete with **Russian oil** at the same price & at the same standard. To raise the flash point to 95 degrees (35 °C) might possibly increase the price of oil one halfpenny to one penny per gallon, but no doubt the £500,000 which your correspondent is fearful will be taken from the British Public's pocket, would affect the American oil monopoly far more, hence the present vigorous protest.

The philanthropic idea of "**Trade Authority**" saving the Consumers of this country one penny per gallon, has not always marked the acts of the American oil Interest - these charitable feelings were not characteristic of their action some twelve month ago,- at a time Stocks were low, - when the price was

<sup>108</sup> Continental Gasgluhlicht Gesellschaft AG "METEOR", before: Kroll, Berger & Co. Connected to this is Paul Lucas.

run up to such an extent that the consumer was mulct to the tune of about a million pounds sterling into the pocket of the American oil monopoly.

The notion that the question of safety is entirely of a lamp one (which your article insinuates) the evidence of **Experts** now before the **Parliamentary Committee** will disabuse. Any legislation which prescribes alterations in existing lamps or burners will only tend to make the commodity dearer, - a fact which will deter more people from buying lamps than the slightly raised price of oil.

This should be borne in mind by the Petroleum trade, as it will be hardly necessary to point out that the fewer lamps in use, the less oil will be required.

Lamps always have been & ever will be of a decorative as well as or a useful nature, & there are millions of pretty china, fancy glass & metal lamps nightly in use which are perfectly safe in the hands of any one, **except a drunken maniac**.

That real lamp accidents are a frequent occurrence is wholly imaginary, & in all justice I appeal to your paper, which has always been credited for all its fairness and accuracy, to refrain from the oft recurring headlines "**Another Lamp Accident**" or "**The Dangers of The Lamp**" etc - whether it be an accident (?) or refers to a **Benzoline spirit lamp** or "**costers flarer**". As an instance I quote your issue of April 29<sup>th</sup>. where a case is reported of an old lady having over-turned a lamp in her sleep. Would not the result have been equally disastrous had it been caused by a candle, & would it then have been called "**The Dangers of Candles**"?



The lamp trade, which is one of considerable importance, has of late suffered almost irretrievable injury from these glaring headings --- penned no doubt in ignorance, but nevertheless damning in their effect.

I do not wish to encroach too much upon your valuable space, or I could give you dozens of instances, which have come under my notice, where accidents have invariably been described in the press as the out-come of dangerous lamps, when they were simply the **consequence of carelessness, drunkenness or negligence**, causes which no legislation in the world can possibly remedy.

In fairness to both users & manufacturers, when a lamp accident does occur let it be called such, but until a genuine case has happened which **proves the lamp** to be at fault, let it be called the act of careless or drunken people, & not confounded with the vagaries of **a well constructed lamp**.

Trusting to your well known courtesy to give equal prominence to this as to the article referred to.

I remain, Your obedient Servant, **Fair Play**.

P.S. I enclose my card but not for publication. **S. Falk**.

1896, 12 May: -Bk 1 -EL- pp 356:

(BF)

Dear **Mr. Reddich**,

Your kind note to hand. Please accept once more my sincere thanks for all kindness & attention. I had a very fine journey home & can assume that the few pleasant hours I spent in your company will ever be gratefully remembered by me. You must please give me an early chance to reciprocate myself in London, although I am afraid I shall not be able to treat you with such an exhibition of talent as you treated me. As to **Mr. Raphael** he offers the identical chimney but he cannot claim a patent for it, nor, am I afraid, could you.

Re. Chimneys: I am told the rose Chimney will arrive in Dublin in about 8-10 days. Those 6 dozen received with red ..?.. Friedman wishes you to try.

As to **Spirit (mantle..AK)** Lamps, I am afraid they will be a failure & we are chary to take one up at all.

I would advise you to run the one the English Company has taken up (??**Printik's** make).

In a few days I am promised a **Petroleum (mantle..AK)**

lamp.<sup>109</sup> I have not yet received your official order for Globes etc. Did you give it to **Mr. Boileau**?<sup>110</sup>

Please give my kind regards to **Mr. Buchanan** when you see him & I hope he will soon be in good health. With best regards to yourself & **Mr. Hayran**, I remain, Yours sincerely, **S. Falk**.

**PS**. Could you tell me the cost of strengthening the burned off mantles by dipping them in **Collodion**. I believe I have a better method, which does not clash with the **Rawson's Patent**.

COLORED CHIMNEYS.			
20-LINE VERITAS, Italy	...	...	36/ per doz
30 " " " "	...	...	48/ " "
<b>DUPLEX</b> , Italy	...	Best English	21/ " "
" " " "	Blue, Green, or Amber	Do.	15/ " "
" " " "	Straw or Blue Opalescent	Do.	15/ " "
6-LINE EGEMOR, Dark Ruby, Tin. long	...	...	10/ " "
10 " " " "	...	...	14/ " "

<sup>109</sup> Salomon alludes here to the ordered kerosene mantle burner from Ditmar (see page 348, 349 of April 24<sup>th</sup>, 1896).

<sup>110</sup> FS&Co's main Irish representative

1896, 13 May: -Bk 1 -EL- pp 359:

(BF)

Messrs. Stadelmann & Co., Nuremberg,

Gentlemen, at the Director's meeting today it was decided to pay off the remainder of your Debenture & we have pleasure in enclosing a cheque for £3,000 -, in full discharge. Please return to us your certificates & send receipt in full.



Your truly, **S. Falk**, Managing Director of '**Falk, Stadelmann & Co., Ltd.**'

*(This records the date when FS&Co ceased to be a financial subsidiary tied to 'J. Stadelmann & Co.' and became a separate entity in its own right. It had taken nine years).*

1896, 19 May: -Bk 1 -EL- page 361, 362:

(BF)

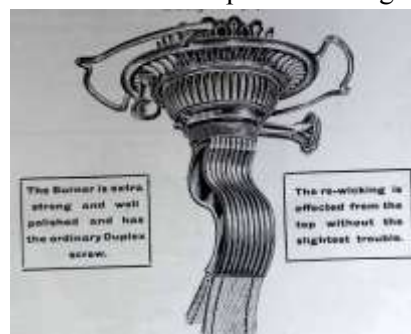
My dear **Kiesow**,

Yours of the 19<sup>th</sup> to hand, but I am very sorry I am so short of time, that I cannot enter into all the details by letter. Such matters require discussing & if **Mr. Robert** will give me a call I shall be very pleased to answer your points in detail. In my pamphlet I simply contend that Legislation as regards



lamps is almost impossible. It cannot be carried out & it will in my opinion ruin English Export Trade. I simply suggest the Maximum, I for one would admit as capable of being adopted, I say distinctly that I lay no value whatever upon it as regards preventing of accidents & if even

the few points I admit I say must inevitably harass & injure our trade. I do not propose to frame Acts of Parliament, but no doubt glass founts can be made heavier stouter in proportion to their capacity & it would not be a misfortune if Bayonet catches would be interdicted. With proper inspection both could be carried out, whether accidents would be prevented thereby, I question. I am convinced that our only solution is 'safer oil' & I think it will come to this. To interfere with the construction of Lamps by Acts of Parliament is in my opinion & with all due deference to **Spencer & Kiesow's Safety Lamp** the wrong end of the stick. With kind regards, Yours very truly, **S. Falk**.



1896, 20 May: -Bk 1-German- pp 360:

(HB; WJV).

Dear **Mr. Helfft**,

Please tell me as soon as possible what **Zapon**<sup>111</sup> is. We can't find out what you mean and it seems unknown here, such a chemical product. Hoping that you arrived safe and sound in Berlin, I greet you, Your **S. Falk**.

1896, 22 May: -Bk 1-German- pp 365:

(HB; WJV).

Dear **Mr. Doctor**,<sup>112</sup>

Attached I send you the **English patent** of which you made a suggestion. As I heard it, the **Ditmar** people didn't know of this patent and its claim and were only made aware of it through your advisor **Mr. Bousfield**. How far this patent anticipates yours I cannot judge until I have **Mr. Bousfield's** address or permission. I hope you had a good journey and that London pleased you so good that you will return soon. With friendly greetings, yours **S. Falk**.

1896, 09 June: -Bk1-German- pp 380:

(HB; WJV).

**Mr. Dr. Knofler**, Berlin,

**Mr. Sheldrake**<sup>113</sup> is wondering today whether & why an official? opinion is not given yet. You did tell me that this would be done in a couple of days.

Attached you will find information on the **R.H. Incandescent Company**, which is not very inspiring. I have nothing positive on this company, which seems to be a stock market maneuver. On this ground, **Mr. Ross** ..?.. ..?.. couldn't bring up than that he is an **American**. Nothing is known about his means. Sincerely, **S. Falk**.

<sup>111</sup> German brand name for a cellulose nitrate varnish in an amyl acetate solvent mixture. Zapon lacquer was originally sold, and still is, as a varnish for polished non ferro metals parts

<sup>112</sup> Would this be **Dr. Knofler**?? or **Mr. Helfft**??? Shortly before, the latter visited Salomon and travelled back to Germany

<sup>113</sup> John H. Sheldrake. Co-director of 'DeMare Incandescent Gaslight System, Ltd.' (existed from 1895 till 1902)

1896, 17 June: -Bk1-German- pp 381, 382:

(HB; WJV).

**Mr. Carl Karfunkelstein,**<sup>114</sup> Berlin,

Your letter of the 11<sup>th</sup> this month to hand. Frankly I cannot advise you to open a branch here. I can hardly believe you can cover your costs with that. A young person cannot live here on less than 2 to 3 Pounds per week. A place would cost you, as humble as can be, 30 Pounds per year & a young worker 6/- per week.

Therefore you can't calculate under 200 Pounds. I can hardly believe that a new company can make so much money in a starting business. The work place should also not be too remote or too high up, otherwise your buyers won't show up. To carry your samples around is not good, horse and carriage are necessary to show such. In my opinion a branch or shop would only have a purpose if you can fabricate here as well. There are many small workers in your line of business which work for retailers directly & deliver in 1-2 days what has been ordered for. To my experience there is always red in stock when they ask for yellow. It will be much cheaper for you from time to time to bring a good collection over here or to send a travelling salesman. Even for an Agency I think your product is too much in volume & too much to handle. Showing the samples and delivering the goods will cost him more than he can earn commission. I have given my view open and honestly, Sincerely **S. Falk**.



Paper shade.

1896, 22 June: -Bk 1 -EL- pp 383, 384:

(BF)

**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."

1896, 01 July: -Bk 1 -EL- pp 389, 390 (T):

(BF)

**The Secretary of the Petroleum Association,** Bishopsgate Street E.C.

Dear Sir,

I shall feel obliged if you will kindly inform the Clerk of the Select Committee of the House of Commons on Petroleum that I have obtained some figures of the official German Statistical Office, which will no doubt prove that it is not correct to assume that there are fewer accidents from Petroleum Lamps in Germany than in this country. I enclose a rough translation which appeared in June 6<sup>th</sup> 1896 in the official ..?.. cor-res-ponding No. 21/XXII which is the latest issue. I beg to mention that the German Statistical Office is very much in arrears & the figures for 1888 to 1891 are their latest. Yours truly, **S. Falk**.



#### Addendum

During the years 1888, 1890 and 1891 the following fires, caused by petroleum, occurred in Berlin:

- 409 through explosions of Petroleum (almost solely lamps);
- 2 by Petroleum in Lamps catching fire;
- 10 by lighting fires with Petroleum;
- 35 through careless handling of lamps;
- 29 through careless handling of Petroleum Cookers;
- 616 through upsetting of Table Lamp or falling down of Hanging Lamps;
- 1332 through carelessness in lighting fires with burning Petroleum Lamps & through other causes;

Total 2433 fires in Berlin or 25.5% of the total fires from all causes in Berlin during 3 years.

The total fires in other large towns in Germany during the same period were 3513 (or 21.8% of the total fires) caused through Petroleum & in small towns 580 fires or 7.9% of the total fires.

The percentages in villages only 1.9% (422 cases) but it must be considerate that there may have been many small fires with insignificant damage which were not reported. It is believe that the population in villages and small towns are more careful with lamps than people in large cities where they rely on the Fire Brigade.



<sup>114</sup> Carl Karfunkelstein, Ritterstrasse 100, Berlin. Manufacturer of lighting fixtures and paper shades. In 1902 maker of 'Eatna' soldering irons



1896, 08 July: -Bk1-German- pp 393, 394:

(HB; WJV).

Dear **Mr. Kindermann**,

In response to your appreciated letter dated July 2<sup>nd</sup>, I would like to inform you that **Mr. Sheldrake** has now written directly to **Mr. Dr. Knofler** & in the enclosed I send you the copies of the views of **Dr. Hehner**<sup>115</sup> & **D.C. Bousfield**.<sup>116</sup> I don't value either much. In any case you can be sure that you can't count anymore on '**DeMare Company**', after it has lost in the second instance. Probably the company will dissolve, but perhaps they will try a third time. I have now presented the **Knofler patent** to another company, the '**New Incandescent Gaslight Company**'<sup>117</sup> (**Sunlight Patent**) & they have already declared to buy & fight out the patent. Their director (a **Mr. Morris**) will travel in 10 days to Berlin & I have given him your address & will give you more information in the course of next week. That company won their process with **Auer** & therefore had to transfer significantly more shares. However, their light is of no use, which is why they reflect on your patent. In regards to the **Taxameters**<sup>118</sup> I have spoken to **Mr. Mark** & also to **Mr. von Prag** & I assume that you have heard of the gentlemen in the meantime. If not, please write me again. Kind regards, Yours **S. Falk**.



1896, 30 November: -Bk 1-German- pp 415, 416:

(HB; WJV).

Dear **Mr. Helfft**,

I've your appreciated letter of the 24<sup>th</sup> to hand. Until now I have heard nothing more on the **asphalt business**. Of course it will be so that if there is something to gain from this you will participate in my profit. It's not lost yet. The **Meteor Company** is, as you well noticed, in its last doings and **Mr.**

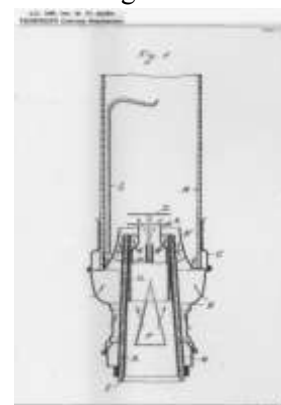


Meteor mantle lamp.

**Commissioner Rath** has had not much profit from it. The **Auer Company** probably will have to pay their own expenses. Whatever happens to **Auer** in Germany it will not influence here, even if **Auer** loses in Germany there is no more profit for anybody.

The **Berlin Meteor Company**<sup>119</sup> seems to bring to the public a kerosene mantle burner, improved à la **Ditmar**. Do you know more? **Spiel** has the same burner and wants to sell them to the **Auer Company**. The one has copied the other and both **Ditmar**. It's the question who has filed the patent first. Can you possibly tell me something on this?

With friendly greetings, **S. Falk**.



'Meteor', mantle burner patent. GB1896-No.24083 of Paul Lucas.

(Note: we now know that the burner patented by Ditmar is technically different from the Meteor burner invented by Paul Lucas. The same goes for the Spiel burner which was technically different from both...AK).

1896, 08 December: -Bk 1 -EL- pp 417, 418:

(BF)

Dear **Gery**,

I saw **Dr. Hehner** & arranged to meet us at 37 Chancery Lane (= the Patent Office..AK) tomorrow at 4 pm. He says all the opinions already given are based on the Patent Specification only (Paper), not on practical tests.

It is important to know the dates of the opinions & to find out whether mantles can really be made in accordance with the specification. If so, he considers the patent good, but he admits he never saw **Scandium** nor **Thorium** which is free from **Cerium**. Unless pure Thorium (i.e. free of Cerium)



<sup>115</sup> Dr. Otto Hehner. Witness expert for the Defendants. See May 1896 'The Incandescent Gaslight Co. Ltd.' versus the 'DeMare Gaslight System Ltd.' and others

<sup>116</sup> Q.C. Bousfield. Co-director of 'The Incandescent Gaslight Company, Ltd.' (i.e. Welsbach- or Auer Company). See May 1896 'The Incandescent Gaslight Company, Ltd.' versus the 'DeMare Gaslight System Ltd.' and others

<sup>117</sup> Later also known as: New Sunlight Incandescent Company, Ltd.; 33 & 34 Shoe Lane, London E.C.

<sup>118</sup> A Taxameter (later Taximeter) automatically measures the distance traveled and the price payable for rental carriages

<sup>119</sup> See: 'The Evolution of the Kerosene Mantle Burner. Second, fully edited and expanded edition, By A. Kaim. Chapter two

can be obtained, they would infringe **Welsbach**. To test these rare earths & find out whether mantles composed of them are any good, would take him a couple of days & may cost **20 guineas**. Shall we spend so much? For the present Hehner can see what there is to see & if we don't want him to make tests it will be only a question of a few guineas. **S. Falk**.

**1896, 14 December:** -Bk 1-German- pp 421, 422:

(HB; WJV).

My dear **Mr. Willy**,<sup>120</sup>

Your letter of the 11<sup>th</sup> of this month to hand. It is all right that **Spiel** sold his **English Patent** to the



Willy Schwintzer.

local **Auer Company**, even if not quite for 1 million Mark. The 200 burners which he wants from you will only serve as samples. If these meet all requirements, the company would place a large order on it & I was promised such from the start.



**Mr. Spiel** owes it very much to my personal influence in the local company that they bought the patent in the first place & the company relies particularly on us, the biggest customers, the burners ..?.. next season with our customers ..?.. . The president & secretary of the **Auer Company** are old friends of mine. That way I have the best chance to get the order of these burners. Make therefore the price of those 200 example burners in a way I can offer them at the same price to the **Auer Company** as you did towards **Spiel**, meaning calculate a 10% profit for us in your price. Calculate the burners as you can in deliveries of 10.000 or 20.000 pieces plus 10% and calculate the first set-up costs separately.



Do not count on it, when **Spiel** tells you about large orders and let yourself be paid separately for the first costs as well. It will take a lot of effort to persuade the Company not to have the burners made in England, after they have had the trouble making the samples, because people want their names on the burner, but not 'made in Germany'. Greetings, Yours **S. Falk**.

**1896, 22 December:** Bk 1-EL, pp 431,432:

(BF)

The **Superintendent of Police**, Kings Cross Road.

Sir,

We have reason to believe that **our Warehouse** has been found open during the night on several occasions during the last nine months, without our Watchman having informed us. As there has been some dishonesty going on in our Warehouse during that period, we shall feel greatly obliged to you if you will kindly inform us, addressed private, whether during the last 9 months our **Watchman Bown** has been called during the night to lock our doors, particularly those of **No. 83 Farringdon Road**. At the same time we shall feel obliged if you will kindly instruct your men to particularly watch our Warehouse in **Farringdon Road & Onslow Street** over the Xmas Holidays from the evening of the 24<sup>th</sup> inst. to the morning of the 28<sup>th</sup> inst, during which time nobody will be at work there.

Thanking you in anticipation,

we remain Yours obediently **S. Falk**, Managing Director of 'Falk Stadelmann & Co., Ltd.'



Onslow Street.  
Photo Google Earth.

<sup>120</sup> Willy Schwintzer, son of Carl Schwintzer. The latter, in 1864 co-founder and co-director of the firm 'Schwintzer & Graff'. This he was until 1899. In 1900 he retired and Willy took over his job. In 1888 Richard Muller became co-director as successor of Wilhelm Graff. Willy Schwintzer did an internship at FS&Co for some time

1896, 23 December: -Bk1-German- pp 435, 436:

(HB; WJV).

Mr. Robert Noa, Berlin.

Your letter to hand. It's a pity that you were unable to send the correct mantles to the **Sunlight Company**. These people want to try out **during Christmas**, because the trial versions that you left them didn't make up to their standards. Mr. Sheldrake told me, that your burned mantles didn't have a firm coherency and were very ashy. Please send therefore correct samples as soon as possible, also, as discussed, a little more reddish than **Auer's light**. In regards to **DeMare**, Mr. Sheldrake told that the English patent will not had to be under £500, less than 10%.



Mr. Tiano told him that he did not consider it worth the trouble to do anything under this sum. The **Sunlight Company** therefore intends to buy the patent only, if they decide to finally take over your patent. In that case there will be a deduction of £250 of your sum & the rest will be on the expense of the **Sunlight Company**.

For your remarks on **Scandium** I am grateful to you & it would oblige me if you could deliver me the **Auer patent** written on 23<sup>rd</sup> September 1885.<sup>121</sup> By thanking you for this in advance I greet you with the best wishes for the upcoming festivities. Regards, S. Falk.

1896, 28 December: -Bk1-German- pp 437, 438:

(HB; WJV).

Dear Mr. Noa,

Your writing of the 23<sup>rd</sup> this month came to hand today as a result of the holidays. In regards to the Taxameter I am ready to accept your proposal & to support Mr. Larsen. I am therefore looking forward to the visit of this gentleman.

The letter of Mr. Kindermann came at the same time as yours & I see no cause to answer this



one separately. Please tell Mr. Kindermann that it has absolutely no sense to start negotiations again from the beginning with the **Sunlight Company**. So at least as far as I am concerned, I do rather resign from the whole thing. These people were already



in & of themselves to **Robinson** ..?.. of about £10.000 to contest your patent here & without any risk. Costs to yourself; all you risk is wait twelve months. If you don't go along with the agreed arrangement, then you'll have to wait longer, without going any further. When you think, that in 2 years the 1885 patent from Auer expires & you by then can manufacture every mantle, so I think the deal with the **Sunlight Company** is to your advantage.

**Kindermann** seems to have a very easy time finding people who buy bonds from him for £1500.

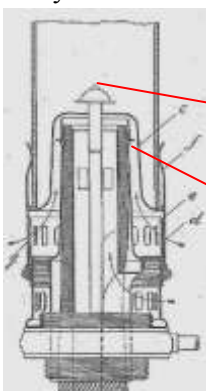
Obviously ..?.. I would ..?.. to go to the **Sunlight** & say to the ..?.. that after all the negotiations you have other ..?.. want to do. I am firmly convinced that it was also not ..?.. your taste. Yours sincerely, S. Falk.

1896, 30 December: -Bk1-German- pp 441, 442:

(HB; WJV).

My dear Willy,

Your letter to hand. I am very sorry that you could not come to an agreement with **Spiel**. It is possible that you & us are missing out on a big business because of this. The burner is made after



the **Ditmar** one, that is **Spiel** has even with **Ditmar's** burner made tests and his samples are **Ditmar** products, with some small changes. These *small improvements* were patented by **Spiel** & without these,

Ditmar's burners are worth nothing. The Ditmar burner on its own is a simple kerosene burner & cannot be a legal patent. I can

absolutely not see what kind of patent **Ditmar** can claim on this part.

<sup>122</sup> It might only be the use of his burner as a mantle burner that he can patent, ..?.. but not fulfill this purpose, so also this patent is doubtful. The whole story to produce a kerosene burner which produces a blue flame or incandescent light, is wild speculation.

**Spiel** on the contrary has patented the vaporizer & and air regulation by lifting a vertical movable cap & both seems to be true. I am seeing Mr.



Spiel's mantle burner lamp.

GB1896-No.22827

<sup>121</sup> See also GB patent 1886-No.9806 on name of C.A. von Welsbach. This is the English version. Salomon actually ask for the same, but German version, from 1885

<sup>122</sup> See: "The Evolution of the Kerosene Mantle Burner. Second, fully edited and expanded edition, By A. Kaim. Chapter two.



**Moeller (Auer Company)** today & expect the people before long. If, of course, **Mr. Spiel** wants us ..?.. and you want us to cancel, then this is not for you.

In any case, the local **Auer Company** has taken up the matter & already paid Spiel **20.000 Mark** in cash & will run the burner, patent or not. It would therefore be very unfortunate if this business will be lost by us. Greetings, Yours **S. Falk**. Happy New Year!

**1896, 31 December:** -Bk1-German- pp 443:

(HB; WJV).

Dear **Mr. Noa**,

Yesterday **Mr. Larsen** was with me & it becomes necessary to trust him with your **Taxameter** if you wish that he can accomplish something with it. Also **Mr. Larsen** seems to me a respectable man & your taxameter is useless at the moment. In this case, I ask you to give your consent to deliver the taximeter to **Mr. Larsen** immediately. Yours, **S. Falk**.

**1897, 02 January:** -Bk1-German- pp 449, 450:

(HB; WJV).

Dear **Mr. Noa**,

Your telegram arrived in time to talk to **Mr. Sheldrake** and **Dr. Hehner** to leave for Berlin this evening. You already know the reason for this trip from a letter from Mr. Sheldrake that you received this morning.



The **Sunlight Company** has made huge costs again & got new reports, which all agree that a trial can really wait when you use **Oxalate & Dr. Hehner** will try to convince you now on this. This all will be useless though if you start all over again with negotiations. Neither **Dr. Hehner** nor **Mr. Sheldrake** has some kind of authority to do so ..?.. & do you have to either ..?.. already agreed terms ..?.. or all things fall ..?.. you, **Mr. Noa**, have been ..?.. representative of **Dr. Knofler** ..?.. **Kindermann** been here ..?..

Participants should either ..?.. they enter into afterwards or ..?.. let them come here one day. I can only stick to you & I can give you the firm assurance that I will have nothing more to do with this matter if it is to start all over again. I am also firmly convinced that **Mr. Dr. Knofler**, when you explain the matter to him, fully agrees with it & approves of what you have arranged as his associate (we are not children after all). He writes to me as if our mutual friend, **Mr. Kindermann**, wanted to be a little too clever & advise you to send **Mr. Kindermann** to London in the future to make arrangements. Kindest regards, **S. Falk**.

**1897, 10 March:** -Bk 4 -EL- pp 79 (T): (BF)

..?.. notice of Meeting to increase capital to £100,000 by creation of 4,000 new 5% cumulative preference shares of £10 each.



**1897, 20 March:** -Bk 1-German- pp 453, 454:

(HB; WJV).

**Messrs. Schülke Brandholdt & Co.** Berlin,

Referring to my telegram of yesterday & your answer, I have the pleasure handing over to you the customer waiver of further commission claims.

As you see we came through with a payment of £100 & even if we can under no circumstances digress his claim on 2/3 % alleged by you on the cut provision, at least we have drawn a line & averted an uncomfortable lawsuit with you. The man has of course waited silently for a year & only then started. Now we at least know what we hold on to. In regards to the 2/3 % provision ..?.. nor I nor Mr. ..?.. & I wanted that this simply ..?.. of "thin air" is, by this point did not endanger the main cause. He claims you have cut him 2/3 % on his provision in the year 1896 by your own decision & without his permission. We cannot fight nor admit this, so I sent you the telegram with the question to send proof. If you have indisputable evidence in your hands he will not get any penny & you can count on a lawsuit. Should you have proof, but ..?.. be very clear, then I recommend you to leave the case to me. He has already offered me to be satisfied with a further £50, but I am certain that he will also accept £20 and will advise against ..?.. [rest of text illegible]. **S. Falk**.



1896 German advertisement.



1897, 07 April: -Bk 1-German- pp 461, 462:

(HB; WJV).

Dear **Mr. Kindermann**,

Your letter of the 5<sup>th</sup> of this month to **L. Thurnauer** & answer that the **Sunlight Company** is currently trying out your & other burners & have not yet placed an order.

In any case you will given the preference.

Be assured, I will not turn my eye away from it. At the moment the mantles fail & **Sheldrake** is afraid to give a great order on a burner until he get the right mantle & can be delivered.

As far as Director's position is concerned, you have still a good while. You will not credited any shares until the possible trial has



been won & before these shares have been transferred to your name, I hardly believe that the **Sunlight Company** will grant a Director's position, since every director must

have a qualification in shares according to the company's article of association.

For now, in my opinion, the main thing is: 1<sup>st</sup> good mantles; 2<sup>nd</sup> the trial.

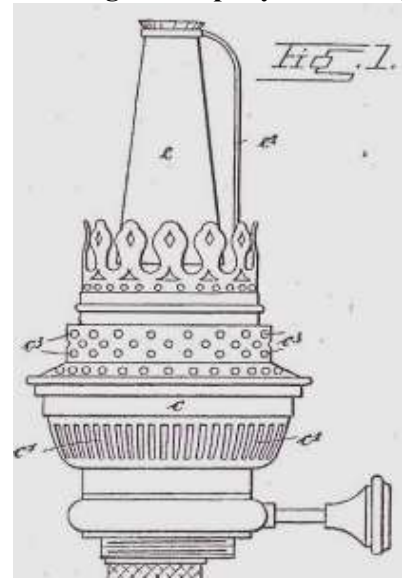
So far the Sunlight Company has only bought the right to challenge your patent here at its own expense.

Only after this trial is won, the trade is complete & I am therefore happy to represent your interests here as Director. Do not want to do this before.

Since my company might also have the sale of your mantles etc., it is questionable whether I can accept a director's position at all.

Director's meetings are usually held once a week & director reimbursement is likely to be £100 per annum.

More details will be obtained on the latter point. Greetings, **S. Falk**.



1898. Kindermann's kerosene mantle burner. Swiss pat. No.17815.

1897, 12 April: -Bk 1 -EL- pp 463, 464:

(BF)

Dear **Mr. de Fonblanque**,<sup>123</sup>

At our last interview I was not aware of your circular letter, dated April 9<sup>th</sup>, which reached us the day following our interview.



If we buy mantles from you at 10/- a dozen netto & have to sell at 12/- a dozen less 12½%, we are still worse off than we have hitherto.

I therefore hope that your process will be 11/- less the usual 5% on settlement.

In that case I think your wholesale agents will all be pleased to sell at 12/- a dozen.

But 2½% will of course always be allowed by us on settlement. Some houses steal a march by allowing 5% on settlement & on mantles generally, but on the house monthly or quarterly account in which mantles are included.

As regards **Jena Crystal**? chimneys.

I beg to mention, that it will not pay any wholesale house to stock or handle glass on such a close margin. Considering the heavy breakage in original cases, do you not think a difference should be made ..?..

I for instance we buy 6 dozen loose or place an order for say 50 cases the season for direct delivery with [sic] from you, if we get the special price **Mr. Moeller** mentioned to me (10% added to your cost).

I noted of course that our selling price in future will have to be 6d each less 20% & 2½%. **S. Falk**.



Crystal Slip chimneys.

<sup>123</sup> L.R. de Fonblanque, secretary of "The Incandescent Gaslight Company, Ltd.", London (in 1897 the "Welsbach Incandescent Gaslight Co., Ltd."). He became Co-director of the latter company)

1897, 24 April: -Bk 1-German- pp 465, 466, 467, 468:  
Dear **Mr. Graetz**,<sup>124</sup>

(HB; WJV).



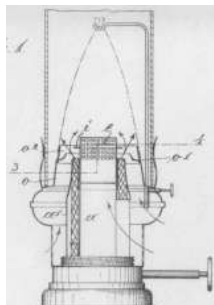
Director Max Graetz.

I have sent you a telegram today whether you would like to come to London at the beginning of next week & I expect your answer here on Monday morning. I put your burner namely in front of **Mr. Moeller**, who is an old personal friend of mine, to give the **Auer Company** the first chance. The same has been experimenting for a long



1887. E&G. Lausitzerstrasse 31, Berlin.

time to construct a flawless burner. They have given up **Spiel. Moeller** himself applied for various

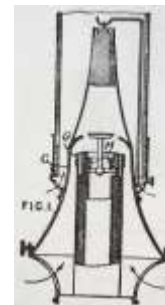


1897. Graetz pat.

patents on **kerosene** mantle burners,<sup>125</sup> which is very easy here. What these patents are worth needs [investigation ..AK] ..?.. [What he said about it ..AK] I do not remember, I only notice this, so that you will know about it.

The burner constructed by **Moeller** differs from yours &, as far as I have noticed, yours is better, that is, without any noise, while his is whizzing.

I also have to tell you that the **Auer Company** tended to manufacture their burners here themselves in order to avoid 'made in Germany'. I have now had long meetings with



1897. Moeller pat.

**Moeller &** have convinced him that you can manufacture his

burner better than he can. He's also not against buying your patent to make his own stronger. I noticed £1000 cash as a purchase sum. It doesn't matter whether you are to manufacture his burner or yours for the **Auer Company**, perhaps it will be yours with a few modifications. In any case **Moeller** would like you to come here personally for a few days & would prefer Tuesday, Wednesday at the latest, as he has to leave next Friday, but might then travel with you directly to Berlin. This is such big business that you should definitely come here yourself. But ..?.. be able to tell **Moeller** ..?.. the burner will cost so & so much per dozen. In any case, you can be sure that I will not chase you down to **London** like that, since I know your dislike of the **Londoners**. If you can come one day, **Moeller** will come with you to Berlin. Here I want to tell you two things in **confidence** that you are not allowed to make use of. 1: **Moeller** is personally not on good terms with director **Krüger**,<sup>126</sup> so please do not let Berlin know about the matter for the time being. 2: **Moeller** wants nothing to do with **Lotz** in this matter. Don't think that I want to deprive your **Lotz** of his commission, on the contrary, you can assure him of his commission ..?.. **Moeller** doesn't mind if you don't know about it. **Lotz** should take his commission & stay out of this matter. **Moeller** told me clearly that when he visited you ..?.. when **Lotz** had treated him so unkindly, ..?.. ..?..

[**Heinz Baumann**: the text that follows is largely illegible, but the fragmentary sentences and individual words seem to relate first to the personal differences between **Moeller** and **Lotz**, followed by some business advice to **Graetz** in regard to pricing of the burner and the Provision and ends with some suggestions for staying in London]. **S. Falk**.

(The above letter represents the start of a 40-year collaboration between 'Falk, Stadelmann & Co., Ltd, London' and 'Ehrich & Graetz, Berlin' ..AK).

<sup>124</sup> Max Graetz, managing director of 'Ehrich & Graetz', Lausitzerstrasse 31, Berlin. Manufacturer of lamps and burners but also the inventor of the 'Era' incandescent kerosene mantle burner. In 1899 moved to the Elsenstrasse in Berlin, Treptow.

<sup>125</sup> Julius Moeller, managing director of the "The Incandescent Gaslight Company, Ltd.", London. On March 9th 1897, he applied for his first mantle burner patent, i.e. GB1897- No.6159.

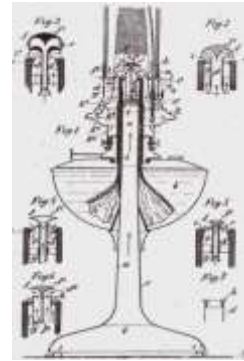
<sup>126</sup> J. Krüger, director of the 'Deutsche Gasglühlicht A.G.', i.e. the German 'Welsbach Company' i.e. 'Auer Company'

1897, 08 May: -Bk 1 -German- pp 469:

(HB; WJV).

Dear **Mr. Graetz**,

Enclosed the contract returned and stamped. Have received your telegram yesterday evening & immediately forwarded it to **Moeller**. Will see him on Monday regarding **Russia**. I saw yesterday a **Viennese lamp**<sup>127</sup> that burns well & does not flare up, but centre draught lamp (CD..AK) ..?.. should inform you about all details. Among other things, this **Viennese lamp** has an adjustment to raise & lower the mantle height secured through a toothed rack & pinion, also there is a flat instead of a round wire as the mantle holder. Both appear to me worthless patent claims, but as you already know, one can obtain a patent for everything in England. For today without news, Yours **S. Falk**.



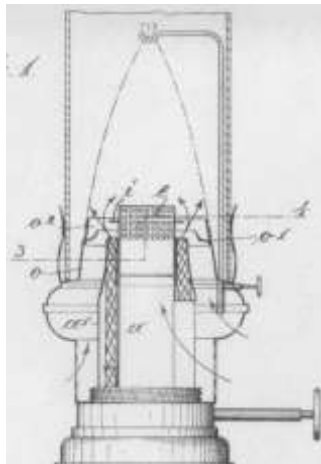
1897. A. Duffek GB patent.

1897, 12 May: -Bk 1-German- pages 474, 475:

(HB; WJV).

Dear **Mr. Graetz**,

Yesterday evening I met again **Mr. Moeller** & he told me that he & his directors decided to buy your



1897. Graetz 'Era' patent..

collective patents. The intension is to form a company & then sell the single patents to the **respective Auer companies**. **Moeller** wishes now that you deliver him immediately all copies of the different patents. Your patent solicitor can probably do this. In countries like **Germany & America**, where you do not yet have these patents, you must make copies of your claims for patents. Please deliver these as soon as possible and send the papers to either me or direct to **Mr. Moeller**. He's still ablaze for the case and travels today to **Paris** especially to win the **French** (*Auer* ..AK) **Company** for this. Your burners are still burning well & told me **Moeller** definitely



The Era burner  
"..still burning well.."

that his intended fixed mantles will be a huge success.<sup>128</sup> Please do not mention anything of the latter for the time being. With the best greetings, Yours **S. Falk**.

1897, 16 May: -Bk 1 -EL- pp 470, 471, 471 (T):

(BF)

**Mr. Leopold Meyer**, 120 Wood Street E.C,

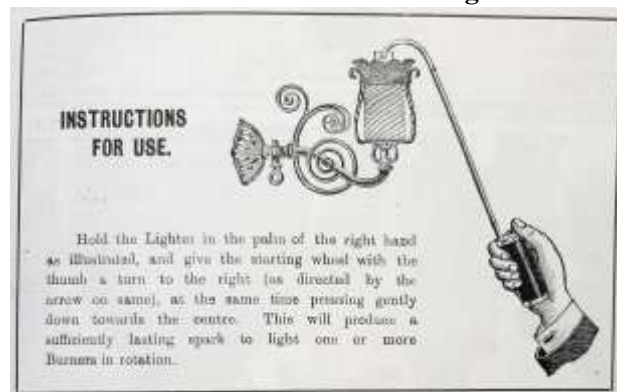
Dear Sir,

Enclosed we beg to hand you a translated copy of our contract with the '**Universal Gas-lighter Co.**



**Ltd.**, **Hamburg** in reference to our **monopoly** for Great Britain & Ireland for the sale of **Electric Lighters**, **Kroger's** patents. Should you be able to **form a Company** to exploit these patents, we hereby grant you an option expiring on June 1<sup>st</sup>, 1897 to take over our rights in the above contract, on condition that the capital of the company to be formed is £10,000 in ordinary shares, of which £1,000 fully paid up shares are to be allotted to us in consideration of our handling over to the Company all our respective rights. Yours faithfully, **S. Falk**, managing director of '**Falk, Stadelmann & Co., Ltd.**'

(contract copy: next page)



<sup>127</sup> This is most probably regarding the CD mantle lamp of the Austrian Arthur Duffek (see GB1897-No.5783)

<sup>128</sup> Moeller's GB patent of Dec. 4th, 1897 (No.28706) shows that Welsbach was making the mantle weave suitable for kerosene mantle burners. According the 1897 patents Abridgement book, the application was withdraw again.



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

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

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

Tap ditto 1/6 each. ) or Incandescent burners

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

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

No. 2

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

No. 3.

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

No. 4

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

No 5

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

No. 6

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

No. 7

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

No. 8

Should FS&Co at any time not chose to take delivery of the Lighters or any part of them as agreed, they may do so on payment of a royalty of 6d per piece, for that quantity which they still have to take for that year.

After FS&Co have taken delivery of the first 20,000 they have the right to manufacture the lighters themselves against payment of a royalty of 6d per piece on the respective quantities arranged for each year as above.

No. 9

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

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

No. 10

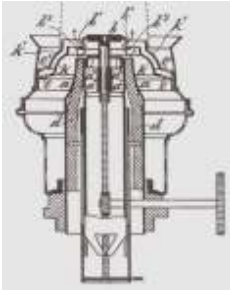
The UGCo undertake to deliver to FS&Co, 100 Gas-lighters at the latest by 1<sup>st</sup> June 1897, and it is agreed these 100 sample lighters will have to work for 3 weeks to the satisfaction of FS&Co, and without any material damage to the Incandescent mantles which are used with them. On the other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

London April 14<sup>th</sup> 1897



1897, 22 May: -Bk 1-German- pp 476, 477:  
Dear **Mr. Graetz**,

(HB; WJV).



Your letter of May 19<sup>th</sup>, came to hand yesterday & saw **Mr. Moeller** at once & wired you on his behalf, to send 3 dozen **large burners** <sup>129</sup> immediately & not to wait for the small ones because, as you already know, he wants to make a little noise, to stay ahead of **Meteor** & ?Hinks?. The large burners do the job for this. On the other hand, it is gratifying that you have succeeded in constructing a good & small burner & hopefully it is possible to patent the improvement you have found.



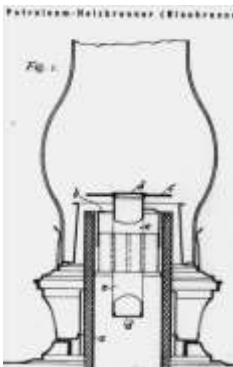
Graetz July 1897 patent.

**Moeller** is also waiting for the requested patent specifications. He says he can do nothing without them,

Improved Era burner.

since he doesn't know what actually is patented by you ... patented in 1892 <sup>130</sup> ...

*[I am afraid the Auer Company?...AK]* in **Paris**, as well as the **Meteor Company** in Berlin is going on with it; anyhow I believe he can't do anything. It is a pity that you did not patent your **blue flame burner** in **France, Belgium** etc. that time.



Among other things, **Moeller** mentioned that you in the letter to the Company here & which you took with you again, you promised **Moeller** an option for 2 months to acquire for £10,000 the various patents, but you have not yet returned it.



Flame spreader unit.

I now patiently evaluate the further development of things. **S. Falk.**

**PS** It is more than nice of you to send us asparagus. In the future I shall be careful not to give you careless hints about our favorite dishes. For every additional shipment you make, I will return 12 dozen Ariel lamps.

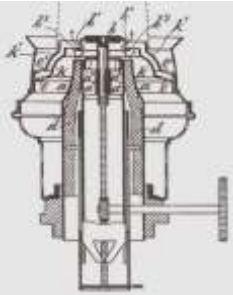
1892. Blue flame burner.

So please refrain. Best regards again, **S. Falk.**

1897, 28 May: -Bk 1-German- pp 478, 479:  
Dear **Mr. Graetz**,

(HB; WJV).

On my last letter I have not received any news from you. With this letter I am asking you to let me know on what date you applied for the **American** patent, how far you are with it & what you have actually patented. A copy of your **American patent application** <sup>131</sup> would be particularly welcome. I can do nothing without these details & am currently in first negotiations with one of the largest Houses in **New York** regarding your American & Canadian patents.



The gentleman in question has seen your burner & is more than happy with it. He has important capitalists to hand & is looking for a good lamp. He will be back in **England** in about 8 days & I have to be able present something to him by then.

**US1897-No.594395.** Perhaps by then you can send me one of the large & small burners with matching mantles to me privately.

I have asked £5,000 for America & Canada & the price is satisfactory, but the man wants a fixed option for 3 months, which I refuse for the time being.

Please write me a letter that I can present him, that you are unwilling to have your hands tied for 3 months without a corresponding equivalent, i.e. if people want a 3 months option, they should deposit at least 2,000 Mark for this, which expires, i.e. is ours as the option is not used, or, off the purchase price if the patents are bought.

Please don't be too lazy to write! Kind regards, **S. Falk.**

<sup>129</sup> It is now (2020) more than a 117 years after their manufacturing ceased, so surviving 'Era burners' are very hard to find. The few found are all of the same size. We have no idea whether these are the larger or the smaller ones

<sup>130</sup> See Ehrich & Graetz GB1892-No.14844. This is **almost** the same as Robert Brede's German patent of 1892-No.70764. Both are concerning a kerosene burner with a 'flange unit' in the top of the inner wick tube; with this unit the burner produces a blue flame. The July 1897 **Era burner** has such a unit (see above). This is the mentioned July 1897 improvement

<sup>131</sup> US1897-No.594395; application date 20 August 1897. So on May 28, Graetz was not yet busy with that!

1897, 01 June: -Bk 1 -EL- pp 481:

(BF)

**Mr. Cooke (Messrs. Palmer & Co.),** Clerkenwell,

Dear Sir,

I am sorry to have to call your attention to a matter, which is not very agreeable to me. It is your last season's catalogue, which as an imitation of ours may no doubt be considered as highly complimentary to us, but which in many instances transgresses a little too much on our copyrights. I cannot claim any rights as far as the general set up & the outline types, etc. are concerned, but a good number of the sketches have been totally taken from our catalogue & not even an attempt has been made to alter the size or appearance. It is quite clear your artist has copied them exactly, in some instances they are so well copied (or perhaps electro typed) as if they have been printed with our own blocks. Of course I need not remind you, that our catalogues are all copy-righted & that although the articles may be common property, the sketch may be copyright all the same. I call your attention to the matter before you issue your new catalogue & I am sure you will find it in your own interest not to let your catalogue appear a copy of ours, but go as far away from ours as possible. **S. Falk.**



1897, 02 June: -Bk 1-German- pp 486:

(HB; WJV).

**Board of the 'Universal Gas Zünder Gesellschaft',** Hamburg,

We regret to have to inform you that after ample consideration we have decided to cancel the agreement we had with you on April 14<sup>th</sup>, as you have not complied with the preliminary conditions of the same & we do not wait any longer with our catalogues or with other arrangements for the next season & cannot extend the currently agreed deadline for delivering the gas lighter samples. Sincerely, **S. Falk.**

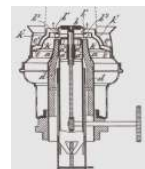


1897, 08 June: -Bk 1-German- pp 488, 489:

(HB; WJV).

Dear **Mr. Graetz,**

Your writing of the 2<sup>nd</sup> of this month to hand. **Mr. Moeller** does not know anything about a correspondence with **Krüger & Mr. Williams**<sup>132</sup> is in America at this moment. Therefore can't tell you anything about it until we hear from **Mr. Williams**. My American has also arrived today and I will see him tomorrow with **Mr. Moeller**. Keep calm I will not give him an option without **Moeller's** permission. **Moeller** will try to travel to Berlin end of this week & it is possible that I come along with him. In any case you don't wait for him, cause it's hard to trust him. The arrangements regarding the new company to buy foreign patents are quite all right, only **Moeller** cannot understand why you will not send him the copies of the transcripts of the patents as he cannot finish his job without them. What you sent me for America is what he wants for the other countries, another transcript for America is unnecessary. I hope to be able to tell you more tomorrow or Thursday. Greetings, **S. Falk.**



1897, 09 June: -Bk 1 -EL- pp 490, 491 (T):

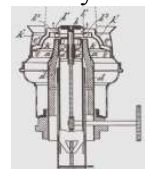
(BF)

To: **G.A. Seddon,** 208 Broadway, **New York.**

Dear Sir,

As regards Incandescent Petroleum Lamp, **Graetz's** US Applications **No. 821775** of 3 February 1897 & **No. 638068** (*Is most likely incorrectly reproduced, it should be No. 594395, serial number 648965, dated August 20, 1897 (filing date) and November 30, 1897...AK*).

I herewith confirm my verbal explanation that the matter for the moment is in the hands of **Mr. Williams**, a Director of the English Incandescent Co., who at present is in **New York** & in treaty with the **American Welsbach Co.** I understand that **Mr. Moeller** has wired & written to **Mr. Williams** to bring this matter to a speedy conclusion, & should the **American Welsbach Co.** not decide to buy these Patents or come to a definite option from the 31<sup>st</sup> of this month, I hereby agree to give you in conjunction with **Mr. A.B. Heine**, one month's option



<sup>132</sup> Hr. Williams. Co-director of "The Incandescent Gaslight Company, Ltd.", London (later in 1897 the "Welsbach Incandescent Gaslight Co.")

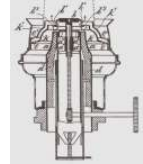
from the 31<sup>st</sup> inst. to purchase these Patents (including the Canadian Patent) for the sum of £5,000 in cash. I have given orders, that a sample Burner is to be sent to you immediately & should same not have reached you by the 31<sup>st</sup> inst., it is understood that this one month's option commences from the date on which this sample reaches you. I shall feel obliged, if you would kindly inform **Mr. Williams** of the contents of this letter. Yours truly **S. Falk**.

**1897, 09 June:** -Bk 1 -EL- pp 492, 493:

(BF)

Dear **Mr. Moeller**,

I shall feel obliged if you will kindly inform **Mr. Williams** that **Mr. Seddon** whom you saw this morning is a serious buyer for the **U.S. Patents** of the **Petroleum Lamp**<sup>133</sup> & that the **American Welsbach** people must make up their mind, whether they want to go in for it or not. I arranged with **Mr. Seddon** that I will give **Mr. Williams** time till the 31<sup>st</sup> of this month so as to enable you to send him some sample burner & mantles & to enable **Mr. Williams** to demonstrate the thing. But if the **Welsbach** people do not decide by the 31<sup>st</sup> inst., then it is arranged with Mr. Seddon that he is to have a month's option from the 1<sup>st</sup> June (sic). Of course all Mr. Williams has to do, to prevent Mr. Seddon having an option, is either to settle definitely with the Welsbach people or to make some *?offer* of a conditional arrangement with them, but should the **Welsbach Company** not be open for the thing then of course I should like to hear an early decision.



I enclose a copy of the **American ?claims** in case you wish to send them to Mr. Williams. Should you decide to go to Berlin & should wish me to come along, please give me 24 hours clear notice. I think in order to get the **presses and dies for the Burner** quickly to hand & to get the Burner out for next season, you should not delay to run over to **Berlin** or **Graetz** should come here. Yours **S. Falk**.

**1897, 11 September:** -Bk 4 -EL- pp 81, 82:

(BF)

**Victor Falk** to **Brewis**, traveller of FS&Co,

.... ..?..“We cannot make out what you are doing?” ..?..

**1897, 15 September:** -Bk 4 -EL- pp 83, 84:

(BF)

**Victor Falk:** To **Brewis**, in ‘**White Swan**’ Hotel, in Halifax, →

... ..?..“Yours to hand. From your explanation we gather that you have been spending most of your time last week in exploring small and almost unheard of villages.” ..?..



!!Between the letters above and below this, more than eight months of correspondence is missing!!

**1898, 03 June:** -Bk 2 -EL- pp 3:

(BF)

To **Captain Beddoes**, Army & Navy Club, Pall Mall,

Dear Sir,

I have read your appeal about **Mr. Bonny** in the **Pall Mall Gazette** & fully agree with your views.

It would be a disgrace to leave a man like **Mr. Bonny** in the ward of a Workhouse infirmary. I enclose a cheque of £ 22/- towards your fund, but the real object of this letter is to inform you that a few years ago I tried my hardest to get one of the hospitals to receive an old friend of mine, who was penniless & in the last stages of consumption.

They all refused, giving as a reason that they will have nothing to do with a hopeless or permanent case. At last I found for him an excellent home in **Torquay**, where he was most kindly received, had every possible attention & care & where he in the end died & was buried. I only had to pay £2 per month for his keep.

It is ‘**St. Barbnabas Home**’, Torquay, also called ‘**St. Lukes Home**’. If you address yourself to the **Mother Superior**, I am quite sure they will willingly receive Mr. Bonny & their charge being so moderate there ought to be very little difficulty in collecting sufficiency for his keep & in case of need more.

You may refer to me. Trusting you will be successful, I remain, dear Sir, Yours faithfully **S. Falk**.



<sup>133</sup> i.e. the ‘Era’ incandescent mantle burner

1898, 08 June: -Bk 2 -German- pp 9, 10:

(HB; WJV).

Dear **Mr. Graetz**,

Your letter from May 27<sup>th</sup> of the previous month & 5<sup>th</sup> this month to hand. You should have received my dispatch in the meantime. I can't possibly tell you all phases of the 'Era' story in detail, you can't envision all the difficulties which newly arise every day. On next Monday, it will be paid, everything is prepared for it & for this the chairman of the '**Era Company**' is coming specifically back to London. He is absent on vacation. Therefore, a few more days of patience & we hope for the best.

If not paid, then **Moeller & Fonblanque** will immediately press charges against the '**Era Co**'. But it will certainly be paid. **Mücke** departed today.

The **exhibition** will be officially opened on 15<sup>th</sup> of this month.<sup>134</sup>

**L. Thurnauer** will depart at the end of this month & will mail to you a 'power-of-attorney' for signing; it is the one attested for by the **English consul**.

In regards to the £2,000 you mentioned, this I had already precisely described to you: instead of £2,000, we will demand £4,000 in cash; £2,000 are for you & £2,000 are for me. That means I invest this in the company & receive for that company shares. These shares I have to share with **Flurschein** & this is his entire gain on the business. Half of the shares actually belong to you; I try simply share these with you. As you see, I do nothing secretly & you can fully trust me. In regards to '**Era**', all papers & contracts, transfers etc. these are in good custody at '**Faithfull & Owen**', respectable solicitors. I mention this because you indicated in your letter from 27<sup>th</sup> May, that I should not hand over the last contract sent without money. Of course, this is nonsense, because this way one can't make a business. This contract will be submitted to the '**Era Company**' for approval & must be signed by the directors in duplicate. It doesn't contain anything different than the first contract, a promise on your part to hand over all submitted patent rights & inform us about any additional improvements in the incandescent mantle burner without charge. Regards **S. Falk**.

1898, 09 June: -Bk 2 -German- pages 11, 12:

(BF)

Dear **Thurnauer**,

Thank you for your explanation of the sweat machine – the issue is now all in order & tell my wife that she has already lost ½ pound. She will be very happy about that.

Enclosed is a contract that you should sign there indicated & somebody should authenticate your signature. Please return it as soon as possible. I could have mailed cash dividend since we have £2-3,000 in deposit. However, we want to save on the conversion fees & you will get enough dividends from your preference shares. I hope that we will do better next year, because we have already many orders & overall we cannot complain about the business.

**Friedman** has also received £300 preference shares instead of cash & according to the contract, I hold these for him in trust in case he should leave us & establish a business on his own.<sup>135</sup> In that case, he will lose £500 shares & it always worthwhile to be prepared. Regards from place to place, Yours, **S. Falk**.

1898, 09 June: -Bk 2- EL- pp 13:

(BF)

To **Mr. Hay**,

...?.. Describes two pictures bought in Naples (after visit to Capri), "excellent portraits from small photos." (first mention of **Carlo di Guiseppe**).<sup>136</sup>



<sup>134</sup> There is an advertisement about the exhibition on page 6 of London's 'The Times', dated August 15<sup>th</sup>, 1898

<sup>135</sup> See also Bk 1 -EL- pp 273, 274 of July 11<sup>th</sup>, 1895

<sup>136</sup> Di Giuseppe, Carlo (1866-1910), portrait painter on Capri, Italian Island near Naples



1898, 17 June: -Bk 2 -German- pp 18, 19:

(HB).

Dear **Mr. Graetz**,

At the moment, the case is not good & is again postponed until next Tuesday.

In the meantime, **Mr. Fonblanque** (**Moeller** is on travel) has pressed charges against the directors for breach of contract & this will perhaps make the gentlemen to jump. As always, either one of the directors is not there, or the other is not here.

Now they want to wait until the new lamps are on the market and demand additional guaranties, because the last improvements are **not** patented under the name of **Graetz** but under **Deissler's** name.<sup>137</sup> They say that the lamp without the most recent improvements is nothing worth & **Deissler** is not obliged for a transfer.

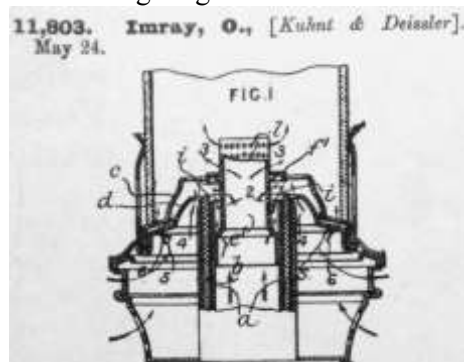
In short, the directors are now accused & it is not possible to know until next week how the case will develop because the Chairman of the company is on holiday (boat) & nobody knows his address. Therefore, some more patience.

**Re. Acetylene:**

If the gasometer is not yet patented in England, I would urge you to apply immediately for a patent



1898. 'Illustrierte Zeitung für Blechindustrie.



1898. Deissler's GB pat. No.11803.

here. **Mücke** told me that he has made once a similar gasometer for **Butzke**.<sup>138</sup>

Maybe Butzke has patented it here. You need to determine immediately what can be done.

We consider the internal construction of your gasometer good, new & important & a patent here in England as important.

Frankly, you have to keep me better informed about what we have to sell. I know of two English patents from **Mücke**<sup>139</sup> & one of **Adolf Graetz**<sup>140</sup> without date. In regard to the latter, has a final patent application been made? What other patents do you have? Is the German patent not yet approved? Without the latter, one can't do much, because the German patent is a proof of quality for the English application.

You have to understand if I have to found a company then I have to have something to offer. Since this should be accomplished in a short time period, you have to provide me with material. We could show the apparatus, but what should we sell to the to-be-founded company? Regards, **S. Falk**.

1898, 20 June: -Bk 2 -EL- pp 20, 21, 22:

(BF)

To **Harry**, (private letter)<sup>141</sup>

..?.. 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 Mark....this Spring we were again in Italy, just now we are every Sunday again up the River. **Zerlina** is mad on it. **S. Falk**.

<sup>137</sup> This is about GB pat.1898-No.11803 of May 24<sup>th</sup>, 1898. It is on name of Olivier Imray; for 'Kuhnt & Deissler', Berlin

<sup>138</sup> 'Aktiengesellschaft Butzke', Ritterstrasse 12, Berlin. Manufacturer of incandescent gas lamps and burners, etc.

<sup>139</sup> GB pat. 1897-No.139 on name of F. Trendel and L. Mücke

<sup>140</sup> Older brother of Max Graetz. Adolf has also a Era burner GB patent on his name. No acetylene related patent found by me

<sup>141</sup> Max Falk's brother in Law

1898, 20 June: -Bk 2 -EL- pp 23, 24, 25:

(BF)

Mr. Bernard Wright,

..?.. ..?.. Re: **Petroleum Committee** recommendations on lamp safety. **Salomon** complains his recommendations not noted and the most important, that of increasing the fuel Flash-point, has been omitted. ..?..<sup>142</sup>



1898, 23 June: -Bk 2 -German- pp 29, 30:

(HB).

Messrs. Ehrich & Graetz, Berlin,

Confirming my telegram from yesterday, I have now the pleasure to inform you that I have received yesterday a cheque for £11,000<sup>143</sup> for you. I took the liberty to subtract £1,100 which is my commission. Enclosed you will find the amount of £9,900 in 2 cheques for £5,000 and £4,900; would you please confirm the receipt of them? As you will see from the enclosed original letter from **Mr. Fonblanque** – I request to return the letter- £3,000 been withheld because 2 **American patents** that were sold as part of the contract from 1<sup>st</sup> September 1897 have not yet been transferred or validated. I am afraid that these £3,000 may be lost if we cannot obtain one or the other patent.

The American patent to be obtained is not mentioned in the contract & has to be return to you if the £3,000 is not paid. In this regards I have already made the necessary steps, but believe that next week the £3,000 will be paid. The still open bills for the different expenses, such as fees for patent & transfers will have to be paid next week as well.

Please add to your receipt for the enclosed £9,900 an official receipt for £11,000 as received by me & specifically in account according to the contract from 1<sup>st</sup> September 1897 to be made payment & I confirm herewith the receipt of £1,100 for commission. Sincerely, **S. Falk**.

1898, 23 June: -Bk 2 -German- pp 31, 32:

(HB).

Dear Mr. Graetz,

As seen from the attached letter & enclosure, it is finally achieved, even though £3,000 is still outstanding. I hope to get this as well. But what efforts & worries have the entire business demanded from me! Even last week, I wasn't sure whether everything would fall apart.

Please investigate to see if you could obtain one of the **two American patents** which were sold. So you could have never dreamed of these 200,000 Mark & in the worst case, you have to be satisfied with what you got. Next week, **Fonblanque** will return & then everything will be recalculated. Now, get to work with the burner so that the lamps finally be placed on sale.

Why did I not receive from you a listing of the merchandise delivered to the **Welsbach Company**? I have already asked you twice for it, but without result. If I don't find this listing in your next letter, I will simply request the **Welsbach Company** to write it. Please instruct your people to regularly send us the listing every 3 months & without being asked. Hopefully, your **brother** (*Adolf..AK*) is benefiting from his stay at the spa. With best regards, Your **S. Falk**.

PS Are you not coming here to see the exhibit of the English **acetylene apparatus**?

You could learn something & on 5<sup>th</sup> July is the **Henley regatta**!!<sup>144</sup>



1898, 25 June: -Bk 2 -German- pp 36, 37:

(HB).

Dear Mr. Graetz,

I assume that you are in the possession of my letter with money order & I inform you that I have immediately written to **Faithful & Owen** regarding the American patent & warned these gentlemen not to transfer this patent to the **Era Company**<sup>145</sup> until this company has made the payment of £3,000. In return I received the enclosed letter that indicates that the **Era Company** claims the right to obtain additional patents for all other countries. I answered that when the **Era Company** doesn't pay anything for the **American one**, it will have no rights there etc., etc.

I am confident that I can now arrange this business for you & will propose to take half in cash & half



<sup>142</sup> See also: 1896, 01 July: -Bk 1 -EL- pages 389, 390 (T)

<sup>143</sup> Today, anno 2020, this would be £1,439,158.27

<sup>144</sup> Max Graetz was an avid rower himself!


<sup>145</sup> Thomas James Cranston, engineer, and assignor to the 'Era Incandescent Oil Lamp Company, Ltd., of London, received US pat. No.631200 not earlier than on August 15<sup>th</sup>, 1899 (application date: November 19<sup>th</sup>, 1898)!

in shares. Do you agree with that? You should send a telegram by Monday morning latest. According to the contract & based on the choice of the directors, you can receive £5,000 in shares. You can't sue. It is too complicated & too expensive. Anyhow, the entire business is entangled. If the people will offer you instead of £3,000 only £1,500 & no shares for the American patent, I would still take it. On Monday, you need to send me a telegram with your authorization to settle this affair according to my judgment. This is the simplest way & then I can proceed. Regards, **S. Falk**.

**1898, 29 June:** -Bk 2 -German- pp 39, 40:

(HB; WJV).

**Messrs. Ehrich & Graetz**, Berlin,

On the 23<sup>rd</sup> of this month (last Thursday) I sent you for the **Era Company** 2 cheques in the value of  9,900 pounds that you should have received by Saturday the 25<sup>th</sup>. Today on the 29<sup>th</sup>

(Wednesday) we still have not yet received an acknowledgement of receipt. What does that mean? On Monday 27<sup>th</sup> I received your telegram that you agree with my proposal of the 25<sup>th</sup>, meaning that you will leave it to my discretion to take care of the American patent. So far nothing has been done yet. Anyway, I like to receive a note from you confirm the receipt of my cheques.


Today I have to confess you that your **invoice** of February 19<sup>th</sup> has been **rejected** although the invoice has already been taken care of by the **Welsbach Company**.

Enclosed you will find a list of the objected items. These are either from before September 1<sup>st</sup> & therefore your responsibility or these concern the incidence with **Hempel**, which you surely know of. I'm afraid these 1977 Mark will be deducted, what isn't so bad, if I still can make another £3,000 Mark. Greetings, **S. Falk**.

**1898, 30 June:** -Bk 2 -EL- pp 44, 45:

(BF)

My dear **Thurnauer**,

Enclosed my private cheque for £240. This is for 10% commission on the sale of Graetz' Era lamp. They had £12,000 in cash & 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 them to **Louis** & he is satisfied. I simply divide the £1,200 in 5 parts & each of us gets £240 though I deserve  more. Besides we got 5% on all parts supplied by **Graetz** to **Welsbach** or **Era Company**.

This already amounts to over £100. I will send particulars in a day or two. So altogether I don't think I have done so badly out of **Graetz**.

Your ..?.. as to **Kindermann & Sunlight Company** this affair seems to have fallen through. But **Kindermann** respectively **Knofler** had £1,100 in cash as deposit which he sticks to & on this please claim now our 5% as per agreement. If he disputes send him an invoice or deduct it off his next bill. Tell him I had enough work & expense over this matter & will not forget the 5% which we arranged. Please refer him to my letter of March 26<sup>th</sup>, 1897 in which I already asked him to credit 5% on these £1,150 to Nuremberg.



Saturday I go over to **Ostend** (near Frankfurt am Main in Germany..AK) with **Mrs. F.** who joins her mother in **Neuenahr** (she is not better). I am back Monday, but absent July 15<sup>th</sup> to 18<sup>th</sup>. I go to **Cannstatt** to start on our holiday trip. Yours with kind regards to all yours, nisch kamo,

<sup>146</sup> Yours **S. Falk**.

**1898, 01 July:** -Bk 2 -EL- pp 49:

(BF)


Mr. **Blackburn**, Dear Sir,

The '**Era Incandescent Oil Lamp Co. Ltd.**' have sent certificates for 50 fully paid shares in your name to me. They are numbered 59851 to 59900 incl. Please send me an open & signed transfer for same & oblige, Yours truly **S. Falk**.

**1898, 01 July:** -BK 2-German- pp 51, 52, 53, 54:

(HB; WJV).

Dear **Mr. Graetz**,

Finally today in possession of your receipt for £11,000 as well as a listing of per January 1<sup>st</sup> delivered goods, for which you will receive a debit note from Nuremberg. As far as the remaining £3,000 are concerned, I was unable to generate cash for this. You have to take 

<sup>146</sup> 'nisch kamo' = 'have nothing more'.

such in shares, which is not a bad luck, because the shares in a short time (if the lamp is good) have their full value & maybe more.

You will find the original letter from **Mr. Fonblanque** enclosed. The people pay you this £3,000, although they are not obliged to do so, solely because you do everything to obtain one or the other of the pending two American patents. The American patent dated 27<sup>th</sup> August 1897, which is granted, is



for an improvement only & therefore does not sell well.

Then these people give you shares because they are entitled to do so according to the contract, but mainly so that your interest in the lamp doesn't stop as soon as you have their money. It shows that you have confidence in yourself.

**Regarding Acetylene**, I am pleased to hear that you now have good **table & bicycle lamps**. I hope that will give my company the exclusive sale of everything in this field for England. The table lamp in particular is of great value & therefore there is no hurry to found a company. As for the latter, you can be very calm that we don't go idle, only I can't write every day.

#### 1899. E&G's Carbide Bicycle Lamp.

**Flurschein** is on it & your machine is applauded, but it is not solid enough for England, i.e. not heavy enough. It doesn't matter how good it is & serves the purpose, but it must remain intact. Then I wrote you that you should patent the **gasometer** in England & it costs you 200 Mark. Please read through my last few letters & answer my questions. Without having real patents & without being able to see that the patents are also granted in Germany, nobody believes that these patents are worth anything. Come here for a few days, then you can talk yourself out of it & you will see what & how the English manufacture.

I congratulate you & your wife warmly on the 4<sup>th</sup> boy & by the way have cards printed for you with number & date to be filled in; but hopefully the next one will be a girl. You have now done your duty for the German army! With friendly greetings, Your **S. Falk**. 😊

1898, 13 July: -BK 2-German- pp 69:

(HB, WJV).

Dear **Mr. Graetz**,

To date, I have received no response to my letter of July 1<sup>st</sup>. I presume that you agree with the allotment of 3000 shares in the **Era Company** & because **Mr. Fonblanque** wants to despatch the case so I must know immediately whether these 3000 shares can be allotted as follows:

1350 to **Max Graetz**;

1350 to **director Krüger**;

...?.. (300 to **S. Falk** trading as?...AK) ..'Falk, Stadelmann Co.'

If you agree with this, please send the agreement by telegram. In this way we don't need to transfer the shares later on. If you want, the shares can be in the name of both **Max & Adolf Graetz**, but one name is easier. 'Ehrich & Graetz' is a company & it must then be **M. & A. Graetz**, trading as 'Ehrich & Graetz'. I must know the Christian name of **director Krüger**. As I leave next week, please let me know promptly. **Moeller** ... ..?.. ..?..

[Heinz Baumann: the bottom of the letter page looks like it was erased, or the carbon simply did not copy. What little is there is illegible].

1898, 15 July: -BK 2-German- pp 73:

(HB; WJV).

**Messrs. Ehrich & Graetz**, Berlin,

In answer to your writings of the 13<sup>th</sup> of this month I am sorry to hear that your **Mr. Max Graetz** is out of combat and I hope to hear soon that he is better.



**Mr. Flurschein** will travel tomorrow and will introduce himself to you on Monday. Please give him all the information and help he needs. He is informed on everything except for our offer in case we will bring a company to the exchange market. I have already declared what his part in this is. He is not our employee, but he's dedicated to your **acetylene** history. He has good connections and will bring together a syndicate. Friendliest, **S. Falk**.





1898, 08 September: -Bk 2 –EL- pp 081:

(BF)

..?.. Confirms **Salomon** has sent packages to Signor **Carlo di Guiseppe**, Capri.  
(Right a sample of a painted portrait by **Carlo di Guiseppe**, found via internet in 2018.  
Owner is unknown by me..AK).



1898, 09 September: -BK 2-German- pp 82, 83:

(HB; WJV).

**Messrs. Ehrich & Graetz**, Berlin.

Arrived back from my vacation & I'm astonished that I heard from **Mr. Fonblanque** that you did not return up till now the signed transfer of documents. Your deeds cannot be transferred until you have returned these signed documents. Your signature can be attested by anyone. **Mr. Krüger** sent back his signed document long time ago & why do you need such a long time? I had it specially put in the name of **Mr. Adolf Graetz** because you wrote to me that **Mr. Max** was ill & in bed. I hope he has recovered. It looks to me that it will not go forward with the **Era burner** & it will start a lot of upheaval when the burner won't go to market soon. Sincerely, **S. Falk**. PS I request a speedy solution for the above. **Mr. Fonblanque** has all ready sent you the papers on the 15<sup>th</sup> or 16<sup>th</sup> of July. Greetings **S. Falk**.



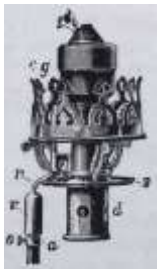
The Era burner.

1898, 19 October: -BK 2-German- pp 89, 90:

(HB; WJV).

Dear **Thurnauer**,

We need some samples of incandescent gas burners for export & notification to **Spinn** direct.



Would you also provide us with some samples e.g. from **Such, Frister & Co.**<sup>147</sup> & maybe **Saalfeld** (no more) & namely each with & without pilot burner & such burner with 2 chains, also 3 pieces of 3 burners each do the job. ??

Let them come to Nuremberg. Number them correctly so that the labels don't fall off easily & that we know them apart.



With & without pilot burner.

Two chains.

3 burners

From **Rosberg** I have no answer – in any case I only going to travel next week & I'll let you know by telegram.

Excerpt you can take with you then. Two are better than one, so if I go you'd come with me because **Radeberg & Greiner** & a few others have to be visited. Greetings, **S. Falk**.



1898. R. Frister advertisement.

<sup>147</sup> R. Frister & Co. Owner in 1898: 'Engel & Heegewaldt', Lindenstrasse 23, Berlin. Electric and gas lamp lighting factory.  
PS. In 1922 Frister & Co. bought all shares i.e. were the new owner of the company 'J. Hirschhorn, Berlin'.

1898, 19 October: -BK 2-German- pp 91, 92:

(HB; WJV).

Dear **Mr. Graetz**,

What is the **Era burner** doing? Will it make another appearance this season? The directors of the



**Era Company**, especially **Mr. Lyster** the chairman, are in despair & declare the whole thing to be fraudulent.

**Moeller & Fonblanque** do not utter anything & refuse to give the Directors of the Era company any information. Can you tell me anything clear about the state of the matter? Do you think the burner is good now? Will it be ready soon? What does the bigger variety do?

**Cranston**<sup>148</sup> is still in Berlin & must

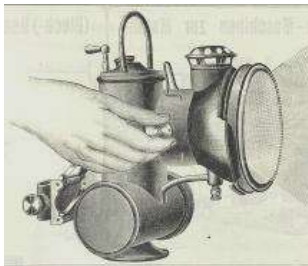
have done something the whole time. Please ask



**Cranston** to give me some private clarification in a few lines, which I could read to the directors of the **Era company** if necessary.

Of course, I guarantee that I won't let go of anything. It is our duty to tell the

gentlemen how it is, otherwise there will be a scandal here that not will be pleasant for anyone. So please, dear **Mr. Graetz**, write you & **Mr. Cranston**, me a few lines whether the burner can still be brought to the market this season.



Acetylene bicycle lamp.

**Re. Acetylene. Flurschein** is well behind it & is traveling to the county today to see some people – but it is too difficult & I don't really promise any success. If orders are taken here, can you handle them? I.e. can you deliver promptly? Can you deliver for 5.70 Mark extra per packaging & deliver via **Hamburg** for export?

We have enquires for export & have to use packaging quotation via Hamburg. Acetylene **table & bicycle** lamp still awaiting.

Looking forward to your messages & hoping you are well & cheerfully, best regards, **S. Falk**.



Patent applied for March 1899.

1898, 20 October: -Bk 2 -German- pp 95:

(HB, WJV).

**Messrs. Ehrich & Graetz**, Berlin.

Enclosed I am sending you a certificate for **1351 Era shares** in the name of your **Mr. Adolf Graetz**.

I will keep this point in mind & sell these shares for you at the first advantageous opportunity.

There is currently no market for stocks simply because the lamp is not yet available.

It is entirely up to you whether & how soon these stocks represent real value. As soon as the lamp appears & is sold, an official stock market listing is sought & the necessary steps are taken to bring the **Era shares** to the market. Kindest regards, **S. Falk**.



1898, 30 November: -BK 2-German- pp 108:

(HB, WJV).

Dear **Mr. Kindermann**,

As far as I hear here, the **Sunlight Company** is supposed to bring out **Knofler's mantle**<sup>149</sup> this week & I conclude from this that you finally succeeded to bring this object to a successful conclusion. I would be happy to receive a few lines from you & I greet you,

Yours sincerely, **S. Falk**.



<sup>148</sup> Cranston was busy in Berlin to improve the flame spreader of the Era burner; Probably in an E&G factory building. It wasn't until Spring 1899 that a result came. (see GB pat.1899-No.6948)

<sup>149</sup> His mantle uses as the basis for impregnation with so-called 'rare earths', inorganic cellulose, i.e. collodion, instead of cotton. This makes the mantle less brittle (see GB1895-No.11038)

**1898, December 15:** -Bk 2- EL- pp 114:

(BF)

Dear **Mrs. (sic.) Graetz**,

I think I know of a nice & I believe very good thing, which would be very suitable for you in case you are open yourself to take up some business. If yes, I shall be pleased to discuss the matter with you, preferably at my office any morning say between 11 & 1 o'clock.

I have not mentioned this to anybody. I trust you are not offended in case this does not meet your approval. With kind regards, **S. Falk Associates**.

Should you wish to see me drop me a line please to **8 Earls Court Square**.



Photo B. Falk.

**1898, 16 December:** -Bk 2 -EL- pp 115:

(BF)

**Harrison & Co.**, Sheffield,

..?.. "I am sorry I could not obtain the order for fish knives and forks & therefore beg to return your samples." **S. Falk**.



**1898, 29 December:** -Bk 2 -EL- pp 118, 119:

(BF)

**Directors Bankanstadt**, Stuttgart,

..?.. P.S. Encloses £20 for 400 Mark to be paid to **Adolf Falk** in **Hochberg**. **S. Falk**.



**1898, 29 December:** -Bk 2 -EL- pp 120:

(BF)

**Adolf Falk**, Hochberg,

..?.. Note confirming 400 mark payment.



**1899, 02 January:** -Bk 2 -EL- pp 121, 122, 123:

(WJV, BF)

Carlo di Guiseppe, Capri,

My dear **Mr. Guiseppe**,

I have the honor to receive from you your letter of December 27th, which I thank you & I will send you the 2 paintings this day to the address indicated in **Napoli** (Franco).

The desired modifications are this:

1) ?Of? the 2 paintings the background must be more dark (the gray background is not beautiful);

2) The portrait of **the gentleman**:

The ..?.. well have the color of the coat (?) In black instead of brown, which has ..?.. vulgar. As I have already written to you, the complexion is too ..?.. Without wishing to indicate a change too ..?.., you want to reorganize the physiognomy so that it ..?.. not looks too colored - nor too ..?.. as a ju?..?.. (we dye). Truly the portrait of the ..?.. is good;

3) **The lady** (?). I very much regret to tell you that this painting, how portrait is not successful, but naturally it is not your need.

The mouth is not right & the portrait makes the lady appear larger than she is. Perhaps you could correct these little facts - so please remove the hair bead disorientation entirely. & give... hair a little bit of gray color - mix. I have no doubt that by modifying the portraits following these indignations you will succeed in satisfying **Mrs. Falk**, who I hold very dear since these are **the images of her parents**. Mrs. Falk & I cordially reiterate your good wishes on the occasion of the new year & come back, dear **Mr. Giusseppe**, our sincere greetings. **S. Falk**.

PS The background of **my father's portrait** is correct!



The sample again.

**1899, 5 January:** Bk 2- EL- pp 125:

(BF)

To **Thurnauer**:

..?.. Cheque for £523 10s dividend on Preference Shares and 2 small cheques for **Guiterman** and **Friedman** - pl credit their accounts. **Louis'** cheque I also credit to his account. **S. Falk**.



**1899, 7 January:** Bk 2- German- pp 126:

(BF)

To **Thurnauer**,

..?.. Re: cheques of £475, £500 & £600. **Winkler**, (**Schick**). Re **Kindermannn**. **S. Falk**.



1899, 9 January: -Bk 2- -EL- pp 127: (BF)

Secretary of the Raynes Park Golf Club.

Dear Sir, please accept my resignation – I thought I would try Golf, but am sorry to say, my time is too much occupied.

Regretting very much, believe me, dear Sir, Yours truly, **S. Falk.**



1899, 13 January: -Bk 2- EL- pp 134: (BF)

**Walker & Hall,**

..?.. Order for a gift to be sent to **Ernst Thurnauer** in Paris. **S. Falk.**



1899, 16 February: -Bk 2- EL- pp 139: (BF)

**Carlo di Guiseppe**, Capri,

Dear **Mr. di Guiseppe**,

Returned to London yesterday I found that the 2 paintings arrived & I have the pleasure to tell you that we find them entirely to our liking. This includes my check for **600 Mark** in your favor on the Banca d'Italia in Napoli. We intended to visit you this **winter in Capri** but I regret very much that it is not ..?.. **Mrs. Falk** has ..?.. to send you ..?.. .

Greetings & afterwards Sir, mine from your devoted **S. Falk.**



And again.

1899, 18 February: Bk 2- German- pp 142:

**Directors Bankanstadt**, Stuttgart,

..?.. 400 Mark for **Adolf Falk.** **S. Falk.**



(HB, WJV)

1899, 17 March: -Bk 2 –EL- pp 151, 152 (T):

**F.S. Worth Esq.**<sup>150</sup>

**The Acetylene Illuminating Co. Ltd.**, 63 Queen Victoria Street, EC.

Dear Sir,

Re. **Acetylene Purifying Company**:

In reference to our interview of this date, I herewith be to recapitulate what we arranged verbally.

**First**: I note with pleasure that you are willing to join **the Board** along with myself. The qualification is £100.

**Secondly**: I beg you to note that out of the nominal capital of the Company of £5,000 there

are 1667 shares, set aside for working capital. After an allotment of seven shares to the

signatories, there remain 1660 shares at our disposal on which I can give you a call of two-

fifths, thus leaving two-fifths for myself & one-fifth for **Mr. Flurschein**. It is of course

understood that if working capital is wanted, & you do not wish to avail yourself of your right to call

the same amount of shares as I do for myself, that I have a right to call on your shares for myself, if

you do not decide to take yours up within one week of being called upon to do so.

At the same time, I beg to confirm what I already mentioned to you as regards getting a certain number of shares transferred to me by **Mr. Frank**<sup>151</sup> in consideration of introducing his patent into this country.

Kindly confirm this letter, & should you wish to attend the first Directors' meeting next Monday 12

o'clock at the offices of **Mr. A.F. Gery**, No. 37 Wallbrook, I shall be pleased to meet you there.

I remain, Yours truly **S. Falk.**



1899, 28 March: -Bk 2 -EL- pp 157 (T) : (BF)

**Mr. A.R. Frank Esq.**, Charlottenburg.

Dear Sir,

I herewith beg to hand you contract in duplicate & shall feel obliged if you & **Dr. Dollner**<sup>152</sup> will kindly sign your copy in the presence of a **Notary**, certified by the **British Consul** & return same to me at your earliest convenience. Yours truly, **S. Falk.**

<sup>150</sup> Co-director of the Acetylene Purifying Co.

<sup>151</sup> Most probably Mr. A. R. Frank from Charlottenburg, Germany. He works together with, or for, Dr. G. Döllner in Germany

<sup>152</sup> Dr. Georg Dollner (Döllner), Rixdorf near Berlin. See also his patent DE1897-No.107571 of February 9<sup>th</sup> 1897. This is a prototype of de Era burner. Especially about the flame spreader of it. Dollner's patent is equal to GB1897-No.2295. The latter is on name of **Adolf Graetz** and is from February 1897 too.



1899, 12 April: -Bk 4 -EL- pp 102, 103, 104 (T):

(BF)

William Eyre & Nephew,<sup>153</sup>

...?. Setting out agreement terms for representing **Falk Stadelmann & Co. Ltd.** 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 net, 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. **Victor Falk.**

1899, 30 April: Bk 4 -EL- pp 105, 106:

(BF)

**Private & Confidential.**

**J. Horne-Payne Esq. Q.C.,**<sup>154</sup> 8, King's Bench Walk, Temple E.C.

Sir, In accordance with your request I hereby beg to confirm my verbal statements respecting **Non-mantle gas burners.**

1. There is not to my knowledge sold or known on the market at present a **Non Mantle Gas Burner** other than the "**Rowan**",<sup>155</sup> giving a substantial increase of **candle power** per cu. ft. of gas over the '**London Standard Argand**', viz. 3.2, if the following are excepted:

A. our "**Imperator**" Gas Burner which shows 3.3 candle power (cp) per cubic feet (cu. ft.)

B. The "**Billing**" Burner which I believe works out at about 4 cp per cu. ft.

The chief drawback with these burners is the great volume of gas necessary to obtain these results, & the accompanying excessive heat given off by them. On both these points the "**Rowan**" by reason of its smaller gas consumption shows to advantage. The answer to your question **No. 2** is practically contained in the foregoing. These observations are based on a 14 years acquaintance with the gas burner trade. I am, Dear Sir, Yours faithfully, **Victor Falk.**



Imperator.



Unnamed.

Argand gas burners.

1899, 3 May: -Bk 2- German- pp 165, 166:

(BF)

**Thurnauer,**

...?. acetylene ...?. **Louis** 29<sup>th</sup> April travelled from Australia ...?. sample...?. German Incandescent Gas Light Co, Berlin ...?. **Arendt** ...?. the German Welsbach...?. 1/- ...?. samples ...?. Re. poker markers...?. **S. Falk.**



1899, 11 May: -Bk 2- German- pp 171, 172:

(BF, AK)

**Thurnauer,**

...?. mentions Jubilee Consoles, the Queen's Jubilee, South Africa, what shall I do with 1200 poker chips worth £4/12/6? Hundred pieces were enough & where 4 colours better ...?.

**S. Falk.**



1899, 11 May: -Bk 2- EL- pp 173:

(BF)

**Thurnauer:**

...?. Mexican Industrial & Finance: "enclosed certificate is waste paper. Be satisfied that you have not paid the call". **S. Falk.**

1899, 30 June: -Bk 2- EL- pp 184:

(BF)

Secretary **Raynes Park Golf Club,**

...?. Again confirms his resignation, having received no response. **S. Falk.**



<sup>153</sup> Iron Merchants en Metal Brokers, 1 Tithebarn Street, Liverpool. Repealed 31 December, 1899

<sup>154</sup> Member of the British Executive Council in 1880, the Q.C standing for Queen's Council, a barrister and senior lawyer

<sup>155</sup> Thomas Rowan: an inventor of a gas burner with a high light output. The burner has two glass chimneys. One usual and a shorter, wider one, placed around the first. See GB1895-No.6026

1899, 8 July: -Bk 2- EL- pp 185, 186:

(BF)

Mrs. Ethel Evans, Ararat House, Newport, Salop, <sup>156</sup>

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** <sup>157</sup> .... 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 very wide berth. S. Falk.

1899, 12 July: -Bk 2- EL- pp 190, 191:

(BF)

To 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. Pappenheimer is better. Martha <sup>158</sup> is also there, they wired for her last week...”Business keeps us alive”. Your old friend, S. Falk.

1899, 18 September: -Bk 2- EL- pp 193, 194:

(BF)

Thurnauer,

Balance sheet. Not as good as first thought due to a stock sheet error of £1500...also half of Louis' Australian experience written off...other half this year...but position is very 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. S. Falk.

1899, 02 October: -Bk 3 -EL- pp 1, 2:

(BF)

Messrs. Wilson Bristows & Carpmael, 1, Copthall Buildings, EC. <sup>159</sup>

Dear Sirs, Re. “Veritas Tropical Sperm Candles”:

With reference to our interview today, we beg to repeat that in adopting this name we had not the slightest knowledge that the word “Tropical” had been already used by another firm.

Without entering into the question of any rights which may be claimed to the exclusive use of this word, particularly as we lay the principle stress on the word “Veritas” in connection with tropical sperm candles, we beg to repeat that we have no wish to contest your client's presumed rights & are therefore willing to replace the word “Tropical” by the word “Equatorial”, provided your clients are satisfied with our word that we will not offer our candles in future as “Tropical” & that any new catalogues which we print in future will not contain this word. In addition to this we would alter our labels on our boxes.



We make this offer without any prejudice & trust that your clients will see that we have no desire to injure their interest.

Awaiting your early reply, we remain Yours truly S. Falk, managing director of ‘Falk, Stadelmann & Co. Ltd.’

<sup>156</sup> Salop means Shropshire, a county in the West Midlands in England

<sup>157</sup> A shop in Oxford Street, where woman's clothing, shoes and cosmetics were sold

<sup>158</sup> Wife of Victor Falk

<sup>159</sup> A law firm in London.

1899, 02 October: -Bk3- German- pp 3, 4 (T):

Messrs. Ehrich & Graetz, Elsenstrasse 92/93, Berlin, Treptow. <sup>160</sup>

(HB; WJV)

Dear Mr. Graetz,

In the last several months, I have not seen any copies of invoices from you to the **Welsbach Company**, but I hope that you still work for those people. Did you not receive recently any order for **Era burners**? As far as I know, the stock is low & at the moment, **the lamp is**



**selling quite well.** I believe ..?.. (you should get..HB) an order for 5,000 burners. I was also told that you have not yet completely filled the first order. I would like to ask you to keep me informed. In confidence, I tell you that ..?.. for health reasons was for 3 months on vacation ..?.. that has brought his position appreciably into uncertainty, but I don't believe in it, & hope that it is not severe. Anyway, he will depart next week for 3 months to **America** & as far as I learned, **Cranston** will accompany him. I hope to hear from you & greet you sincerely, **S. Falk.**



The new factory buildings. Elsenstrasse 92/93, Berlin.

1899, 02 October: -Bk3- German- pp 5, 6: (T):

Messrs. C.F. Kindermann & Co., Möckernstrasse 68, Berlin.

(HB)

As follow up to your last letter, I have contacted **Mr. Feuer** <sup>161</sup> in **Rixdorf** regarding the incandescent mantle & expect soon to receive samples. It is important for me to find out the composition of those incandescent mantles. I am sure that I do not have to explain to you that this request, it is not curiosity on my part & not that I want to go into the manufacturing of incandescent mantles or that I need to learn the secret composition. Since the gentlemen in **Rixdorf** don't know me personally, I have not asked them directly to avoid that they will conclude I just intend to do that [go into manufacturing..HB]. I decided to approach you with the request whether you would be so kind to inquire. I need to know the precise composition of the different rare earths, in particular the relative proportion of those. The composition of the original incandescent mantle has to be compared with that of **Auer's patent** by the local expert in order to find out to what extent **Feuer's** mantle is in conflict with **Auer's patent from 1893**. In other words, I can take on **Feuer's** incandescent mantle for the coming year, but wish to be informed about its composition. I would like to ask you to do me this favor, but please, keep it **highly confident**. Sincerely & with best regards, **S. Falk.**



1899, 03 October: -Bk3- German- pp 7 (T):

Mr. R. Frister, Lindenstrasse 23, Berlin.

(HB)

I would like to inform you that most likely I will be able to introduce you in near future to an important customer & probably will personally come with him to **Berlin**. This customer is too important to have him deal with second rank, therefore it is necessary that he directly interact with you. For this reason, I would like to ask you whether you grant me, respectively my firm, a 5% provision for all orders that you will receive from this customer within the next 3 years? Should a business agreement be reached with this customer then



<sup>160</sup> In that year, 1899, E&G moved from Lausitzerstrasse 31, Berlin, Kreuzberg, to 'Elsenstrasse 92/93, Berlin, Treptow

<sup>161</sup> Richard Feuer, director of 'Richard Feuer & Co.'. Manufacturer of incandescent mantles. This letter represents also the start of a long collaboration between 'Falk, Stadelmann & Co., Ltd, London' and R. Feuer in Berlin.

it will not be a small affair, but with expected sales of about 100,000 Mark per year. If that is not the case, we would not ask for a provision. I sign with high regards, **S. Falk**.

1899, 04 October: -Bk3 -EL- pp 8 (T): (BF)  
 To Willy,<sup>162</sup>  
 Re: "Orsa",<sup>163</sup> ..?... (This is all. For more: see pages 35, 36 of October 16<sup>th</sup>, 1899....AK).



1899 kerosene mantle lamp 'Orsa'.

1899, 05 October: -Bk3- German- pp 9, 10 (T): (HB)  
 Dear **Thurnauer**,

Please write to **F. Bandisch**, Pallisadenstrasse 49, Berlin, for price list of old-German



1899 advertisement of an incandescent burner.

hanging fixtures for kerosene, gas & electric. Also write to 'E.A. Kruger & Friedeberg', Chaussee strasse 2, Berlin, for a price list for electric candles.

Enclosed is a copy of an advertisement for an **incandescent burner**. This is very strange. Please ask for a price list. Please get a current catalogue from 'P. & M. Herre', Kurfürstenstrasse 45, **Berlin** for electric light bulbs. Also a price list for electric bells etc. from **G. Löwenstein**, Grenadierstrasse 29, Berlin. In regard to discount to our account, you seem to be mistaken. You probably will not get 3½%. The English bank rate, was yesterday raised to 4½% & the one in Berlin to 6%. If you could sell our account to the English bank rate with a loss of about 2 Pfennig in exchange, then you are still better off than would discount here. Therefore, I would like to



ask again for information. We are soon alright again, because we send more out than get in. But nobody has money & our customers let us simply wait. Greetings, **S. Falk**.

1899, 06 October: -Bk3- German- pp 13, 14: (HB)  
 Dear **Thurnauer**,

Re. enclosed letter. The matter is of little significance & **our accountant Gardner** confirms that it has happened often before. After all, it is completely correct. We don't purchase in Pounds but in Marks & the exchange can be omitted anyway in future because it is nonsense. When you purchase by cheques in Nuremberg, then you can't buy it for 20.35. Let's pretend we owe you £2,000 & you request us not to transmit these to Nuremberg but to pay out in Pounds here. Although **Gardner** is correct it is damned petty & I have requested in future not to do it.

Anyway, I consider it as nonsense to give you the invoice at 20.35 calculated in Pounds including also our commission. In future make all in Marks & we will pay you in Marks. This is the simplest for you & us. The conversion of the total amount can be done here.

Your listing of **Celluloid candle sticks** is wrong, since a certain amount of 8 inch are returned & will be returned. We calculate:

**Masonic** : 6 inch & 8 inch 190 & 6  
**Figaro** :  $\frac{\quad\quad\quad 89}{279 \frac{1}{2} \text{ dozen.}}$

Invoice 26<sup>th</sup> August is not included because we transfer it forward. An invoice from 27<sup>th</sup> July we seem to have overlooked. Brothers '**Bug**' are very sloppy & have made many stupid mistakes. Greetings, **S. Falk**.



<sup>162</sup> Willy Schwintzer

<sup>163</sup> 'Orsa' is a trade mark of the kerosene mantle burner invented by Josef Rubinstein from Berlin in 1899, i.e. a competitor of the Era burner

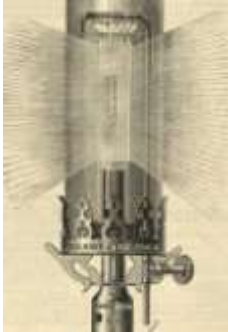


1899, 07 October: -Bk3- German- pp 17, 18 (T):

(HB)

Mr. R. Frister, Lindenstrasse 23, Berlin.

I received your letter from the 5<sup>th</sup> of the current month & we see that you agree in principle with our proposal. A provision of less than 5% would not be profitable for us but we also would not like to jeopardize a business opportunity. In case it should not work out with one or the other item, we could accommodate it. Should we succeed in bringing our prospective customer into an agreement with you (either in writing or in person), then you could quote our prices from the



1886. Pintsch burner.

start in German currency. By doing so, you could gain by the current exchange rate about 2%. We tell you in advance that our customer does not bother about such small details. The main articles that he wishes to purchase are Auer burners in all varieties & we will inform you about the prices of the competitor because we are concerned that you calculate your prices too close. We will let you send you additional news as soon as available & greet you sincerely, S. Falk.

PS. Our customer is the **Welsbach Incandescent Company**, respectively the **local Auer Company** that had up till now only dealt with **Pintsch**, but now wishes to make changes. Please keep this information strictly confidential.

Best regards, S. Falk.



1900. Frister burner.

1899, 09 October: -Bk 3- EL- pp 19, 20 (T):

(BF)

'Director General of Stores', India Office, Whitehall. <sup>164</sup>

...?.. Sale of Methylated Spirits imported from Hamburg.



1899, 09 October: -Bk 3- EL- pp 21, 22 (T):

(BF)

Messrs Redfern & Co., 4, South Street

Dear Sirs, Re. Veritys. <sup>165</sup>

I beg to enclose several letters of this firm, which will prove that in 1891 we used the word 'Veritas'



Electric  
Arc lamp.

& also that they had goods under that name from us. We further enclose a statement showing how many transactions we have had with these people since 1891, every invoice & statement of ours bearing the words, 'Veritas Lamp Works'.

As regards their objection to our Registration in **class 15**, you know on what date we applied for the registration for Glass Chimneys, which article comes under **class 15** & we should think that as we have sold glass chimneys stamped 'Veritas' since 1890 without a trade mark that Veritys objection for this article anyhow could not sustained. Their objection under **heading 5** that we have used the word 'Veritas' in connection

with **Arc Lamps** <sup>166</sup> cannot possibly be sustained under **class 15**, as arc lamps would not be in that class at all. Their objection as regards **Globes, Shades & Reflectors** which they say have been selling for some time, would actually be an admission that they infringe our existing trade mark for glass shades under **class 15**. Your favor of the 6<sup>th</sup>, **German Certificate** No. 122623 has come duly to hand. Yours Truly, S. Falk, managing director of 'Falk, Stadelmann & Co., Ltd.'

1899, 10 October: -Bk3- German- pp 23, 24, 25 (T):

(HB; FG)

'Gas Glühlicht Gesellschaft', formerly 'Richard Feuer & Co.', Rixdorf, near Berlin.

We received your letter from the 7<sup>th</sup> of the current month & we would like to inform you that it is currently very difficult to determine of the true status of the current **Auer patents**. The original patent from the years 1885 & 1886 will end in December & March of next year, respectively.

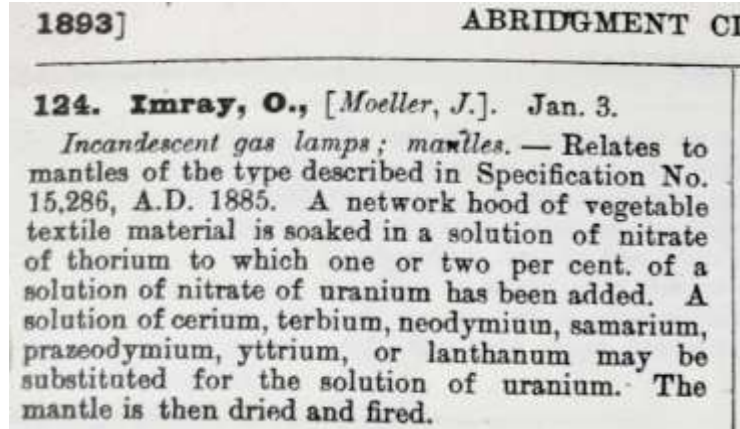
The **Auer Company** claims that from now on everybody can produce incandescent mantles with Thorium & other rare earths. Incandescent mantles that are currently sold by the Auer Company, in other words, useful incandescent mantles, are made to **Moeller's** patent from 1893. That patent claims

<sup>164</sup> India Office, a British government office in London

<sup>165</sup> Veritys Ltd., County of Warwickshire, Aston, 'Plume Works', Plume Street. 'Electrical Manufacturers'

<sup>166</sup> Such an electric lamp produces an arc between two carbon electrodes

the proportion of 'about' **1-2% Cerium to 98% Thorium**. Of course, the **Auer Company** will try everything to protect this 1893 patent with which the only useful mantle can be obtained. Should this be successful then nobody else would be allowed to sell mantles that have only minor addition. Enclosed I am sending you the **Moeller's patent** in question & you can determine for yourself. Should you succeed in manufacturing an incandescent mantle which does not contain any **Cerium**, (what I consider to be impossible) then, of course, the **Auer Company**



can't do anything about it. According to the findings of the local experts, the **Moeller patent** indicated for the first time how a good mantle could be made with little addition of Cerium. It is possible based on that, the local judges will support the validity of the patent in the broadest sense, that means that a small amount of addition up to perhaps 3% will be considered a violation of the patent. If however it is felt that this patent is an illegal extension of the Auer's monopoly it would open the door for others. Should you succeed, as you indicated, in producing a good mantle that does not contain any Cerium, then the situation is different & it would mean a substantial business can be made with such mantles. We believe we have presented you the case to you clearly & in detail & are looking forward to hearing additional news. Sincerely **S. Falk**. PS. The Auer patent is enclosed. <sup>167</sup>



**1899, 12 October:** -Bk 2- German- pp 195, 196: (BF)  
 ..?.. Mrs. Countess, ..?.. South Africa, ..?.. Natal, ..?.. London ..?.. **S. Falk**.

**1899, 12 October:** -Bk3- German- pp 26, 27 (T): (HB)

Dear **Thurnauer**,

Re. Kindermann. Letter enclosed.

The open invoice is 303.19 Mark at 20.48 equal £14/6/1. The other drafts will also be paid & **Kindermann** can be happy. The other papers I have here for safekeeping.

September sale: £28,000 (£4,000 more).



Coming Monday evening, I probably depart for Berlin together with **Sheldrake** who I will introduce to different burner manufacturers as I did some time ago with **Spinn**, only this time for the **Welsbach Company**. Probably, one of the directors will accompany us. It should **not** be known in Berlin, because of **Pintsch**.

With **Frister** I have already arranged for a 5% for 3 years.

I will do the same with **Butzke** <sup>168</sup> & **Arendt**, <sup>169</sup> perhaps also with **Silbermann**. <sup>170</sup>

It is a large deal & I am only concerned that, with the exception of **Frister**, all are small tinkers.

Do you know of any high-performance manufacturers?

It only concerns **Auer burners** & shade holders. I will learn more tomorrow.

Greetings, **S. Falk**.



Butzke's factory buildings.

<sup>167</sup> Salomon called it also 'Moeller's patent'. Moeller was for a while in Austria visiting the Austrian Auer Company in 1893. From over there this patent was applied for in GB. Oliver Imray (a GB patent agent) was granted the patent for Julius Moeller from Austria

<sup>168</sup> F. Butzke & Co., Aktiengesellschaft für Metall-Industrie, Ritterstrasse 12, Berlin

<sup>169</sup> Max Arendt, Kleiststrasse 3-4, Berlin (in 1895). Trader and Investor

<sup>170</sup> Probably Albert Silbermann. Manufacturer of lamps and burners in Berlin

1899, 16 October: -Bk3 –German- pp 35, 36 (T):

(HB)

**Petroleum Glühlicht “Orsa”**, Sebastianstrasse 24, Berlin.<sup>171</sup>

We received your letter from the 12<sup>th</sup> of the current month with the copy of your letter from September 29<sup>th</sup>. We cannot understand why we did not receive the original of the latter. The **2 sample lamps** arrived here a few days ago & we will decide what we can do. We cannot promise any success because kerosene incandescent lamps have so far everywhere failed. We ourselves are convinced that kerosene mantle lamps will never be a true success because the common burners without mantles produce a good if not better light, without having constant expenses due to disintegrating mantles. Nevertheless we will do our best to find an enthusiast for the lamp & this is not too difficult, if you are satisfied for instance to make an agreement for a given quantity for a license of, let's say 1/- per piece. Before we make any specific arrangements, I would prefer to contact first somebody who is interested in the lamp. Of course, it is always best to purchase outright the patent, unfortunately, at present, there is hardly anybody in **England** who would immediately put a good sum of money on the table for a patent.



1899. Left: the ‘Orsa’ mantle burner.

We acknowledge that you have accepted our conditions we have proposed in our letter from 29<sup>th</sup> of September & hope that we can soon send you additional reports. Sincerely, **S. Falk**.

1899, 04 November: -Bk 3 -German- pp 47:

(HB)

**Mr. Dr. Georg Dollner**, Lichtenfelde.

I received your letter of 30<sup>th</sup> of the last month & I am pleased to hear that the English patent is now accepted. As soon as you are in the possession of the actual patent (that means the written patent document with seal) I ask you to assign this immediately to the **Acetylene Purifying Company** according to the contract. If you do not know the necessary forms in English, I can send you those. Please do send the patent papers & the transfer to me & I will arrange all the necessary steps so that the appropriate shares will be allocated to you. The **Australian patent** is coming along, but I had to drop the **Transvaal patent**, that **Mr. Frank** had not returned the papers that were mailed to him. Perhaps we can there take an English patent. With best regards **S. Falk**.

1899, 08 November: -BK 2 -German- pp 197, 198:

(HB; WJV).

Dear **Thurnauer**,

Your writing from the 6<sup>th</sup> of this month Re. Interest: the case is insignificant, but you see it from the wrong point of view. We were also able to have 3% for deposit from our bank. Since money is more expensive in Germany than here, **Weeda** (not **Friedman**) thought that 4 or 4½% could be paid in **Nuremberg**. When one of our employees is that smart, then it would be appropriate that you as Director, do not give him a shout. I therefore close that part of your letter. You get also half of it from what is gained. I admit it's petty, but I always preach to **Weeda** not to leave too much money in the bank without interest but to be a good financier. It never occurs to him that you should pay the interest yourself, of course he only expects what the bank rewards you. So write to me if you do not wish to have such early tom-foolery around in the future, but since you can save some business, please do so.



As far as the end of your letter is concerned, please don't scream too loudly about this, you simply shouldn't come into expenses, if you don't have money from us, then you simply don't pay, there is no question of calculated interest.

Wherever we transfer directly, we have long credit everywhere & a few days never matter. In addition, you send many manufacturers all sorts of gas burner samples, but which nothing has been said or spoken about.

Berlin trip ..?.. drop it completely ..?.. but that you will hear about it in the next few weeks.

<sup>171</sup> Petroleum Glühlicht ‘Orsa’ (=Kerosene Incandescent light ‘Orsa’), Sebastianstrasse 24: This is the Factory address of Josef Rubinstein. Manufacturer of the ‘Orsa’ kerosene mantle burner. Moved to the Prinzenstrasse 32, Berlin in 1901

If you notice any signs of rheumatism, then you have to be careful what you eat & drink (Mosel wine should be good). Do gymnastics for an our every day & you will not feel any rheumatism. Wear Jaeger wool on your body day & night, but doing gymnastics is the best. This is where the metabolism works best. I row in the bedroom every morning & leave the water tap running as to not lose the illusion. Greetings, **S. Falk**.



**1899, 09 November:** -Bk 3- EL- pp 51:

(BF)

'**Manchester Assurance Company**', Cheapside,  
..?.. I have settled with **Lowther** as arranged with you yesterday by **Telephone**.<sup>172</sup> **S. Falk**.



**1899, 18 November:** -Bk 3 -German- pp 53, 54:

(BF)

Dear **Thurnauer**,

**Bingo Celluloid tubes** outrageously expensive. Better & cheaper in **Birmingham**. 'I think the maker of these has us'. Asks about design of candlestick tops. **S. Falk**.



**1899, 18 November:** -Bk 3 -German- pp 55, 56 (T):

(HB)

Messrs. '**Berliner Gas Glühlicht Gesellschaft**', formerly **Richard Feuer**, Rixdorf-Berlin.

Returning to your letter from 27<sup>th</sup> October, I would like to inform you that I attended yesterday a conference with **Queen's Council**.<sup>173</sup> In order to give you exact details about the results, it would be best to have a direct discussion with you & I intend to personally come within the next weeks & to make the necessary arrangements. For now it suffices to say that **Council** will not issue a general decision regarding the value of the 1893 patent, but prefers that I submit to them one or two types of incandescent mantles & inform them about the precise composition.



Of course, I am not in the position to do this without your help. There is no doubt that it is not advisable to bring on the market a mantle that has the precise or close to the same proportion as the one described in the **1893 patent**. However, there is also no doubt that the mantles which are composed of proportions different from that of the **Welsbach Company** cannot be successfully attacked. I specifically say without success, because Welsbach Company will attack anybody. Therefore, it is a considerable risk, regardless if one wins or loses a lawsuit. It is absolutely necessary to bring a good mantle on the market; that is the reason that even your recent **sample without Cerium** had no chance. In contrast, the first samples of your mantles were of excellent quality & before I travel to Berlin, I would like to know from you:

1) Whether you would consider to give us the **Monopoly** for the incandescent mantle for **England**, provided, of course, you guarantee the appropriate results.

2) Whether you would trustfully provide the full information regarding the composition of the mantle, meaning the rare earths it contains & in event of a lawsuit you would provide your assistance without requesting compensation.



I ask you these questions because I can only defend manufacturers about whom I am fully informed & about something that we successfully can defend in England as it would be & remain our possession. I urge you to carefully consider the case & let me know your decision in the coming week. Should you be inclined to enter our proposal (I don't doubt you will do that), then I will come to Berlin & arrange all the necessary details with you. Anticipating your favorable news, I sign sincerely, **S. Falk**.

**1899, 20 November:** -Bk 3 -German- pp 59 (T):

(HB, FG)

**Mr. R. Frister**, Lindenstrasse 23, Berlin SW,

In possession of your letter from the 15<sup>th</sup> of the current month, unfortunately we have not been able yet to make any progress in the matter. The reason is that the **Welsbach Company** for years had been bound by contract to purchase burners from **Pintsch**.

**Mr. Fagg** of the firm '**Pintsch & Co.**' was here for the last 14 days at the **Welsbach Company** & had denounced the mentioned contract (*the contract between Welsbach*

*London and Frister in Berlin..AK*). I believe that within the next few weeks, the situation between the



<sup>172</sup> The first notification of the use of the Phone; a new, direct and extremely fast means of communication

<sup>173</sup> Queen's Council is the name given to a senior lawyer in the British Court system



two firms will be clarified. Only then will it be possible to enter closer communication with you & you can be assured that I will not rest to direct the business to you as far as it will be possible for me. I will let you know as soon as possible. With sincere greetings, **S. Falk**.

**1899, 20 November:** -Bk 3 -German- pp 60 (T):

(HB)

**Dr. George Dollner**, Gross Lichterfelde, near Berlin,

I received your letter from the 10th of the current month with enclosure & I have to tell you that the transfer of **the patent** in the format that you have sent us is quite possible because **Mr. Frank** (as your associate) is listed in the sale's contract. I have handed the matter over to **my** solicitor for completion & I will send you the necessary papers in the next week. The transfer needs to be approved by the **English consulate**.

Finally, I wish to point out that it will not be necessary to have the transfer completed before the 31<sup>st</sup> December of this year. Kind regards, **S. Falk**.

**1899, 24 November:** -Bk 3 -EL- pp 63:

(BF)

**Messrs. Redfern & Co.,**

Gentlemen,

Please apply for a **Trade Mark** of the word: **.FRANKOLIN.**<sup>174</sup> on behalf of the **Acetylene Purifying Co. Ltd.**, 83 Farringdon Road in the following classes:

Class 8 whole glass;

Class 1 „ „ ;

Class 2 „ „ .

Please address all papers in reference to this to my brother, **Mr. Victor** who is director.

Your account for this must also not be mixed with my firm. Yours truly, **S. Falk**.



Photo owner unknown.

**1899, 21 December:** -Bk 3 -EL- pp 69, 70: (with unnumbered loose sheets):

(BF)

Dear **Dr. Hehner**,

I am obliged of your favour of yesterday. I have seen the judgements in the appeal of the **Gaslight Company**. This case is being fought on the **1885 & 1886 patents**. If under these patents a small amount of **Cerium** is free they must be in a very worse position after their patents have expired. On the form of this judgement I think they have little chance upholding the **1893 patent** which is for more proportions only.

I should therefore think that after next March a mantle of **Thorium & Cerium** can safely put on the market, even if the proportions are 98% to 2%. I call your particular attention to **the Deimel case**<sup>175</sup> of November 1<sup>st</sup>, 1894. It is fully reported in the Journal of Gas lighting No.1643, November 6<sup>th</sup>, 1894. You will remember that you appeared yourself as a witness.

The evidence of **Moeller etc.** on behalf of **Welsbach** is highly instructive & proves conclusively that even at that time they thought that Thorium gives the light & Cerium was of no importance.

I also consider the remarks of the **Master of the Rolls**, that **a discovery is not an invention**, of very great importance.

Altogether I think the 1893 patent cannot upheld & as I do not intend to enter the field until the expiry of the 1886 patent, we have only the 1893 patent in front of us.

It is important to keep this fact in view.

I agree with you that only a first class mantle will have a chance, but whether it last 500 or 1000 hours is of no great value to me, so long as the mantle gives good light, when first lighted & so long as it is not too fragile.

I return to England about the middle of February & hope by that time you will be able to put something concrete to me.

Wishing you the compliments of the season, believe me dear **Dr. Hehner**.

Yours faithfully, **S. Falk**.



<sup>174</sup> German name for a grouse-like bird, the 'Cape Pheasant' (Pternistis capensis)

<sup>175</sup> See also: Trade Mark cases of November 1898: the 'Welsbach Co., London' versus 'The Deimel Light Company, Ltd.'

1899, 22 December: -Bk 3 -EL- pp 66:

(BF)

Dear **Mr. Fonblanque**,

Your favor to hand & I do hope there will be no trouble. Your instructions will be carried out. So far as my firm is concerned we do all we can.



Above and anno 2020: the only remaining Era Lamp that can still produce light (photo and lamp: A. Kaim).<sup>176</sup>

A special table in the **Showroom** is set aside for **Era lamps**, we show about **a dozen patterns**, of which 2 or 3 are always burning & our salesmen have special instructions to push the sale, unfortunately with very little success. As a matter of fact nobody will stock them.

The **Lamp** itself is **beautiful**, but unfortunately the **whole Lamp Trade** is in a very bad way.

**Electric Light & Incandescent gas** is killing it & of better class lamps we have practically no sale today. The last 2 years there was an entire change, so much so that Houses like '**Evered & Co.**' have given up oil Lamps altogether & **Hinks & Jones** (*Jones = Messenger..AK*) have gone in for Electric Light. Excuse this long letter, we will do our very best & wishing you the compliments of the season, I remain, Yours very truly, **S. Falk**.

1900, 10 January: -Bk 4 -EL- pp 122:

(BF)

**Mr. Phelps**,<sup>177</sup>

..?.. Your 1898 expenses were £240, your 1899 £282. Why this increase? ..?..

**Victor Falk.**

1900, 10 January: -Bk 4 -EL- pp 123:

(BF)

**Mr. J. Holland**,<sup>178</sup>

..?..Your 1897 expenses were £291, 1898 £312, 1899 £339. Why such an increase? ..?.. **Victor Falk.**

1900, 07 March: -Bk 2 -EL- pp 211:

(BF)

My dear **Moeller**,

You will see from the enclosed letter from **Gery** that he will not be back in London before next Monday. Can your matter wait so long? Meantime I submitted the legal question before another solicitor without stating any name & from what this man told me there would be considerable trouble & possibly unpleasantness. The title might be disputed & the sale might be upset.

I am anxious to assist you, but would it not be wiser to sell whilst you can sell, I mean get it off your hands instead of keeping it stored etc.? If afterwards you want ..?.. furniture, you can always buy

<sup>176</sup> For more background information, see: 'The Evolution of the Kerosene Mantle Burner. Second, fully edited and expanded edition. 358 pages. In full colour. February 2020. By A. Kaim. The book is available through: antonkaim@hotmail.com'

<sup>177</sup> Representative of FS&Co

<sup>178</sup> Representative in the West of England

what you want & instead of selling to us, sell right out & get rid of it. The money I believe you can legally use as you like, so long as you do not file your petition. In any case I should not like to commit myself without **Gery**, can it stand over until Monday? Also to **Gery** I have so far not mentioned your name. Will you be in about 3 o'clock this afternoon? In haste, Yours very truly, **S. Falk Associates**.

**1900, 23 March:** -Bk 2 –German- pp 214:

(BF)

**Directors Bankanstadt**, Stuttgart,

..?.. 1000 Mark credited to **Fanny Falk** <sup>179</sup> in Hochberg ..?.. **S. Falk**.

**1900, 30 April:** -Bk 3 –EL- pp 082, 083, 084, 085, 086, 087 (T):

(BF)

Messrs **Redfern & Co.**, Solicitors,

Long & complicated letter about complaint by **Veritys** <sup>180</sup> at use of 'Veritas' name as too similar to theirs. **Salomon Falk** 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".

**1900, 28 March:** -Bk 2 –German- pp 215, 216: (*carboned on back and difficult to read*)

(BF)

**Mr. Moeller**, Welsbach Company, London,

..?.. Concerns transfer of 1667 shares and the set-up of acetylene apparatus for testing, but note acetylene business in England is "not very bright." ..?.. **S. Falk**.

**1900, 12 May:** -Bk 2 –German- pp 227, 228:

(HB)

To **Mr. G. Buhlmann**, <sup>181</sup> Kopenickerstrasse 56-57, Berlin SO. <sup>182</sup>

Answering the letter from 8<sup>th</sup> of the current month, addressed to our **Mr. S. Falk**, we inform you that



neither we nor our **Mr. Falk** have participated in the foundation of the company '**Krone**' & your assumption in this regards is wrong. We must request that in future to refrain from expressing such assumptions toward other people if you wish to avoid unpleasant consequences. We don't know anything about the



contract with the '**Welsbach Company**' you mentioned & about a refusal to let others see it since now, according to our knowledge, no request for such has been made. Your business interaction & other manipulations which you had with **Mr. Flurschein** (*Flurisheim?* ..AK) during the last several years are also unknown to us & thus, we have absolutely nothing to do them. The additional letters from 6<sup>th</sup>, 13<sup>th</sup> & 17<sup>th</sup> August 1898, indicate your proposal to sell **English patents** to us & **Mr. Flurschein**. To our knowledge, we have not made a firm commitment & your assumption that these letters now constitute a contract of an association between our firm & **Mr. Flurschein** we attribute to your overreacting fantasy. We believe that nobody with sound 5 senses would reach such a conclusion.



In contrast, you have agreed to a payment of a 20% provision of proposed sales price of 50,000 Mark. As you know, we had until now in this matter only work, expenses & lost time. As evident from your letters, you seem to have requested the 50,000 Mark from **Mr. Flurschein** & thus to have completed the sale of the patent. We wish to learn to whom you have sold the patent & if the sum is paid in shares or in cash & we reserve the right to request our 20% commission from you. The closing statement in your letters we can only interpret as a threat that you will demand, if necessary, the above mentioned sum of **50,000 Mark** from us (probably in lieu of the payment of the commissions?). We consider this not only as insolence but we reserve the right to respond to your indirectly expressed threat by legal action & will treat the entire affair as an attempt of extortion by involving the attorney general. Sincerely, **Falk, Stadelmann & Co., Ltd.**

<sup>179</sup> Second wife of Salomon's father Lazarus Ferdinand Falk and the mother of Max and Victor

<sup>180</sup> Veritys Ltd., County of Warwickshire, Aston, 'Plume Works', Plume Street. 'Electrical Manufacturers'

<sup>181</sup> Possibly related to: A. Buhlmann, owner of German Trade Mark: Glühlucht 'Krone' from 1897 ('Incandescent Light Crown') and the brand 'Crown with rays' from 1897. In that year was the address: Kommandantenstrasse 84, Berlin SO

<sup>182</sup> This is the address of 'Krone' Gasglühluchtgesellschaft mbH, Berlin in 1900, as company making gas mantles.

1900, 12 May: -Bk 2-German- pp 229, 230:

(HB)

Dear **Thurnauer**,

Attached, I send you a letter that I have received to my surprise on 8<sup>th</sup> of this month from **Buhlmann**, Berlin. As shown by the carbon copy included, I have personally answered to avoid potential difficulties that this person could make for me in Berlin. You know that we, at the time, had arranged with him that we, together with **Flurschein** would pay 20% of the sale price of his patent, if we, or **Flurschein** could sell this patent. **Flurschein** sold the patent to a company he had founded ('**Crown Company, Ltd.**'). However **Buhlmann** has not yet received his 3,500 shares & is in a fight with **Flurschein** about that. **Flurschein** has infused 5,000 Mark investment in the company (**Krone**) in Berlin.<sup>183</sup> **Buhlmann** had reacted by claiming a lien on that, as well as on 8,000 Mark-worth of merchandise in Berlin that belongs to **Flurschein**. The lawsuit is pending & in my opinion **Buhlmann** behaved badly to **Flurschein** with whom he was friendly in the past. I don't know anything about the business interaction between **Buhlmann** and **Flurschein** during the past few years & neither I nor the firm had anything to do with them. As you see from the enclosed correspondence, **Buhlmann** now tries to draw us into the lawsuit with **Flurschein** & I propose that you mail him a letter as enclosed. I suggest that you consult a lawyer in this matter & find out if this fellow can be charged for extortion attempts. Our situation is evident from the enclosed correspondence, I am not aware of any other letter exchanges. I believe it would be best if you, as the director of the firm '**Falk, Stadelmann & Co., Ltd.**', would assume the responsibility to write him a letter as enclosed. It is possible the best that somebody in **Germany** will make the demands & if one is a foreigner **Buhlmann** could make potential problems against me as another director of the firm when present in Berlin. I wish to avoid this & would like to ask you to shoulder this affair, if so advised by your lawyer. Best regards, **S. Falk**.



1900, 15 May: -Bk 3 -German- pp 88, 89 (T):

(HB, FG)

**Dr. Georg Dollner**, Ringstrasse 45, Gross Lichterfelde,

Today, we come back to the sale of your patents in the **United States & Canada**.

As we have already informed you, we have made first contact with a firm for carbide production in **New York** & have received today a reply that they would consider the offer.

They now wish to know the sale price of the patent, or what would be the plan to form an **American company**. We intend to tell the gentlemen up front that we primarily prefer an absolute sale, even if it means we had to accept a somewhat smaller cash payment. The Americans are businessmen & it is not worth trying to demand twice the amount of what one would expect to get.



If you agree we set the sale's price in cash at £1,500 without further division. Where the formation of an **American company** is concerned, we would propose to accept 1/3 of the shares of the eventual starting capital together with a payment of at least £500. If you agree with these basic conditions, then we request you send your **patents for America & Canada** in the original form or a transcription & we take care of the rest from here.

Finally, I wish to remark, in the event the sale will be completed, it will be done through the firm '**Falk, Stadelmann & Co. Ltd.**' & not through '**Purifying Company**'. By the involvement of **our office in New York** the potential profit will come to us.

Awaiting your immediate response, I remain, Sincerely **S. Falk**.

**PS.** The Americans have also requested from us samples of the apparatus & **Frankolin**, so that is what we need to get.

<sup>183</sup> Krone Gasglühlicht Gesellschaft mbH., Berlin.



1900, 16 May: -Bk 3 -German- pp 90, 91(T):

(HB, FG)

**Mr. G. Buhlmann**, Kopernickerstrasse 56-57, Berlin SO,

Your letter of the 8<sup>th</sup> of this month addressed to our **Mr. S. Falk** has been brought to our attention & in response we inform you that we were not part of the founding of the company '**Krone**' & have no interest in it. Your assumption is in error & we would recommend you in future to be more careful in your expression & to make sure about the facts before writing. Also, there does not exist a contract regarding your business between us & the '**Welsbach Company**' & therefore we can't grant or decline you access to seeing such contract, because to our knowledge there never was one requested.

We don't know which transaction you had made with **Mr. Flurschein** & are not interested in any way. If there is indeed a company formed to market your incandescent mantle, then they own us a half of the assured commission on the profit, meaning 10% to you & we would like to ask you in what manner, meaning what amount in cash or shares, you were reimbursed. In awaiting your report regarding this matter, we sign sincerely, **S. Falk**.

1900, 20 June: -Bk 3 -German- pp 99, 100:

(HB)

**Dr. O. Knofler**, Plötzensee near Berlin.

Prompted by the letter received today from **Mr. Kindermann**, I hasten to present to you our opinion about the unpleasant issue & wish to inform as follows:

I heard recently that the '**Sunlight Company**' intends to raise **new capital** & I don't believe this will be successful; my opinion is that the shareholder will be very upset about to hear that in less than 12 months, the already invested capital should be exhausted & I would be surprised if they will give again money for such an enterprise.

It is proposed to issue preference shares which then to the largest part (perhaps 50%) ..?.. to entice the owner of the ordinary shares to take on the preference shares. This is here a preferred mode of doing business to save those who are in breach, of course, the issue of such preference shares makes the existing shares worthless & ..?.. your interest I add it to your process ..?.. & to return it signed & with the signature of a witness.



Regarding the payment of the draft maturing on the 4<sup>th</sup> of July, I think that the '**Sunlight Company**' could pay it; as this draft is to renew for 3 months, you had better refuse under all circumstances. If the draft is not paid, have it returned under protest & reserve your rights for further action. By a renewal for 3 months, you tie up more of your funds. My advice is to call your draft immediately, if this is not paid. I am certain that in this case, the draft will be paid, while you have a contingency running through the law, the still existing capital will be exhausted.

The '**Sunlight Company**' has still sufficient funds to pay for the draft & tries to prolong the process by offering you to extend the draft for 3 months if **Mr. Duncan** personally guaranties the payment; just go ahead make your ultimatum in the event they don't want to make this guaranty, you will not enter any further negotiations & you must insist on payment. The promised business interest, in my opinion, is now neither solid nor secure for you & you may feel better [*if left..HB*].

A guarantee of £5,000 of the capital is too pitiful proposal and doesn't deserve a response, considering that we own together £15,000 in shares in this company & when they will win their processes, these shares alone would be worth more, it is therefore not reasonable to ruin on purpose the company & nevertheless I will say that it is better to get these £1,850 paid rather risk the shares. I return to you the original letter & mail a copy of this letter to **Mr. Kindermann** in Paris. I am interested to hear again from you in **Fulda** (*city in Germany..AK*) & sign, Sincerely, **S. Falk**.

1900, 25 June: - Bk 3- German- pp 102, 103:

(HB)

Dear **Mr. Kindermann**,

I hope you have returned from Paris, where, without doubt, you have well amused yourself.

Your letter from 22<sup>nd</sup> of the current month just came today & I inform you regarding the **Sunlight** ?sconti ? that this firm, through a letter in which they request for prolongation, have excused all



defences & therefore can themselves claim directly the issuers of the ?sconti ? without risking a delay or dragging out. Otherwise somebody can claim the guarantee & the acceptant has no defence against such a third person. However, I don't think that for instance the **German**

**Bank** would agree to proceed for you & on your account a claim. On the same day when the draft with protest will be returned to you, you should inform the **Sunlight Company** by registered letter & tell

them that you will forward the draft to your local lawyer for proceeding with an immediate action. As precaution, you should also write them immediately that you have decided that you will not renew the draft after its expiration, except **Mr. Duncan** personally guarantees the payment.

In the latter case, the draft will also be returned with protest so that you will not lose your rights. If that should also not be paid, I will assist you in the further proceedings. It will take maximally 8 to 10



days until I will have the verdict & as soon as I will have it, I will immediately place a claim on the bank account what certainly will not be expected by the **Sunlight Company**. I am quite certain that there will be still a few thousand pounds & consider prompt action as best.

The ..?.. with **Welsbach** should ..?.. the next in line ..?.. the **Sunlight** has no ..?.. whether it is guaranteed or ..?.. The **Welsbach** has reduced the prices for burners & mantles so much (e.g., mantles to 7½ pence with 25% for retail & 33 ⅓ % for engross) that no money can be gained anymore.

Awaiting your news I greet you with familiar regards, **S. Falk**.

**1900, 03 July:** -Bk 3 –German- pp 107:

(HB)

**Messrs. C.F. Kindermann & Co.**, Möckernstrasse 68, Berlin SW,  
Your letter from 3<sup>rd</sup> of this month with enclosure has been arrived.

Since without doubt the accepted order for **Sunlight** yesterday was not honored, I am trying to ask you directly to provide us with the original letters from the **Sunlight Company** regarding this matter.

**Mr. Duncan's** refusal to guarantee the accepted order, is sufficient for me; & since **Mr. Duncan** is the soul of the **Board** & the other directors are only stooges, his telegram about him being unable to do anything without consulting the Board, is rather odd. Another authority is not necessary because I will sue the change in the name of **Dr. Knofler**.

The authorities that have already mailed to me serve only the purpose to represent you & **Dr. Knofler** at the called shareholder meeting. Kind regards, **S. Falk**.



**1900, 10 July:** -Bk 3 –German- pp 108:

(HB)

Dear **Thurnauer**, Re. account: I can sent you at the earliest tomorrow **£1,500** to your account. Moreover, at the same time I will send you a check for preference shares dividends (**circa £500**). The remaining of your account I may be able to send you in about 8 days; that still will be of service since you will not pay the **Messrs. Manufactures** by 15<sup>th</sup> of this month. For **Marienbad** <sup>184</sup> I wish you much enjoyments & greet you & family, Your **S. Falk**.



**1900, 14 July:** -Bk 2 –German- pp 240, 241:

(HB, WJV)

Dear **Mr. Kindermann**,

Thank you very much for your telegram, which came into my possession this morning, at the same time as a letter from your home address which contained the same good news. Now to let you know that I have just sold our **750 Sunlight** shares for 3/6 (3 shilling/6 pence) per share. The price is low, but I see no future for the **Sunlight Company** as burners are now sold here for 4/6 per dozen & mantles for 2/6 per dozen in small quantities.

It will not get any better, the **Welsbach monopoly** is at its end & I ask you how a **MONOPOLY** company like the **Sunlight** can give such a profit. On Monday the judge will give his sentence in the



case of **New Sunlight versus Welsbach**, <sup>185</sup> regarding the annulment of the central patent. People think that **Sunlight** will win & it is possible that because of this, the shares will become a little more valuable. <sup>186</sup> That would probably be the time to offer your shares for selling. Of course you should not sell the 15,000 all at once. You'll have to offer them

several times in small amounts (perhaps 1,000 at a time).

Because the **Sunlight** will take more capital, they can only do this on the costs of the old shares, meaning that the auctioneers have to include more money & will probably get preference shares through which the old shares become worthless. This is the reason why I sell ours.



<sup>184</sup> A small spa in the Bohemian Forest in today's Czech Republic

<sup>185</sup> See on internet: <https://academic.oup.com/rpc/article/17/9/237/1592485> Anno 1900

<sup>186</sup> Probably shortly after the ruling, at least sometime in 1900, the Welsbach Company acquired the Sunlight Company. From the Stock Exchange Yearbook 1908, via the internet

If you want to sell your 7,000 pieces send me a telegram with instructions but I have to know whether you want a limit or sell them for the best price. At the end allow me to remind you of our old friend **Sheldrake**, who has worked with you e.g. on the **Sunlight Company** & acted on your best interest. I promised him then 300 pounds with your consent. Of course that can't be right for now, but a small sum should go to him, & I propose to you that I send him 50 pounds now he's entitled to some. Please your soonest point of view & greetings from your, **S. Falk**.

1900, 26 July: -Bk 3 –German- pp 111, 112:

(HB)

Dear **Mr. Kindermann**,

I acknowledge the receipt of your letter from 23<sup>rd</sup> of this month & your telegram from 24<sup>th</sup> of this month & yesterday. I telegraphed you about the sale of 100 shares at 5/6 & today 500 shares for the same price; unfortunately there was nothing further to be gained because there are absolutely no buyers. I have handed over your certificates for 6750 shares to my agent,

**Messrs. Lloyd & Hardy**, 7 Finch Lane, C.C. in order to make the necessary transfer & send those directly to you. Moreover, I have requested from them to contact you directly & because as you know, I will travel for an extended period of time, they have to receive your further instruction regarding the sale.

From the gentlemen named above you should receive the following:

17 July	1000 shares	£337/09/0;	as per 27 <sup>th</sup> of this month;
20 „	500 „	£149/19/0;	as per 27 <sup>th</sup> of this month;
20 „	500 „	£149/19/0;	as per 27 <sup>th</sup> of this month;
24 „	1250 „	£328/01/6;	as per 27 <sup>th</sup> of this month;
25 „	100 „	£ 26/05/0;	as per 15 <sup>th</sup> of August

for which I include the original sales' documents. For the 500 pieces sold today, you should receive directly the sales' notes, as you will receive the money directly; at the same time I have invoiced you for telegrams as follows: July 16<sup>th</sup> 2/4; July 17<sup>th</sup> 2/4; July 24<sup>th</sup> 1/8; July 25<sup>th</sup> 2/-; July 26<sup>th</sup> 1/6 & have the total amount with 9/10 credited to Messrs. Falk, Stadelmann & Co.

The telegram address of **Messrs. Lloyd & Hardy** is ..?..

In case you wish to send a note to me, then your telegram will reach me here till Sunday; the following Monday, I am at 'Hotel Marguardt, Stuttgart' & then for a longer period ..?.. in '**Kurhaus Tarasp**'.

Today I was at the general meeting of the **Sunlight Company** & inform you that all proposals have been passed ..?.. ..?.. take the £5,000, which the directors wanted to pocket & this issue was postponed for the time being & in particular because it turned out that the mediator for the negotiations with the **Welsbach Company** has to be paid £5,000 provision, of which the **Sunlight Company** has to pay. In any case, it is clear that the **Sunlight Company** has to pay another £10,000, now with the trial with the **Welsbach Company** ended.

As far as I recall, the agreement was precisely as if for you ..?.. ..?.. there had never been a process & there is no doubt that you can demand these £10,000 in shares.

Since the shareholders of the **Sunlight Company** will receive 50%, **Mr. Duncan** will make not a bad profit when he would pay you £2,000 in cash for the £10,000 shares because these only valued 4/- per share & according to my opinion you could get more for the shares, however, I agree with you that you would do acceptable with £2,000 & thereby get out of the business not too badly.

As far as **Mr. Sheldrake** is concerned, so I hope that you will accept my proposal, because that time I had agreed ..?.. : taken together, it also would not be in your best interest to forget about this man because he will be of use for you at the **Welsbach Company**.

For your confidential information I am very thankful & I can assure you of my discretion.

In awaiting with pleasure your communication I greet you sincerely, **S. Falk**.



1900, 28 July: -Bk 3 –German- pp 114, 115 (T):

(HB)

Messrs. **Dr. O. Knofler & Co.**, Plötzensee near Berlin,

Dear Doctor, your letter from 26<sup>th</sup> of this month with 2 certificates 1300 & 1302 I have just received few hours before my departure. I called immediately **Mr. Duncan** per **telephone** but learned that he didn't come to the City. Therefore, for the time being, I will arrange for the safekeeping of your shares & my **brother Victor** will arrange all according to your instructions. When not too late, I would recommend that you **do not accept Mr. Duncan's** offer of 5/- per share because I am convinced that with proper execution of the sale 6/- to 8/- per share could be obtained for you on the open market.

Should you telegraph us until Monday (telegram address: **Lamps London**) I will offer your shares to **Messrs. Lloyd & Hardy**, 7 Finch Lane E.C. & instruct them to sell from time to time, according to the market performance, 500 to 1000 shares (*corrected in hand writing, originally typed 5-10,000*) & I will indicate to the gentlemen as minimum of 5/6 per share.

This firm has also **Mr. Kindermann's** shares in possession & they could also carry out everything in direct consultation with you. In order to proceed, we only need your telegraphic instruction indicating that you do agree with the arrangements.

I don't like that **Mr. Duncan** has offered you a draft, in particular after he publicly stated at the meeting two days ago that the shareholders of the **Sunlight Company** should receive at a minimum of 10/0 per share.<sup>187</sup>

In case I can be of assistance in regards to the £10,000 in **Sunlight shares** you still should receive, please don't hesitate to call my service. **Mr. Kindermann** has my address.

Sincerely & best regards, Yours **S. Falk**.

1900, 28 July: -Bk 3- EL- pp 116:

(BF)

**Messrs. Lloyd & Hardy**, 7, Finch Lane E.C.

Dear Sirs, **Re. Sunlight Shares**. I beg to inform you that I am now in possession of the other **Share Certificate** mentioned to you, viz. **6,750 shares** belonging to: **Dr. O. Knofler**, ??strasse 12, Plötzensee near Berlin & **750 shares** belonging to: **Dr. Rudolf Homberg**, Kantstrasse, Charlottenburg near Berlin.

I expect definite instructions on Monday whether I am to sell these shares through you & my brother, **Mr. Victor Falk**, has got the whole matter in hand to deal with same. I remain, Yours truly, **S. Falk**.

1900, 29 July: -Bk 3 –German- pp 117:

(BF)

To **Thurnauer**,

(one sentence in English) "Business here alright, I think we are doing well this year". **S. Falk**.

1900, 18 August: -Bk 2- German- pages 255, 256:

(HB; WJV).

**Mr. Dr. Dollner**, Berlin

To my regret, the allotment of your shares was delayed due to my absence & then I became ill of influenza & had not been in business for the last 3 weeks. The output of the shares is only a question of correspondence, since nothing can be done for the time being.

Enclosed I give you the transfer of the **1667 shares** which you had transferred to me ..?... Both of your account documents must be signed in the presence of any witness. A clerk will do. Confirmation is not necessary. I will fill in the date. With the transfer

you must kindly return the dated certificate of your shares sent today, so that it can be cancelled & then a new one for the reduced price ..?... can be written. For the wish of the **Acetylene Purifying Company & Mr. Worth** we have now set up 2 of your apparatus for precise testing & we are working on them now. When the results are positive **Mr. Worth** will be installed as director & will take over his company, which for England has practically the monopoly on carbide, for the sale of the apparatus, which would be of great importance.

In total we are not unsatisfied & has the **Acetylene Purifying Company** till 1<sup>st</sup> March in reaction 100 shares ..?... [license costs ?] although we can only start delivering at the end of December. However,

<sup>187</sup> The 'Sunlight Incandescent Company' was taken over by Welsbach in 1900. From: The Stock Exchange Year Book 1908 via the internet in 2020



we will only be able to show a result in this year, as the acetylene business in England is not a brilliant one. With best greetings & respectfully, your **S. Falk**. 88 Farringdon Road, London.

**1900, 13 September:** -Bk 3 -EL- pp 118:

(BF)

**Mr. Gutch,**<sup>188</sup>

Strictly private

My dear Sir,

The ..?.. (*flyer?*..AK) enclosed will appear tomorrow on every street corner – as I am told. Anyhow I am informed that they are doing a large business & are selling their mantles at 3/- a dozen for the crate. I will come up & see you when **Mr Peters**<sup>189</sup> has returned. I am afraid you will have to put cheap Sunlight Mantles on the market & allow us to sell same side by side with ..?.. **Welsbach** mantles, ..?.. in order to compete with such people. Yours very truly, **S Falk**.



**1900, 14 September:** -Bk 3 -EL- pp 119, 120:

(BF)

..?.. Arrangements for fixing (*rigging*) wholesale mantle prices. ..?.. **S. Falk**.

**1900, 05 October:** -Bk 3 -EL- page 124:

(BF)

Dear **Taylor**,

In reply to yours of yesterday I shall be pleased to let you know immediately I hear of something going. For the moment I do not know of anything. But why beat about the bush? It strikes me you would like to come back to us. Is it not so? If so let us discuss the matter. Of course we cannot upset our arrangements at a moment's notice. For present we take more orders than we can serve. But if you come up to London we can go into the matter & see what can be done.

Personally, I am not against it, but you know that **Max & Victor** have the active management of the business & without them I can do nothing. With best regards, Yours truly, **S. Falk**.

**1900, 06 October:** -Bk 3 -EL- pp 127, 128:

(BF)

'**Welsbach Co. Ltd.**', 78, York Street, London,

Dear **Mr. Peters**,

Re. Sp??ni..?.., herewith I beg to submit to you **2 sample burners** made to your instructions. They are already made with your pattern gallery. The first 10,000 can be delivered within 4 weeks (with your gallery) & stamped with your name. I will make it a condition that each burner must be tested that the fork stands straight. Price for burners, with globe holders polished, stamped & as per sample submitted: 62/- a gross, free Berlin, quite net, boxed as per your instructions. The sooner I can wire confirmation of the order, the sooner the first delivery will take place. Details can follow by post. I will call Monday morning. Yours truly, **S. Falk**.



78, York Street.  
Photo Google Earth.

**1900, 05 November:** -Bk 3 -German- page 134:

(HB)

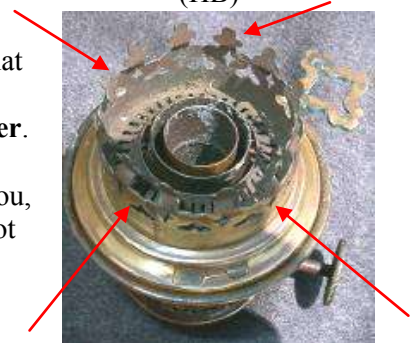
Messrs. **Ehrich & Graetz**, Berlin.

Confidential

By answering your letter from 3<sup>rd</sup> of this month, I consider it as best that you are not going to inquire, but, if the **burner is different**, just to proceed & make it & not to invoice as **petroleum incandescent burner**. They don't have to know that the burner is designed for incandescent light. Moreover, neither '**Era**' nor '**Welsbach Company**' can get at you, because, as you wrote, they have not lived up their commitments by not ordering anything from you for a long time.

Furthermore, I don't believe that you will hear anything from them or that they will concerned about, as long as **the burner is not same**.

Sincerely **S. Falk**.



The Era burner with the  
non-mantle gallery.<sup>190</sup>

<sup>188</sup> Mr. Gutch is secretary of the Welsbach Company in London. See also: letter 250 of October 2nd, 1901

<sup>189</sup> Mr. Peters is an employee of Welsbach too.

<sup>190</sup> For more background information, see: 'The Evolution of the Kerosene Mantle Burner. Second, fully edited and expanded edition. 358 pages. In full colour. February 2020. By A. Kaim. The book is available through: antonkaim@hotmail.com'

1901, 23 March: -Bk 3 –German- pp 140:

(HB)

Mr. Ernst Hildebrandt, Florastrasse 8, Berlin,

We inform you about the receipt of your letter from 18<sup>th</sup> of this month, in which you grant us permission to take out an **English patent in our name**<sup>191</sup> for your fork pins with wire enforcement & declare herewith to accept the associated conditions with the exception the one condition that we have to acquire from you annually a minimum of one million pins.

Instead of 'acquire' it must say 'order'; moreover, instead of 'annual purchase' it should say, 'annual ordering'. We kindly ask you, to confirm these changes & to send a copy of this & one of your letters from 18<sup>th</sup> to our branch in Nuremberg. Sincerely, **S. Falk**.

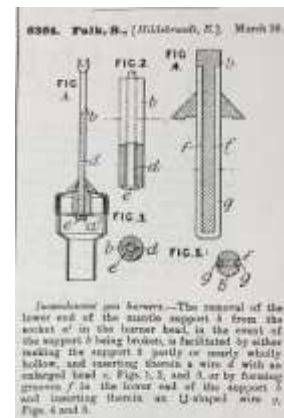


1901, 23 March: - Bk 3- German- pp 141, 142:

(HB)

Mr. Ernst Hildebrandt, Berlin,

Yesterday returned to **London**, I send you enclosed the official confirmation of our agreement with the discussed changes, which you kindly confirm. Today, I have already requested a **provisional English patent** & will without delay submit a request for a definitive patent, but only when you are ready for us to make the cartons & to take orders. The **American patent** has to be submitted within 7 months starting from today & dated always with the date of the submission. Therefore, you have full 7 months time. How soon can we have some samples? Could you mark the top of the forks with **D.R.G.M.**<sup>192</sup> or a patent? Because you don't have a German patent, the latter may not be possible. I prefer that the metal forks are as long as possible because that during breakage, the upper parts will get trapped instead of falling down & therefore with rescue for the incandescent mantle. With best regards, Sincerely, **S. Falk**.



The provisional English patent.

1901, 01 April: -Bk 2-German- pp 269:

(HB; WJV).

Messrs. Ehrich & Graetz, Berlin,

**Re. Era Co.** At the end of June 1897, I send you a copy of a report sent by **Mr. Moeller** on the **Era burner** by a chemist of the **Welsbach Co.** Would you be so kind to sent me this report a.s.a.p. I also ask you to send me a list of the **Era burners** that you have been delivered to the **Welsbach Co.** to date, namely only burners, a simple date of your invoices & the number of burners delivered without price or calculation. You got an order of 20,000 & I have to know exactly what you have delivered, whether with screw or bayonet does not matter. Would you like to answer a.s.a.p. privately to me at **Karlstrasse 35, Cannstatt**, Württemberg, were I will be till 15<sup>th</sup>. Friendliest, **S. Falk**.



1901, 16 April: -Bk 2-German- pp 274, 275:

(HB)

Messrs. Ehrich & Graetz, Berlin,

**Re. Era Company**, your valuable letter from 11<sup>th</sup> to **Cannstatt** came to hand & I thank you for the prompt delivery. The lawsuit against the company's promoters (including me) is continuing & your collaboration between **me** & the **Welsbach company**, which has **also** been indicted, has been taken into consideration. Of course, I expect you to support us as much as you can. My purpose now is to return to my letter to you, dated 7 **August 1897**. In that letter I informed you that you will receive an order **from the Welsbach Company** for 20,000 burners. I dictated this order myself at the time & **Moeller** signed it. You must have received the same & I ask you to send me the original (letter to me privately addressed).



As I can see, you only delivered 16,000 burners & I do not understand why you insisted on purchasing the remaining 4,000. In my opinion, you should still do that now. Greetings, **S. Falk**.

<sup>191</sup> GB1901-No.6364, applied for 26 March 1901.

<sup>192</sup> That abbreviation stands for "Deutsches Reichs Gebrauchs Muster" (German Empire Utility Models) i.e. a limited patent

1901, 16 April: -Bk 3 –German- pp 143:

(HB)

**Dr. O. Knofler & Company**, Plotzensee,

**Dear Doctor**, your valued letter from 30<sup>th</sup> of the last month was left unanswered until now because I have just yesterday returned from travel. Also, I have not made any additional steps in the project because it is not urgent & because you have overlooked to make an offer. Although you wrote ‘when based on enclosed offer, etc. etc.’, the mentioned offer was not in the letter & would like to request that you send one so that I can advance one step.

Already today, I can inform you that the **Welsbach Company** is serious & that at the end of this year it will introduce radical changes in their relationship with the **Viennese gas incandescent society**.<sup>193</sup>  
Kind regards, **S. Falk**.

1901, 16 April: -Bk 3 –German- pp 144:

(HB)

**Mr. E. Hildebrandt**, Berlin,

Following my return from travel, I find out that you have not responded to any of my various letters. Please write me if there is a specific reason from your side. We had yesterday to telegraph you for rods of **No. 2 & No. 4** & when you are unable increase the deliveries significantly then I can’t understand how it will be possible for you to supply our stock in the next season. At the present, your deliveries are way insufficient to fill the demands of our customers. What will happen at the end of the year when **100,000 pieces per week** will be barely sufficient? I see that you have lately delivered a bit better, namely 151,000 pieces in three weeks. However, in the last 8 days we have not seen any invoice from you. I would be grateful when you would inform me how many rods you think you can deliver to us the next 4 months so that we finally are able to establish a stock. Furthermore, I wish to know whether you think that starting September 1<sup>st</sup>, you can deliver 50,000 – 100,000 pieces per week. What is the status with the **new rods**? It will be beneficial to bring those onto the market before the current contract with you is completed. Looking forward to your news, signing respectfully, **S. Falk**.



1901, 18 April: -Bk 3 –German- pp 146:

(HB)

**Mr. Ernst Hildebrandt**, Berlin-Pankow. We acknowledge the receipt of your letter from 16<sup>th</sup> of the current month with it content the details of our agreements & herewith we confirm our acceptance. Sincerely, **S. Falk**.

1901, 30 April: -Bk 3 –EL- pp 149:

(BF)

**Geo Brooks Esq.**,<sup>194</sup>

My dear Sir, **Re. Welsbach**. I shall have no objection to a 3 years agreement ‘upon the same terms as the existing agreement’ i.e. with the one month notice clause included. If they do not intend this, we of course must bind ourselves for 3 years unless there is a clause that will only hold good if they uphold the 1893 patent. But it will be best not to bind ourselves at all & so stick out for better terms. Leave me the matter in my hands till I have seen **Mr. Peters** next Thursday. I will discuss it with him & ascertain first what he means. In any case it looks very much as if they were afraid that they cannot uphold their 1893 patent or they would not ask us to make a 3 year agreement.

I am much obliged to you, **Mr. Brooks**, for the kind interest you take in my health & am pleased to tell you that I am getting alright. Hoping that also you are yourself again, I remain with best regards,  
Yours sincerely **S. Falk**.

1901, 02 May: -Bk 3 –EL- pp 150:

(BF)

Dear **Mr. Brooks**,

**Re. Welsbach**. I have seen **Mr. Peters** today & had a long discussion with him. It may lead to some good results & by Monday next I will know. I am holding for:

- a-No further appointment of **wholesale agents**;
- b-**Welsbach** not to allow better terms to **Traders** than **we are allowed to give**;
- c-33<sup>1</sup>/<sub>3</sub> % & 2<sup>1</sup>/<sub>2</sub> % **discount** instead of 30% & 5%.

<sup>193</sup> The Austrian Welsbach Company

<sup>194</sup> George Brooks of ‘S. Gratrix Junior & Brothers Ltd.’ of ‘Alport Works’, Quay Street, Manchester

The latter means 1½ % more to us, but I am doubtful if I can get it. It would mean nearly £2,000 per annum to them, as they do about £120,000 a year through **wholesale agents**. My argument is that at present we make only 14% profit on the purchase or 12% on our sales (including bonus) & that this is not enough to allow for expenses & bad debts & that we therefore have no inducement to push their goods.



Now I would like you to write me a letter to that effect viz. that it pays you better to push goods on which you make a profit & that **Welsbach goods** do not pay for bad debts etc. but that on the other hand you want to stick to **Welsbach** & have no wish to leave them, if they would only make their discount worth our while. A letter of this kind would strengthen my hands. As regards a 3 year agreement there will be nothing in it, as either party could give notice.

I remain, with kind regards, Yours sincerely **S. Falk**.

**1901, 14 May:** -Bk 3 -EL- pp 159, 160:

(BF)

Dear **Max**, (*not Max Falk, nor Max Graetz..AK*)

I do not know if matters like the enclosed are brought under your personal notice, but it is a fair sample of your people trying to **put us on a retail basis**. Of course you have a perfect right to do so, but if you wish us to continue selling **your lighters** you must put us on proper terms.

By all appearances you do not wish us to continue selling them, nor do we care, but I thought it right to bring this little matter under your notice, as it bears out what I told you the other day, viz the **G.E.C.** seem to have deliberately adopted a small hearted policy towards **F.S.& Co.** With kind regards all the same, Yours **S. Falk**.

**PS** The **lighters** had always been quoted at a net price – consequently your withdrawal of discounts could hardly apply to this – Moreover we cannot trace any official notice of any kind, that you did not wish to continue the special discount to us.



**1901, 22 May:** -Bk 2 -EL- pp 280:

(BF)

Dear **Mr. Fonblanque**,

Re. a **Mr. Rubinstein** of Berlin, patentee of a new lamp ..?.. called **Orsa**..?..



**1901, 28 May:** -Bk 3 -German- pp 168, 169:

(HB)

**Dr. Albert Frank**,<sup>195</sup> Berlinerstrasse 26, Charlottenburg,

We received your letter from 25<sup>th</sup> of this month & we hope in near future to tell you details regarding the liquidation of the **Purifying Company**.

In the meantime, we found that according to paragraph 7 of your contract, it will be necessary that half of the shares currently allocated to you (meaning the shares you still have in the company or those which still have to be transferred, &, when you wish to reclaim your patent, we will include the necessary documents), to return all these as soon as possible.

Regarding the colonial patents we have received from '**Messrs. Kuhnt & Deissler**' a cost proposal, however, this exceeds the funds of the **Purifying Company**. Therefore, we propose, to hold back on the transfer of the patents & should you succeed in marketing one or the other patents, then a transfer can still be done anytime through the liquidator.

The two patents **Cape of Good Hope & Natal** are already in your name.

The other 4 patents are also available to you, but we think that these cannot be market & thus the cost for transfer would be waste.

Regarding the future royalties we will credit these according to our discussion from June 1th.

The requested price list will be mailed this week & also as requested, we will submit to you a new agreement in contract forms. In the meantime, we greet you, Sincerely, **S. Falk**.

**PS.** Letter **Kuhnt & Deissler** enclosed returned. Transfer of the English patents should not be delayed & we write to **Kuhnt & Deissler** to do immediately the necessary steps & to send us the documents.



<sup>195</sup> Dr. Albert Rudolph Frank (1872-1965), chemist; his portrait is from Wikipedia (anno 2017)



1901, ca. 28 May: -Bk 2 –EL- pp 286, 287:

(BF)

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. **S. Falk**.

1901, 10 June: -Bk 2 –EL- pp 292:

(BF)

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**.

1901, 21 June: -Bk 2 –German- pp 295:

(BF)

..?.. ..?.. Probably family letter (signed by **Albert Pappenheimer** family of Salomon’s wife)).

1901, 01 July: -Bk 2 –German- pp 298, 299:

(HB, WJV)

Messrs. **E. Hildebrandt**, Berlin,

On your writing of June 28<sup>th</sup>, I hasten to inform you that I have seen the **Auer Company**



several times in the meantime & have been repeated to me that **all rods** have to be repacked here, since most burner orders come in small quantities of 1, 2 & 3 dozen.

The pack of 1 dozen boxes would therefore be a great time saver for the **Company** & there are more than enough **girls in Berlin**, so you can do it easily, special because

extra will be paid for. Could you please immediately send **12 dozen carbon rods** (with inserted rods) to 12 rods in 1 box & the 12 boxes again in one box, addressed to me, so that I can present the packaging. This also gives you the opportunity to calculate the costs exactly & to see how much extra space this box takes up to assess the mass freight.

The pack of 50 rods in 1 box will probably be eliminated & 144 rods in 1 box will be retained. If smaller boxes are required, apart from 1 gross boxes, ½ gross boxes are suggested. I wouldn’t charge anything extra for this.

The lead-in of the wire pins so that each rod is complete, is of great importance & it will be the best if you take it with good will. It is paid extra for & for you it is now a matter of a few extra girls. It would be even better if the metal inserts were burnt into the rods, but I cannot judge whether this can be done. In advance, please send me the above 12 dozen in correct boxes as may have been delivered & I believe that I will get the order for **2 million** as soon as I can present the right boxes.

Sincerely, **S. Falk**.



1901, 05 July: -Bk 2 –EL- pp 305:

(BF)

Mr. C. Keller,

..?.. **Mosbacher** is shifting. I am afraid he intends doing you ..?.. tear this letter up & return **Mosbacher** to me.” (*Mosbacher’s brother Philip was a friend of Salomon Falk. They were in the ‘fur and feathers’ trade, at that time totalling £3m imports annually.*).



1901, 08 July: -Bk 2 –German- pages 307, 308:

(BF)

Mr. C. Keller,

Page 307 damaged. Part in English: “..to wear you out. 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”

1901, 08 July: -Bk 2 –EL- pp 312 (T):

(BF)

Mr. J. Moeller, Kern Buildings, Gravel Lane, Southwark,

Dear Moeller,

Nobody will be more pleased than myself to see the **Era matter** amicably arranged, but I fail to see how we can arrive at settlement without first having settled with the **Welsbach Company** about their license. I am writing to **Mr. Fonblanque** & as desired by you I shall be pleased if he will see me as soon as he likes. As regards a commercial manager, I do not think we shall have any great difficulty in finding somebody if there is a settlement. Kindly let me know when you return & I shall be pleased to run over & see you. Yours very truly, **S. Falk**.



1901, 09 July: -Bk 3 –German- pp 180:

(HB)

Mr. E. Hildebrandt, Berlin,

In response to your letter from 6<sup>th</sup> of the current month, we confirm herewith that you deliver all orders you have received as soon as possible, not in hollow rods, but as done previously; moreover, that you send to us **100,000 pieces** of complete hollow rods in 1 gross-packages, the metal rods inserted into magnesia pins & labelled according to the enclosed scheme. The prices we understand to be as follows:

Hollow rods & needles 11/50 per 1000 in separate packages,

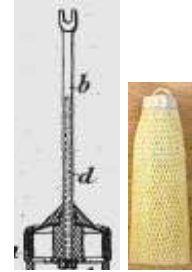
The same but combined 12/- per 1000.

Since we now wish to have hollow rods with needles introduced, so is the price ..?..

for a 1- gross box 2/- higher than a 1-dozen box that we have received from you?

Moreover, we understand that the price for a firm order of 2 millions will be slightly reduced & has yet to be quoted. Your samples we have submitted & wait the results soon. The labels are not as nice & cleanly printed as our English ones.

The alterations you can probably carry out yourself. Sincerely, **S. Falk**.



Rod with mantle

1901, 09 July: -Bk 3 –EL- pages 181, 182 (T):

(BF)

The **Welsbach Incandescent Co. Ltd.**, 78 York Street, Westminster S.W.,  
Gentlemen,

Improved Magnesium Rods.

With further reference to your favour (*sic*) of the 25<sup>th</sup> ult., we have now forwarded to you a sample box of 12 dozen metal line Magnesia rods, packed 12 pieces in a box as suggested by you.

We are, however, sorry to say the price will be higher than we anticipated, viz.:

As per sample box submitted 12 in a box:

21/- per 1,000

12 dozen forks in a box, each metal pin inserted in the Magnesia Rod:

18/6 “ “

Do. Do.

Metal pins loose in the box:

18/- “ “

Terms as before, free London.

These prices could be reduced 6d. per 1,000, if, as already suggested, an order for 2 millions, to be taken by you as and when required, would be placed.

The above prices are for Gem, C & Kern No. 2 & 3.

No. 4 would be 1/6 per 1,000 and No. 7 17/- per 1,000 extra.

Awaiting your reply, we remain

Yours faithfully **S. Falk** Managing Director of FALK, STADELMANN & CO., LTD.



1901, 10 July: -Bk 2 –EL- pp 313, 314:

(BF)

Mr. C. Keller,

“...We are both agreed upon the motives & intentions of **Mosbacher**. 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 (*sic*) if it comes to a split between **Mosbacher** & myself.

**S. Falk.** (*followed 12/7/01 by a long letter to Keller in German*).



1901, 15 July: -Bk 3 –EL- pp 190:

(BF)

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 & with kind regards, **S. Falk**.

1901, 16 July: -Bk 2 –EL- pp 321, 322:

(BF)

Mr. C. Keller,

..?.. re: settlement offer from **Mosbacher**. ..?..



1901, 19 July: -Bk 3 –EL- pp 195:

(BF)

**Union Discount Co. Ltd.**, 39 Cornhill, Union Bank of London. Dresden Bank, National Bank of Indico Ltd., ..?.. Two of five signatories to operate account: **S. Falk**, **V. Falk**, **Thurnauer**, **M. Falk**, **Friedman**. ..?..



1901, 22 July: - Bk 3- German- pp 203, 204:

(HB)

**Mr. E. Hildebrandt**, Berlin,

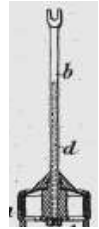
The mailed one gross of complete hollow rods in 1-dozen packages arrived here & received our fullest satisfaction. As we have already informed you we will use these packages besides the 1-gross packages for our general customers & we have already sent you several orders for these.

As first, we would like you to sent us as soon as possible the already ordered 5,000 pieces of hollow rods complete in 1-gross packages in separate shipments, because these are sample orders & the order for 100,000 pieces for the **Australian Welsbach Co.** depends on these.

In addition you have the order No.2501 for 100,000 pieces for ourselves. Please, indicate on each invoice that relates to this order the above number & deliver as soon as possible.

The order for two million from the **Welsbach Co.** is essentially confirmed. We expect in a few days the official order. You told me at the time that with an order of 2 million you will charge 1 Mark per 1,000 less. However, you have reduced the price only by 50 Pfennig per 1,000 on these orders & we would appreciate if you would grant us the same reduction.

I think that I can give you during this week specific instructions as to deliveries for the next 3-6 months & only hope that you will provide a more timely service in the coming season than in the past one. Sincerely **S. Falk**.



1901, 25 July: - Bk 3- German- pp 208: ( *It says July 5<sup>th</sup> . Must be July 25<sup>th</sup> ..AK*):

(HB)

**Mr. E. Hildebrandt**, Berlin.

Several days ago, I requested from you to speed-up the shipment of 5,000 pieces of hollow rods in 1-gross packages because this is a sample order. Could you add to these 5,000 pieces additional 1,000 pieces in 1-dozen packages at 13/25 as samples? Sincerely **S. Falk**.

1901, 18 September: -Bk 3 –EL- pp 221, 222 (T): S.F.2

(BF)

**Messrs. Henry G. Richardson & Sons, Wordsley Flint Glass Works**, Stourbridge,

Dear Sirs,

In reply to your favour of the 17<sup>th</sup> inst., we beg to inform you that we had a letter yesterday from **Messrs. Schott & Genossen**, Jena, that they agree to grant you a license under the following conditions, which we only state roughly.

1. That you only make & sell **Combination Globes** of the shape like the sample you submitted & in **fancy patterns only**, etched or otherwise.

2. That each Globe bears the mark – **Busse's Pat No. 2679**.

3. That you pay a license of 1/- per dozen, payable to us quarterly. We to accept your statement, but having the right, by giving you notice, to examine your books in that respect. (This is quite the usual clause).

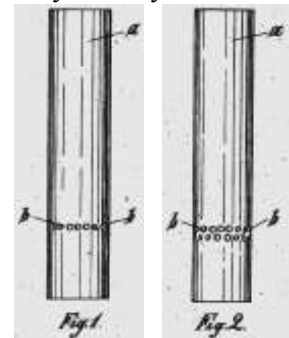
4. That you give an account of those Globes already sold & pay the **Royalty** of 1/- per dozen on same too.

5. The above license to be valid until the **English Patent No. 2679** expires, but that either party can determine the licence if one or the other party acts contrary to same without prejudice to any ..?..

These roughly are the conditions, to be put in legal language, with perhaps some modifications.

If you agree to same we will instruct our Solicitor to make a Draft to be submitted to you & to **Messrs. Schott & Genossen**, each party paying half the expense. We may mention that **Messrs. Schott** also wanted to stipulate about your selling prices, but we do not think that same is practicable & have written to them to that effect.

Awaiting your further news, We remain, Yours truly **S. Falk**, Managing Director of 'FALK, STADELMANN & CO., LTD'.



GB1901-No.2679.

**1901, 19 September:** -Bk 3 -EL- pp 223:

(BF)

Dear **Mr. Retallack**,

On my return to London yesterday I find yours of the 13<sup>th</sup> & also a letter from our 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 & flour puddings, I do not know exactly what, which he would like to show you. As you are glad for an excuse to go to Berlin, by all means see what he has, but I cannot manage just now to go away, as I have 4 new buildings to hand. Besides the inventions he mentions are not in our line & I am rather shy about patents, particularly so, if I do not understand them. As Berlin is a good hunting ground for you for picking up 'original' designs, I am sure you will make a journey pay. On your way perhaps you call to see me. Yours truly with kind regards, **S. Falk**.

**1901, 19 September:** - Bk 3- German- pp 225:

(HB)

Dear **Mr. Zempliner**,<sup>196</sup>



Your letter from 2<sup>nd</sup> of this month waited here until I returned yesterday from my vacation travel. Unfortunately, it is not possible for me to get away for months. Perhaps **Mr. Retallack** will come to Berlin. Regarding your invention of a protective construction of a wagon, this area of course is completely foreign to me & I don't know how to assist you in this case. However, when you believe in it, so I will listen to your suggestions & will be of service.

The article, enameled sheet iron for electric wires appears to be nothing new here. There exist already 2 or 3 similar systems, for instance iron pipes pulled but simply bend in round shape & outside coated with black enamel. Of course, I cannot judge what your article is, if better or cheaper etc. & perhaps it is possible for you to send me a small sample & detailed description. If there is nothing yet submitted in England, you can fully trust me. I am looking forward to your information & greet you Sincerely, **S. Falk**.

**1901, 23 September:** -Bk 3 -EL- pp 226, 227:

(BF)

The directors of the **Welsbach Incandescent Co. Ltd.**, York Street S.W.

Gentlemen, your decision, not to allow your Agents to sell **Sunlight Mantles**, whilst  
 infringers & outsiders can get same, will result in doing us a lot of injury, not because we cannot sell **Sunlight Mantles**, which we are not anxious for, but because it will take a lot of other trade away from us. Customers of ours, who will have cheap mantles & cannot get them from us, are simply compelled to go to one of the numerous people who are **not Agents of Welsbach**, but who still  
 do a thriving trade in Incandescent goods (we need only mention **Mr. Altman**).<sup>197</sup>

That means we lose trade for other goods as well. Your decision not to allow us to sell **Sunlight Mantles** therefore simply benefits people like **Mr. Altman** to our detriment.

The position you have taken up towards your agents is in our opinion simply paradoxical, since everybody knows that **Sunlight & Welsbach are one & the same**. We may mention that two of your largest Wholesale Agents have approached us on the same matter a day or two ago.

The same applies to granting licenses for special Mantles. Whilst every outsider, English or foreign can get from you a license to sell your Mantles for large or high pressure Burners, you decline to do the same for us, so that in this respect we are again worse off than outsiders.

True you have after some pressure allowed us to sell your intensified lights, but only complete with lanterns, whilst you decline to sell burners only. You do not seem to consider that **very large Lanterns cannot** be stocked or handled by us at a 12% rate of profit, like Burners & Mantles.

We mention these points to you merely to show you that the policy you are adopting towards your Wholesales Agents is in our opinion a short-sighted one & scarcely calculated to induce us to continue your agency. In fact we are seriously considering whether it will not pay us better to have a free hand, for **when not a Welsbach Agent** we would not be subject to the foregoing detrimental conditions.

We consider that **non-Agents** are certainly better off **than Agents** & if you will kindly grant us an early interview, we are ready to discuss these points with you, before coming to a definite decision.

Yours truly, **S. Falk**, Managing Director of **FALK, STADELMANN & CO., LTD.**

<sup>196</sup> Alfred Zempliner, Anhofstrasse 76, Vienna. Factory director. See also patent GB1897-No.13147 of S. Falk and A. Zempliner; Construction parts for a hanging lamp

<sup>197</sup> John Altman, Commercial Road 80, London. Sold mantles under the name Yotto (in 1903) en Coninco (in 1905)



**1901, 27 September:** -Bk 3 –German- pp 230:

(HB)

**Messrs. Arendt & Co.,** Berlin,

Your letter from 24<sup>th</sup> of the current month to **Flurschein**. To our regret we cannot help you very much. He is stuck at the moment but he has several promising items to hand & has the possibility to make some money. He has promised to pay you as soon as he can, in other words, currently he stays 'honestly' in debts. You need to have patience & trust that ultimately he will pay ..?.. ..?.. Greetings,  
**S. Falk.**

**1901, 27 September:** -Bk 3 –EL- pp 232, 232: (letter with code 'A' SF.4)

(BF)

**Messrs. The Welsbach Incandescent Gaslight Co., Ltd.,** 78, York Street, S.W.

Gentlemen,

**Re** your favour of the 25<sup>th</sup> inst., we consider it most unsatisfactory that we should be subjected to such dangerous experiments as you mention, and that we should not have to stand still and wait, whether trade slips away from us or not. We consider further, that in refusing to supply us with Burners and Mantles of your make, whether **Sunlight** or **Welsbach**, because both are yours, you are not keeping to the terms of our agreement – see Clause No. 1. The proper way to kill infringers is to fight them and not to supply them to the detriment of your agents; whilst others, who are not your Agents, flood the market with cheap burners, and actually now get your cheap Mantles without any restrictions, we, your authorized agents, must sell the dearer article with all sorts of restrictions at next to no profit to us. If our trade is of any value to you at all we must seriously ask you to re-consider this matter & either suppress the cheap Mantles altogether, or put us on at least par with non-Agents. Yours truly **S. Falk**, Managing Director of **FALK, STADELMANN & Co., Ltd.**



**1901, 28 September:** -Bk 3 –EL- pp 233, 234:

(BF)

To: **John Mitchell**, British Consul General at St. Petersburg, USSR,

FS&Co intend to open up trade in Russia for English Lamps and gas fittings and seek a representative 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**.

**1901, 01 October:** -Bk 3 –EL- pp 242, 243, 244, 245: (T) (code 'A' SF.3)

(BF)

The Secretary of **Welsbach Incandescent Gaslight Co. Ltd.,** 78 York Street, Westminster S.W

Dear Sir,

In response to a circular in the enclosed terms sent by representative wholesale houses to a limited number of the **Welsbach Company's wholesale agents**, a meeting was held in London this afternoon, when the following Firms were represented, with apologies from others for non-attendance.

James Milne & Sons	London & Edinburgh
S. Gratrix Junr., & Bro. Ltd.,	Manchester
Giddings & Dacre Ltd,	"
The American Light Co.,	Liverpool
John Russell & Co., Ltd.,	London & Walsall
J. & W.B. Smith,	London
D. Hulett & Co. Ltd.,	"
Falk, Stadelmann & Co. Ltd.,	"
A. Emanuel & Sons, Ltd.,	9, 11, 13 George St., Manchester Sq.
S. F. Catterson & Sons Ltd	Globe Lamp Works, Newington Causeway S.E
H. Tee,	5 Castle Street Arcade, Liverpool.

The accompanying resolutions were unanimously agreed to, and the hope expressed that the matter should have immediate attention by your Board in view of the advanced lighting season. The meeting empowered four of its members to meet your Directors if necessary in order to facilitate a speedy settlement. Awaiting your reply, We remain Yours truly:

Signed:

**C. SA Mcfie,**  
**S. Falk,**

Chairman,  
Secretary of the Meeting.

RESOLVED:-

- (1) That in the opinion of this meeting The **Welsbach Incandescent Gaslight Co. Ltd.** are bound by their present agreement (Clause 1),
- (1) to:- Sell to their Wholesale Agents their Incandescent Gaslight Apparatus, mantles & Appliances, etc., at a discount off their list prices subject to such alteration as the Company may make from time to time – and in that view they contend that the **Welsbach Co.**, as proprietors and manufacturers of the **Sunlight Mantles** are entitled and bound to sell such Mantles to their Wholesale Agents.
- (2) That the Wholesale Agents and their trade customers should be in a position to buy and sell **Sunlight Mantles and Burners** on the same terms and conditions as the Welsbach apparatus, mantles and appliances, and that the prices of the **Sunlight Burners and Mantles** should be regulated on business principles, viz.:- by three selling prices,  
RETAIL, TRADE AND WHOLESALE
- On the same lines as set forth in the current agreement, and not on such terms as they are now on the Market, viz.:- that anybody, wholesale or retail, can obtain mantles at 3d nett, providing 7 gross are ordered.
- (3) That the **Sunlight Mantles** should, like **Welsbach Mantles**, be subject to a limited licence and that only such users, who buy **Sunlight, or Welsbach burners**, should be able to obtain mantles for them.
- (4) That the present preferential discounts allowed by the **Welsbach Company** to favoured customers, should be discontinued, and that the Company should in this respect adhere to the terms of Clause 3 of the current agreement.
- (5) That these resolutions be submitted to **the Board of Directors** with the request that they be considered at the first meeting of the Board with a view to an immediate settlement.

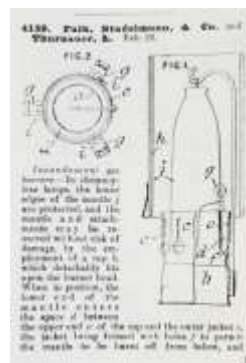
**1901, 02 October:** -Bk 3 –EL- pp 250:

(BF)

**Mr. Gutch**, The Welsbach Co., 78, York Street,

Dear Sir,

Your favour of yesterday to hand, but I feel it will be **futile** to tell our **Customers** that **Welsbach** mantles are worth twice as much as the **Sunlight**, as they will not believe it, nor will the public. It is not likely that the latter will pay 7½ d for a mantle, if they can buy 3 **Sunlight** for a 1/-. As a matter of fact I can see no difference in the quality of the mantles & as so far as light is concerned one is as good as the other. However it appears to me that the **Welsbach Co.** have made up their mind not to listen to reason & the Wholesale Agents is now seriously considering what position to take up. As regards **Patent on their mantle support** same is not yet published. A provisional Patent was taken out by us on the 26<sup>th</sup> February 1901, numbered **4159**. If the patent is of any value to your company we shall be pleased to transfer same for a very nominal amount. Yours truly **S. Falk**.



GB1901-No. 4159.

**1901, 07 October:** -Bk 2 –German- pp 327, 328, 329:

(HB, WvdV)

**Mr. Max Graetz**, Berlin,

I write to you today about the Era process. There is a possibility that this process can be settled, that is if we can demonstrate to the shareholders that the burner is now ready for sale. The **Welsbach Company** now makes mantles from '**Ramie**',<sup>198</sup> which will not shrink. That is a big value in my opinion, since the old mantles after a few days got smaller and smaller & started to smoke.



I didn't have time to test the burners yet, but **Mr. Cranston** says they are good as far as construction is concerned, but that they still aren't tested thoroughly & so every single burner has to be tested before shipping out.

**Moeller** tells me that it is absolutely impossible to obtain burners from you that are correctly & accurately manufactured. What do you say about this & what is your opinion about this burner anyway? I beg you to tell me personally & in private what your opinion is & I assure you that I will keep it **confidential**. I am involved in this process & if it doesn't come to a settlement, then, without

<sup>198</sup> 'Boehmeria nivea', Chinese grass, nettle family. The use of Ramie in incandescent mantles is mentioned in the patent of Friedrich Lehner from Zurich, Switzerland. See GB patent No. 17759, of October 6<sup>th</sup>, 1900

doubt, you will be also getting involved as the holder of the patents. Therefore it is interest of both of us that this process is avoided even though, at the moment, you have nothing to be concerned about. Before I will contemplate a settlement, I must have from you your opinion about the burner of today & secondly we need to get from you the larger original burner, I believe it was the **20 line** wick size.



Few samples in this size are certainly still in the workroom. Some time ago **Cranston** was asked to make a **bigger burner**, but it takes really a long time to get something from **you & Cranston**. Earlier attempts to get a larger burner failed because the **Welsbach Company** couldn't make bigger mantle sizes. Today this problem is solved & we should have, besides the smaller burner, the bigger size as well. The more light the better. Please you **have to support** us & you and you shouldn't take the situation too casually. A lot, perhaps everything, depends on you & together we still can pull this wagon out of the mud. If the burner is really good, then we can do something with it &

eventually **F.S. & Co.** may assume the **entire sales for the Era Company**. As you see, I am serious & wish now to see how far you will support me. I must receive from you as soon as possible some samples of the larger size burner, without lever & complete with fitted mantle.

With regards & waiting on your answer, **S. Falk**.

**1901, 11 October:** -Bk 3 -EL- pages 258, 259:

(BF)

**Mr. Gutch**, Dear Sir,

At one of our interviews lately we discussed your allowing 30% on **Jena & other glass** to favored (*sic*) retail customers & you will no doubt remember that you practically promised me, that in future your



30% should only apply to burners & mantles, but not to glass. This morning we have 2 complaints: one from one of your wholesale agents, that you are allowing 30% off your **Jena prices** to one of his customers & another to the same effect from one of our own customers, who being a retail man, we of course charged our usual prices which are based on 25% as arranged with you.



As a matter of fact it cannot & does not pay you at all to sell glass at 30% off, if you take breakage into account, but quite apart from this you are putting us & all other wholesale Houses into a wrong light, by underselling us in **Jena glass**, for which there is absolutely no necessity.

Those few favored retail customers to whom you allow 30% instead of 25%, which in itself is not in accordance with your agreement with us & for which I further contend there is no necessity either, would be perfectly satisfied to buy Jena glass & other accessories at 25% off, as they cannot get them cheaper elsewhere. Kindly give the matter your attention & much oblige, Yours truly **S. Falk**.

**1901, 11 October:** -Bk 3 -EL- pp 260:

(BF)

The **Welsbach Incandescent Gaslight Company**, York Street.

**Mr. Gutch**, Dear Sir,

I beg to send you herewith an imitation burner which is sold very extensively all over the country & which does your company a great deal of harm, as it is stamped '**Welsbach**' & the public is misled.

It is stamped: '**Gasglühlicht nach System Dr. Auer v. Welsbach**', which in English means 'Incandescent Gaslight System to Auer von Welsbach'.

Of course this is a trick & will not be allowed here, if you go for them.

You should quickly send some people round & purchase some of these burners & then go for all of them.

I think they are not allowed to use the name **Welsbach** in any shape of form.

I know a case which was fought out on exactly the same lines (?**Browners patent**) about the year 1878 & it was then held that the name could not be used even if it was accompanied by a word as imitation'.

These burners are terrible rubbish & should be stopped by you quickly.


Yours truly **S. Falk**.



1901, 12 October: -Bk 2 –German- pp 332, 333:

(HB, WJV, FG)

Dear **Thurnauer**,

With your letter of the 10<sup>th</sup> of this month to hand it brings us joy to welcome **your dear mother & Cuno** next Wednesday. I only ask you to let me know with which train  and on which station they'll arrive, so that we can pick them up.

Perhaps **Cuno** will despatch **from Brussels** (Lamps-London)<sup>199</sup> & is **Charing Cross** the right station. I tell you this so that **Cuno** can register his luggage to Charing Cross. For staying the night over in Brussels I recommend you the **hotel 'Empereur'**, rue Neuve.<sup>200</sup> A simple but very good hotel, where comfortable rooms can be reserved when you write them or send them a telegram.

As to your request to find a place for a young man I am sorry that I cannot reply positively. In our business we neither have time nor place. One young man for the German correspondence is more than enough & that place is already taken. Also we cannot use these young people who only come over for six or twelve months & then return home. What can a young man learn with us? We can let him write invoices, which we all one by one have to check until he knows a bit of English. Sorry, but we don't have time for that. On the other hand I don't need to tell you how unhappy I am to say no to you & how happy I would be to help you.

I get so many & repetitive requests from young men who would like to have a place to work & who I help with that, that this is almost my main job to do so. On the other hand there are many businesses, who are quite willing to take young German apprentices, so that if the young man will come over here I will promise to you that **Friedman** and I will do our best to find him something. He can also be with us for such a period until he has found himself a place. Therefore he doesn't need to walk around the streets.

Is the bank director who you refer to not the director of the **Dresden Bank**? If so, then I am amazed that he can't bring his son to work with the **Dresden Bank**, which accept young men without limits & where the young man will learn more then with us. So, as said before, I will be gladly of service & will soon greet you & your beloved, on seeing you soon, I sign Your **S. Falk**.

1901, 18 October: -Bk 3 –German- pp 269 (T):

(BF)

Re: Improved Apparatus **for testing Gas Pipes** and the like. ...?..

1901, 28 October: -Bk 3 –EL- pp 277:

(BF)

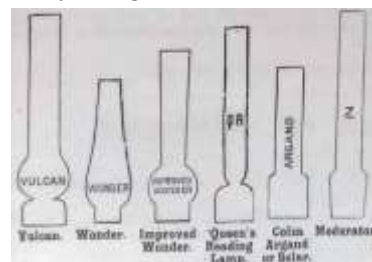
Private.

**Mr. Cooke of Messrs. Palmer & Co.,**

Letters from various customers have been put before me, telling us that they can get 5% for cash from your firm. The same thing was formerly done by **Catterson**, but we arranged with him to discontinue it & we have not heard lately anything about 5%, so far as they are concerned. I understand my



brother arranged the same with you & I am sorry to hear you should still allow 5%. Perhaps you would **kindly drop me a line** or see us about this. It would be impossible to arrange chimney prices in future, if one firm allows 2½ % more cash discount than the other. So far as we are concerned I think it badly enough to ...?.. £97.10 – for £100 & I am sure you will agree with me. **S. Falk**.



1901, 07 November: -Bk 3-EL- pp 288: (code 'A' SF.3)

(BF)

**Mr. D. Macile Esq., Messrs. J. Milne & Sons, Milton House Works, Edinburgh,**

Dear Sir, I beg to acknowledge receipt of your favor of the 5<sup>th</sup> of this month & you will see by the enclosed that at yesterday's meeting of Welsbach directors they have decided to withdraw 4½ d Sunlight mantles, although omitting, however, **Resolution No. 4** which we passed at our meeting. I have simply acknowledged their letter without any comment thereon. If you think it advisable to press them for a further consideration of Resolution No. 4, which remains in abeyance, I shall be glad if you write a letter **as Chairman** which I with **Messrs. Catterson & Smith** will also sign & forward to the **Welsbach Company**. I would say further, that as they have agreed to our



<sup>199</sup> FS&Co's telegraphic code was 'Lamps-London'

<sup>200</sup> Rue Neuve = New Street



wishes in regard to the 4½ d mantles, that if we press them for a further concession, you might draft your letter in somewhat polite terms. Yours truly, **S. Falk**.

**PS.** As per my wire of this date I arranged for next Monday at 3pm to meet the **Advisory Committee** at the **Welsbach offices**. I hope you will be present.

**1901, 25 November:** -Bk 3 –German- pp 294, 295:

(HB)

**Messrs. Schott & Genossen,**

Private.

I would like to inform you that I had receive a transcription of a patent which, in my opinion, will escape the patent fine should it be contested. The patent is the one from **Gustav Rossberg**<sup>201</sup>, Köln, from June 13<sup>th</sup>, 1891, **Swiss Confederation**, No. 3711 & I assume that you are familiar with it because you personally know **Mr. Rossberg**. The reason is actually to ask you whether you think it is advisable & whether it is possible for you, to purchase for a small sum of money the **Rossberg patent**. I believe that now it not will be possible to pursue English patent claims in case a legal challenge should occur. I heard that the big firm **Reich & Schreiber & Nephews** will work on perforated chimneys too. If you obtain the Rossberg patent in GB then I believe that you will be able to successfully defend the patent rights.

**1901, 02 December:** -Bk 3 –German- pages 297, 298:

(HB)

**Mr. J. Hirschhorn**, (*Kopenickestrasse 149 ...AK*), Berlin,<sup>202</sup>



J. Hirschhorn. 1844-1896 .



1889. The Hirschhorn factory buildings, Kopenickestrasse 149.

In response to your letter from 26<sup>th</sup> of past month, we will inform you during this week about the detailed conditions regarding the license for **our oil level indicator**.

We have decided for a price of **6 Pfennig per piece** & in case of a guaranty of 20,000 pieces, for 5 Pfennig.

For the first year, we request a minimal license for **200 Mark** to

cover our expenses. In Germany we have submitted a patent

application on 16<sup>th</sup> of November & on 19<sup>th</sup> of November the

application for **Trade Mark** protection. We also applied for a

**patent in France & Belgium** & the sale is open for you everywhere with the exception of England &

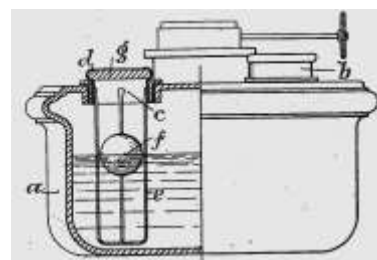
America. As we already informed you we will limit our attention to 4 Berlin **firms**. From these

**Ehrich & Graetz** have not committed. We will make the very same proposal to each of the 4 **firms**

without indicating special conditions. These are the main points & we will subject the projects as soon

as possible in proper form, but would like to ask you to submit a sample & the cheapest price for

potential delivery of the forms. Sincerely **S. Falk**.



<sup>201</sup> Gustav Rossberg, see also GB pat.1901-No.15688; concerning a 'reinforcement rim at the top and/or bottom of a chimney'

<sup>202</sup> J. Hirschhorn. Manufacturer of kerosene heaters, stoves, lamps and burners. Between 1908 and 1930 Hirschhorn made on commission, the Welsbach 'Sunlight' incandescent kerosene mantle lamps. PS The letter should have been send to Mr. F. Fürstenheim. He was the managing director after the death of Jakob Hirschhorn in 1896.

1901, 02 December: -Bk 3 –German- pp 299, 300:

(HB)

Dear **Mr. Kindermann**,

In answering your letter of 26<sup>th</sup> of last month, I inform you:

1- That the sample stove & case shouldn't have a tag, but if so, then a simple one with **Stella**.

2- The **Novelty Manufacturing Co.** has on 12<sup>th</sup> of September 1899 invoiced us for the first 2 samples with **aluminum cover** & delivered. These stoves were here already 12 months earlier. I believe we ourselves mailed the first sample to **E&G** (Ehrich & Graetz) according to their request. **This is however highly confidential.** I am certain that the **Novelty Mfg. Co.** will gladly give directly the requested information when you tell that E&G have obtained **protection** for the application of Aluminum for Germany. Therefore it is in our interest to support you. I don't know the **German representative** of this **firm** but you can find that out through asking directly the firm.

3- **E. Grube**, Ironwork, Alt-Rahlstedt, near Hamburg; **John Harper & Co. Ltd.** (**Mr. Retallack**), Willenhall near Birmingham. The latter firm had made some time ago **2 stoves** with the so-called



The Osborne.

**baffle plate**, for instance **The Peerless** & **The Osborne**, both with an iron plate that prevents the heat to go directly up. When you refer to us, **Mr. Retallack** will answer all your inquiries. In regards to the reflecting oil level indicators I am still awaiting your news & greet you in the meantime. Sincerely, **S. Falk**.

PS. Enclosed is a drawing of our stove '**Osborne**' as shown in our catalogue from the year 1895. The stove '**Peerless**' has the same & was shown in the year 1897. I just learned that the '**Louis Leakey**



The Stella.



The Peerless.

**Aluminum Co.** of 127 Farringdon Road manufactured such stoves already 4 years ago & had an **Agent in Holland**, who also **sold to Germany**. Moreover the '**Ideal Mfg Co.**' of Detroit, Michigan supposedly had made such stoves even earlier & exported to Germany.

1901, 04 December: -Bk 3 –German- pp 306, 307:

(BF)

**Thurnauer**,

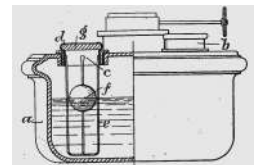
..?.. Re: **Brehla & Rosenthal, Magnesium rods & Hildebrandt** ..?.. ..?..

1901, 05 December: -Bk 3 –German- pages 308, 309, 310:

(HB)

**Messrs. Jean Stadelmann & Co**, Nuremberg,

We have had secured through '**Kuhnt & Deissler**' a patent for a reflecting oil level indicator & have simultaneously, through you, applied for a **DRGM** (*Deutsches Reich Gebrauch Muster; i.e. a small kind of German patent..AK*) for the same item. We intent to issue user licenses for Germany to 4 **firms** in Berlin e.g. '**Ehrich & Graetz**'; '**C. F. Kindermann**'; '**Schwintzer & Graff**' and '**J. Hirschhorn**' & with the exception of **E&G**, they have accepted & we also expect that **E&G** will accept. Since we are not certain whether we will also obtain the German patent, it will be advisable to make the contracts in your name & in reference to the **DRGM** & we would like to ask you to have a local lawyer to draft a contract. The conditions & support documents are as follows:



1- Your **DRGM application** dated from 19<sup>th</sup> November 1901 named '**Fuel indicator for non-transparent founts**' & receipt will be useful.

2- The right for use will be granted to all countries **except for England & America**. For distribution in England we will be, of course, exempted. The application of the indicator can be **for lamps as well as for heaters & cooking stoves**.

3- The oil level indicator must be stamped at the rim with **D.R.G.M.**

4- The licenses will be 6 Pfennig per piece without commitment for a given quantity & 5 Pfennig per piece when a quantity of 20,000 pieces is reached within 12 months or when 20,000 pieces are immediately committed.

For the first year, we request however, a minimal guaranty of 200 Mark.

5- The payment for the licenses are made semi annually & we accept the listing submitted to us.

We reserve however, the right to have the books audited by an accredited accountant from Berlin.

Should the listing be correct, then we will cover the cost for the audit. If however, the listing should

prove to be incorrect, then the other parties are to bear the costs (In regard to this paragraph, we leave the wording to you if you consider the conditions as not appropriate).

6- The license covers **all manufactured stoves & lamps**, which are equipped with the oil level indicators & are either sold or invoiced.

7- Sublicenses are not permitted without authorization.

8- Cancellation. As long as the license fee amount to **500 Mark** per year, we grant no cancellation rights. After the first year, the manufacturers are free to cancel the license at any time.

9- The validity of the contract ceases with the ending of the rights in Germany, whether this is now through the DRGM or the patent (should we obtain a patent then the right be valid as long as we will maintain a valid German patent).

The application of our patent occurred on **16<sup>th</sup> November 1901** under the name of 'Falk, Stadelmann & Co. & we have also patents for **France & Belgium** & which countries are included.

These are the already agreed upon conditions which we request to have incorporated into the draft by your lawyer. It will be sufficient that the first contract is restricted to the **firm Hirschhorn** & after your lawyer has received the contract, we can proceed ourselves with the contracts with the others.

Regards, **S. Falk**.

**1901, 10 December:** -Bk 3 -EL- pp 312:

(BF)

Dear **Gery**,

Please take proceedings against the '**Continental Incandescent Gaslight Company Ltd.**' for infringing certain patent rights, which we hold in an **English patent No.**

**15966** of September 7<sup>th</sup> 1900,<sup>203</sup> which has been assigned to us as per enclosed assignment. We enclose defendant's price list, in which you find the article complained of advertised on the last page. We also purchased today through one of our friends a sample as per enclosed invoice. The article purchased is here & is identical with the one we sell. The patent itself I believe to be perfectly sound. If a letter from you has not desired effect please lose no time in applying for an injunction.

Yours Truly **S. Falk**.



**1901, 16 December:** - Bk 3- German- pp 317, 318:

(HB; WJV)

Dear **Thurnauer**,

Enclosed I am sending you a "z.?.. accept?" for **crediting at term**. Your statement of this month is the largest that we ever had & we have no extra cash, in particular because I know **when the builders coming** for £1,000 to 2,000 cash. Our 'accept?' should help you.

Why are you so tight on money?

We heard from **Jena** today that the gentlemen want to see us early, specifically on 13<sup>th</sup> January.

Perhaps they are afraid of the big competition that will arise next year when the DRGM protection



1911. Jena in Germany. Schott & Gen. Factory Buildings (photo free internet).

ends & thus want to see us in time. It is too important for me to send **Friedman** alone & hope I will therefore close to 12<sup>th</sup> or 13<sup>th</sup> of January arrive with luggage<sup>204</sup> in Nuremberg; that means when it suits you. I will leave my friend in Nuremberg until I will return **from Jena** & then will go with her for 3 weeks to the south (Italian Riviera). From **Jena**, **Friedman** can than meet you **in Dresden** (that

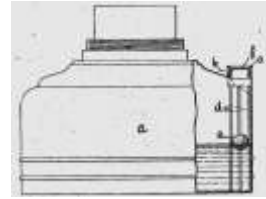
<sup>203</sup> The patent is in name of Paul Kowalsky, Mehnerstrasse 3, Berlin. It is about a gas pipe test device with a hand pump. It was sold as the 'Wizard' gas leak measurer. See also: 1901, 19 December: -Bk 2 -EL- page 351

<sup>204</sup> Comment Brian Falk: "Salomon talks about a female friend. We don't recall a 'female friend' before. He also uses the term 'luggage' underlined in a possibly derogatory connotation".

means when you wish to company him), although he probably will not need you. **Victor** will go at the end of January to **Berlin**. Hopefully, **Louis** will be here beginning of January. Could you please tell me whether it will be alright for us to come to Nuremberg in mid-January? Where is **Otto** with his wife? Please send on our account to **Messrs. Dr. Schott**, as well as **Mr. Klett**, 6 boxes of **fine gingerbread** with enclosed cards.

Regarding English **Büttner's** gas saver: Such an apparatus for carburetting gas is nothing new here. Independently of that, such articles do not fit into our stuff & we cannot devote to such items that need installation for which we are not equipped. Such articles need to be assembled & installed.

**Our protected oil level indicator** has already been **copied by Kindermann**<sup>205</sup> after I have shown him confidentially our product. What do you say to the Jew the old Holy? Greetings **S. Falk**.



GB1901-No.24610

**1901, 17 December:** -Bk 3 –EL- pp 320: (*there are two letters on this page*)

(BF)

**Mr. H. Y. Slater Esq.** (the 1<sup>st</sup> letter):

Dear Sir,

As requested I herewith beg to enclose £10.-. The matter has now been cleared up to our satisfaction & you therefore need take no further steps. Kindly let me know if we are indebted to you to more than the enclosed cheque. Thanking you for your prompt attention on the matter, I remain Yours truly **S. Falk**, Managing Director of FALK, STADELMANN & Co. Ltd

(the 2<sup>nd</sup> letter):

**Mr. G. Tucker Esq.**

Dear Sir,

The burner we supplied was a **Welsbach with bypass** the price of which is 5/- less 20%, but for an order we can allow 25% off.

This does not include the chimney & shade which are 18/4 a dozen Net. If what you have already fixed are **Welsbach burners**, we can alter them to our system at 1/- per dozen, so that you would only want shades & chimneys. Yours truly **S. Falk**.



**1901, 19 December:** -Bk 3 –German- pp 321, 322:

(HB)

**Mr. E. Hildebrandt**, Berlin,

In response to your letter from 17<sup>th</sup> of this month, I inform you that in the meantime we have received from a second source cheaper quotes, such as for 10,000 (7.00), 100,000 (6.75) & 1,000,000 (6.50). The merchandise is, as you have suspected, not as nice as yours, but it is still good enough & serves its purpose.

I don't have to tell you that we have not the slightest intension to be disloyal to you, but the world doesn't stay still & neither you or we are allowed to close our eyes. It would be shortsighted to create competition, but then to allow it, without a fight, to become powerful. I admit that your products are worth more, but most of our customers don't pay the big difference & for the large number of cheap burners that more and more are coming on the market, not the quality but the price is considered. I don't mean that there are also many customers that would pay more for better items, but the difference cannot be a large one. It is now the question how large is the reduction that you would consider for the next year. Or alternatively, that it may be better for you & us when you consider to manufacture a second & cheaper quality, without metal inserts. With your equipment & experience it should be possible to produce besides the best, also cheaper ones that don't have to be made from genuine magnesium. About this we should soon reach a solution & also about the projected price reduction, so that we can make necessary adjustment for the coming year. Sincerely Yours, **S. Falk**.



**1901, 29 December:** -Bk 3 –German- pp 324, 325:

(HB)

Dear **Thurnauer**,

With regret I learned that you are not feeling well, but hope that it is not serious & when receiving this letter you will be again on your feet. I expect that **Louis** to be back next Saturday. I will probably go

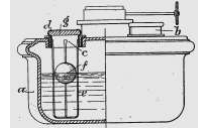
<sup>205</sup> GB1901-No.24610. Paul Kindermann, Mockernstrasse 68, Berlin. Application date 3 December 1901. It is about a 'Level indicator for non-transparent liquid containers especially for lamp reservoirs'



with him at the end of January to Berlin. In the coming year, we will take on various types of various types of incandescent burners because the situation with the **Welsbach Company** will likely change. Although we cannot carry imitation mantles, we nevertheless will carry the burners. If possible, please get information in advance that I can already compare in **Nuremberg** the **prices & samples**.

Therefore, I have asked **Friedman** to write to **Spinn?** & this firm should make it all for us. My travel to Jena is delayed a by one week so that we will come to Nuremberg on 20<sup>th</sup> of January. In case your mother cannot see my wife, so please be open about it, because I can easily leave the latter at home. Please be so kind & request information & samples from **Jos. Rud. Schauer**, chemist, Weipert, Bohemia. He is supposed to have invented **a new incandescent mantle** that can essentially withstand everything & **is nearly unbreakable**.

**Regarding license**, I send back a contract with remarks added to the margins. This contract should be in your name. The clause that the license is understood to cover all countries **except England & America** should not be eliminated, that means that the holder of the license is permitted to sell the stoves and heaters with the oil level indicator everywhere with the exception of the 2 countries. The paragraph about resignation is not important but it can be retained as modified. Moreover, one can add to the contract that we will pay all **patent fees** as well as the **DRGM protection**. This should relate only to Germany, because we don't to commit to take over other patents. We also don't commit ourselves to defend our patent & thus, it may be better just to indicate **our DRGM trade protection** & nothing about the patents so that the entire transaction can be done simpler. The **DRGM is valid** for 2 times 3 years & that is enough. Please arrange that the contract is re-written & returned as soon as possible. Greetings, **S. Falk**.



**1902, 01 January** \*: -Bk 3 –German- pp 329: (\*1902 was noted as 1901) (HB)

Dear **Thurnauer**,

I have rewritten myself the contract & request to submit it to a lawyer for evaluation.

All conditions are now correct & a concern could only be text-related. It is possible that one or the other paragraph is not precisely expressed.

After confirmation respectively after modification, you can have the contract finished in duplicate & submit to **Schwintzer & Graff** who should sign one copy & return it to you. The same should be done with **Hirschhorn**.

From **Kindermann & Ehrich & Graetz** I still await their decision, but hope during my stay to finalize those business. Enclosed a check for **preference dividend** & receipt for signature. Greetings, **S. Falk**.

**1902, 04 January**: -Bk 2 –EL- pp 354, 355 (T): (BF)

**Messrs. Baxendale & Co.**, <sup>206</sup> Miller Street, Manchester, Brassware Department,  
Confidential.

In reply to your favour of yesterday's date, I beg to tell you that 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 & 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 Company** by agreement have the sole right to sell in these places.

As the **English Welsbach Company holds the Austrian shares** there is some reason there why they should protect the Austrian Company.

Should your enquiry refer, as I presume, to **Egypt**, the **Austrian Company** also have the **monopoly** there, but if you could do any trade in that country I would not ask many questions if I were in your place; this of course in **strict confidence**.

By our agreement with the **Welsbach Company** we are absolutely forbidden to do an export trade, but I do not think if you were to infringe this rule that there would be any great trouble about it.

I have been trying for some time to get this rule altered or omitted & on 1<sup>st</sup> April shall insist upon it.

Wishing you the Compliments of the Season, I remain, Yours truly **S. Falk**.

<sup>206</sup> Baxendale & Co, Hardware store and Manufacturer. Established 1866. Based in Hiller Street since 1892

1902, 04 January: -Bk 2 –EL- pp 356:

(BF)

Messrs. **Welsbach Incandescent Gaslight Company**, 78, York Street, Westminster SW, Gentlemen,

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 consider it a pity that we should be prevented by you from sending your goods even to such countries.

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, as, so long as we do not sell such burners **in Great Britain** we do not see that we should clash with your interests.

In the meantime the foreign market has been thoroughly captured by **German houses** & we see no reason why we should not be allowed to compete. Awaiting your reply, we are, Gentlemen, Yours truly **S. Falk**, managing director of '**Falk, Stadelmann & Co. Ltd.**'



1902, 08 January: -Bk 3 –EL- pp 333, 334 (T):

'A' SF 6

(BF)

Messrs. **Baxendale & Co.**, Miller Street, Manchester, Brass Department,

Dear Sirs,

Your favour of the 6<sup>th</sup> re Welsbach **Rights in Australia**.

We beg to inform you that the English Company sold their patent rights in Australia to the **Australian Incandescent Company** & are bound to protect this company **against importation from England**.

You will, therefore, not only get yourselves into trouble, but also your customer in Australia if you send Welsbach goods there.

The **Australian patents** are in force as long as the English patents hold good & the **Australian Company** will proceed against importers and users of other ~~burners and~~ (*crossed out in letter*) mantles but theirs.

Your favour of yesterday re. **Nawell**. We beg to thank you for the lists which you kindly procured for us & shall be pleased if you can get us another set, if possible through somebody whom we can use in evidence. Yours truly **S. Falk**, Managing Director of '**FALK, STADELMANN & Co. Ltd.**'

1902, 12 January: -Bk 3 –EL- pp 340 (T):

(BF)

Directors Messrs. **The Gas Specialities Company, Ltd.**, Farringdon Road E.C.,

Dear Sirs,

We beg to inform you that about twelve months ago, your predecessors (**The Incandescent Accessories Company, Ltd.**) were selling chimneys with lateral air holes, which are an infringement on a patent of our principals, **Messrs. Schott of Jena**. The matter at the time was taken up with them & they, having given an undertaking to withdraw these chimneys & not sell anymore in future, on this consideration no further proceedings were taken.

We have received information that more than a dozen of the same chimneys are in your possession & in case you should not consider their undertaking binding on your firm & in order to save you expense, in case you intend to put these goods on the market, we take the liberty of acquainting you with the above. Yours truly **S. Falk**.



1902, 13 January: -Bk 3 –EL- pp 343 (T):

(BF)

Dear **Friedman**,

On Saturday we saw **Catterson** re. **Arik** ? & agree that we cannot sit still, but must do something.

**Arik** ? constantly gets the chimneys loose **in barges to Hamburg** & from there **by sailors straight to Boston** (*in the UK..AK*). There wood can be had cheap from Sweden & no doubt he makes his own cases. **Catterson** told me that **Anglen**? does this even **in London** & it is quite possible.

...?..(*when?...AK*) you will be in Hamburg you might find out whether my surmise is correct. It would otherwise be possible to pack as required. I enclose his list.

Three travellers have now told us of it. It is all over the East of London & those Counties near Boston as far as Oxford West & Manchester *nor?th* will join. **This is quite serious** as our prices will have to be made to compete. Quality is not looked for in common German chimneys, polished ends,

smoothed at the bottom & stamped brand can be bought cheap enough. Castle. The **cheapest** is what we require & only the leading articles. If you could arrange 1 gross crates to **be stored at Goole**, where rent goes by tonnage, it would do.

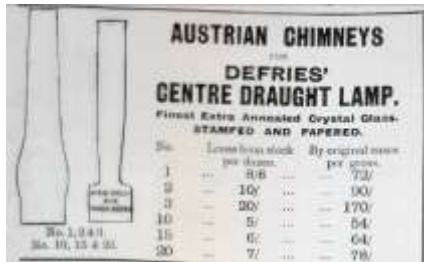
We want 3 prices:

- 1- Ordinary packing direct & cheap;
- 2- I gross ditto from **London** or **Goole**, carr. paid almost anywhere;
- 3- Loose from London stock, this latter particularly for London trade.

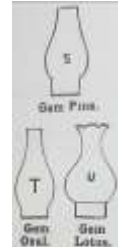
We will not run another brand, the half crystal, **Castle Brand**, will do. Look & compare our prices with **Arik**? We cannot expect customers to pay us such a difference.

The all clear & repacked we must meet by cases free & calling ours **half crystal**.

Of course I will think the matter out further & make a draft list with **Victor** probably ..?.. same with now, but you must arrange everything in Germany for this move & therefore I write you today. No other ..?.., but those on **Arik's** list are wanted, except **Gem**.



All better ironmongers will stick by **Austrian** but **?Durwald?** must not dream of higher prices, the contrary, everything gets cheaper again & **Austrian chimneys** (being a fraud) will lose their hold on people as soon as they are to dear. Through ..?.. **Caro** many people found out that **the Gisner** is just as good, in fact we have been asked for it. Now as regards leaving for Germany I intend to be in Nuremberg next Tuesday morning, so as to meet you in



Jena on Wednesday 22<sup>nd</sup>. If that does not suit you I can either leave earlier or later only you must let me know in time & not at the last moment. Is **Thurnauer** with you? Yours **S. Falk**.

1902, 14 January: -Bk 3 -EL- pp 346 (T): A. S.F. 4 (BF)

Messrs. The New Export Incandescent Light Company, 36, Mansell Street, Aldgate.

Dear Sirs,

We beg to call your attention to the fact that you are selling imitation Jena chimneys with lateral air holes for which **Messrs. Schott & Co., of Jena**, hold the patent **No.2679 from 1895**. Before placing the necessary proofs before our principles, **Messrs. Schott & Co.**, we beg to ask you for an explanation, as we have no wish to cause you Law expenses, in case you should have acted in ignorance & in case you are willing to withdraw these goods & give an understanding that you not in future infringe. We believe, however, that **Mr. S.L. Liebermann**, the Managing Director, is well acquainted with the facts & that you are not acting in **ignorance** of **Messrs. Schott's** patent. Should we not receive a satisfactory reply or interview in the course of this week, we shall place the matter before Messrs. Schott & Co., who will immediately take the necessary steps to protect their patent.

Yours truly, **S. Falk**, Managing Director of '**Falk, Stadelmann & Co, Ltd.**'



1902, 14 January: -Bk 3 -EL- pp 348 (T): A' S.F. 4 (BF)

Messrs. Dalston Incandescent Supply Stores, 14 Balls Pond Road, N.E.

Dear Sirs,

As we have not heard from you any further, we beg to inform you that we have decided to place the matter before our principles, the Patentees, who will no doubt take the necessary proceedings in order to obtain from you the desired information as well as an injunction.

We remain, Yours truly **S. Falk**, Managing Director of '**Falk, Stadelmann & Co, Ltd.**'



1902, 18 January: - Bk 3- German- pp 341, 342: (HB)

Mr. E. Hildebrandt, Berlin,

We received your letter from the 2<sup>nd</sup> of this month & the letter writer hopes to be in Berlin at the end of this month, so we will not go into detail. However, we regret to inform you today that the writer of this had been called on by the **Welsbach Company** & has received the information that the new rods **do not fulfill** their purpose they were meant to after 1-2 months in use. The failure is solely due to the material of the metal rods. Because of the strong heat that the rods are exposed to, it appears these burn off or decay so that when these break like



magnesium rods, the broken-off parts still ..?.. & the remaining mantle rods also break so that the intended purpose is not fulfilled.

We enclose a carrier made **from a nickel** type, which can survive any heat condition & thus it will be advisable that you carry out tests, respectively obtain information, as to whether rods can be made from this metal & whether these will not be too expensive. **Welsbach** also reported that the rods are half hollow & half massive & when in use, break off where the massive part begins. This may be due to the uneven expansion under the heat. There are many complaints by customers about unevenness of the **magnesium rods**. These letters will be retrieved for me & will be submitted to you. It is possible that the Welsbach Company will return to the use of the older style rods without metal core & will (as they did earlier), purchase rods without metal insert. However, at the moment no decisions have been made. Sincerely, **S. Falk**.



**1902, 03 April:** -Bk 3 –EL- pp 350, 351, 352:

(BF)

Dear **Louis**, (*Thurnauer..BF*)

We safely returned 2 days ago & found everything & everybody in good order. As to business I saw yesterday the new **Welsbach directors**. All action it seems will be settled, leaving the patent question where it was; the matter will clear itself next week, when I can talk to them about new terms.

The limited license in any case will drop; this means that **C mantles** can be used for any burner.

I of course demanded the same freedom for us; they agree to anything. We therefore must at once go ahead with burners. I saw **Ahrendt** in January, he has not yet any samples & prices; he promised me a burner for 25 Pfennig; this he would have to leave to us entirely. We want the ordinary **C burner** with **steatite** (*Soapstone..AK*) the smart ..?.. pattern from **Ahrendt** or **Spinn** (with ordinary gallery) & we want the cheapest sort at 25 Pfennigs.

These 3 sorts will carry us, only the best with **steatite**, each sort with or without bypasses. Further we want (perhaps) the **Gem** & one or two sorts of large burners, but these must be reasonable in price.

Do not buy yet, simply get samples & prices & then we will (*establish?*) prices with orders.

See **Arendt**, **Spinn** & others; to **Spinn** we wired today for the **Welsbach** for bottom price for **250,000 Sunlight burners**, genuine, I think we get the order for **Spinn** & also for chimneys; **Fletcher** will do all he can, for us.

But **Spinn's** must be cheaper as they get offers from everybody. For us it is a question to buy burners from people who can supply. **Schneider** appears too dear to me.

His cheapest burner is 3/9 per dozen less 5% & 2½ % free, free (sic); but he says this is not final.

**Ahrendt** will do this at 25 Pfennig free, free.<sup>207</sup>



Now as regards mantles, we are not free yet, but all the same please take all the information you can; get lowest possible price for a year's contract of **500,000 to 1 million**.

It is quite on the books we risk it to put **our own mantles** on the market ..?.. an action.

They have ..?.. & will not fight ..?.. better to keep in with them yet for a while, but I think the game is up & we ought to be prepared.

They are now putting again a **Sunlight burner & mantle** on the market at 1/- net complete; mantles 3/- Wholesale, 3/6 Trade, 4½d Public. We can buy a mantle at 1/6 to 1/3 a dozen & it would pay us to compete with them & the others to whom they grant licenses at 6/- a Gross, thinking by doing so they can keep the others out. For the present let us see how the hare runs, but try & inform yourself also about mantles particularly if we could get such large supplies, if we should want them.

It may pay us yet to keep in with **Welsbach**; I will see during the next fortnight but it will not last long. Re. Magnesium rods. The nickel rods are also not so good.

I have seen **Fletcher** in the morning; they have still to take about 700,000 & possibly I have to cancel the lot provided he places another order for equivalent value.

The new price **Hildebrandt** quoted me (I believe 6/50) enable me to take **Fletcher's** order.

I will let you know further. Kind regards Yours **S. Falk**.



<sup>207</sup> Free of packaging and free of shipping cost



1902, 19 April: -Bk 3 –German- pp 353 (T): A S.F. 1 (AK)

Mr. A. (*Arthur..AK*) Graetz in the Firm Messrs. Kramer & Graetz, Dresden.<sup>208</sup>

Dear Mr. Graetz,

I am in possession of your letter from the 17<sup>th</sup> with enclosure & thank you & my friend **Mosbacher** for your good intentions. Unfortunately, I am not able to take over the wear and tear of such devices, as our company is not suitable for such special items. **Establishing a company** in such subjects in England is no easy matter & unfortunately I don't have time for that either. The public have burned their fingers several times with similar things & it is very difficult to have inventions in the lighting industry today.



I have sent your letter & all the enclosure to my friend **Julius Moeller**, the former general director of the local **Auer Company** for inspection & it is possible that he would be interested to this, in which case the chance of success is greater than through me. In the meantime I sincerely greet you, **S. Falk**.

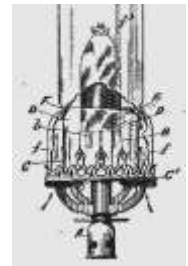
1902, 08 May: -Bk 3 –German- pp 358: (HB)

Mr. Martin Schneider, Leipzig,

Regarding gas incandescent burner: We are finally in the position to consider this article more closely & believe that you with your machinery are most suitable to generate this article a mass product so economically that we can successfully challenge the competition. The cheapest burner that have been offered to us so far is a product from Berlin for 31.60 (*Mark?..AK*) per gross. The burner is not yet good enough. One or two agents such as **Weiss & Biheller**<sup>209</sup> offer a good burner to everybody for 2/11 per dozen in any quantities.

However, we want to arrange for ourselves & therefore, ask you whether you would accept 30 Mark per gross ..?.. for an order of 50,000 pieces like burners after the sample that has been mailed by post today, to be delivered within 12 months. Should you decide to make these cheap burners for us, we will then also consider better quality types.

However, for now, the cheap burners are the main issue. We do not insist that you adhere precisely to our sample, that means what the pattern is concerned, your own burner of this type can also do it, but the quality should not be lower. Should you accept our terms, then we would like to request the immediate shipment of 6 dozen examples as samples. The same burner we would also like to have with a cheap reducing valve which we restrict to 90 Mark per gross of complete burners (with screw).



Your immediate reply should be addressed to '**Falk, Stadelmann & Co., Ltd.**' Sincerely **S. Falk**.

1902, 14 May: -Bk 3 –German- pp \*366, \*367 (\* See 15 May): A S.F.1. (HB, AK)

'**Berliner Gasglühlicht Gesellschaft**' formerly **Richard Feuer**, Schöneberg, Berlin,

Yesterday, we send you the 1<sup>st</sup> copy enclosed, whereupon we received your telegram: LICENSE ALREADY REQUESTED etc. We are now waiting for your further report & should you come to an agreement on the license with the **Welsbach Company**, then we expect you to deliver us licensed mantles through our **Nuremberg House**, at the price already offered to us plus license.

At the same time we inform you today in the strictest confidence that if you have the license from the **Welsbach Company** we need **not** to bind us, that means we prefer to buy the licensed mantles from



you & keep ourselves free. At the same time, through our **Nuremberg House**, we will use mantles without a license as arranged orally with you & we will make such arrangements that these unlicensed bodies are not sold by us. We therefore ask you to keep free for us the quantities of at least 2 million that have already been discussed with you. We hope that our arrangements will be perfect within the next 14 days & then we will rely on you for deliveries.

We ask you to treat this communication in the strictest confidence & only bring this point to your attention so that you already know today that we will use the quanta we agreed with you & perhaps even more in the course of the next season.

With respect, **S. Falk**, managing director of '**Falk, Stadelmann & Co., Ltd.**'

<sup>208</sup> Kramer & Graetz (Gräß), Waisenhausstrasse 10, Dresden. (They were in the feather and artificial flower business..BF)

<sup>209</sup> Weiss & Biheller, London. Merchants. Simon Biheller, 70-71 Chiswell Street, London. Inventor and merchant. Trademark in 1902: 'Calypso'. In or before 1888 he was director of the Berlin company 'Aktien Gesellschaft vormals Stobwasser & Co.' See: 'Verzeichniss Kaiserlichen Patentamt of July 01, 1877 till December 31, 1888, page 24

**1902, 15 May:** -Bk 3 –German- pp \*363, \*364, \*365 (\* See 14 May): A. S.F.1. (HB, AK)

‘**Berliner Gas Glühlicht Gesellschaft**’ formerly **Richard Feuer**, Schöneberg, Berlin,

We wrote you the enclosed letter yesterday, the departure of which was delayed by accident. In the mean time we received your letter of 13<sup>th</sup> of this month & your telegram from today to which we reply immediately as follows:

WILL USE INCANDESCENT MANTLE ACCORDING AGREEMENT, CANNOT PURCHASE FACTORY – OUR ARRANGEMENTS NOW PERFECT IF WE CAN RELY ON YOU – PROJECTED FACTORY ALTMANN NOT RECOMMENDED – WILL USE ALL THAT YOU CAN DELIVER – IF YOU COULD COME NEXT WEEK WILL PRESENT TO YOU OUR PLAN AND ISSUE DEFINITIVE ORDER.

The situation is now, as you can see, that our arrangements here are advanced to the point that we could today complete the contract that we had discussed. Your telegram of today however perplexed us, because when you get involved with the named gentleman who wish to exploit your interest in investing in a factory, then we frankly tell you that you are not our man. Without going into detail of our project, because that is not so simple in writing, we inform you in earnest today that we have arranged here the project so it allows us to receive from you as many incandescent mantles as you will be able to produce for us. When you involve other people, then our project falls apart or we have to look for another supplier.

**For us to purchase your factory is not an option.** We have already a business to carry & we will not burden ourselves with a second one. Our business is **to buy & sell** & we leave **the manufacturing to you**. It is up to you whether our well thought-out & matured plan will succeed or not & because it is not possible to detail this plan in writing, we therefore telegraphed to you again the request to come here.

If that is the plan, we would like to ask you not to drop in unexpectedly, but to inform us 2-3 days ahead, because our **Mr. S. Falk** will **not be in London** next week, but he will return specifically if you will announce your arrival. Until then, all arrangements will be developed so that we can conclude a definitive contract with you.

As far as the **Welsbach Company** is concerned, they have long since agreed to grant us a license based on all the other licenses, but which we thankfully declined because we will get away with our plan without a license. We are looking forward to your prompt reply & in the mean time I sign, sincerely, **S. Falk**, managing director of ‘**Falk, Stadelmann & Co. Ltd.**’



**1902, 16 May:** -Bk 3 –German- pp 369, 370: A. S.F.1. (HB, AK)

‘**Berliner Gas Glühlicht Gesellschaft**’ formerly **Richard Feuer**, Schöneberg, Berlin,

We got your telegram and understand the following:

CANNOT COME BECAUSE MY MANAGER IS ON VACATION- YOUR SITUATION IS UNCLEAR TO ME- OFFER SO CHEAP AND URGENTLY PLEASE COME BY YOURSELF- EXPECT TO BE IN TOUCH WITH ALL OF YOU NO LATER THAN TUESDAY- PREFER WIRE CONTACT- FEUER & we immediately wired you the following: WE ACCEPT YOUR OFFER MAY 7<sup>TH</sup> – ORDER ONE MILLION WITH OUR OPTION FOR A SECOND MILLION- LETTER FOLLOWS- FURTHER DETAILS CAN BE DONE IN WRITING.

Hopefully this decision will ..?.. settle this matter & you can see from this that we have decided to do business with you in mantles, which is why we also expect that you will not get involved in too many other things & stick to us. We conclude on 1 million mantles according to your offer of May 7<sup>th</sup> at 12½ Pfennigs <sup>210</sup> & 1000 boxes & packaging free. We hereby confirm & reserve the right the purchase of a second million pieces.

The definitive order will be given to you by our **Nuremberg House**, Messrs. **Jean Stadelmann & Co.**, & we will follow up with all further details & dispatch instructions as soon as possible.

Should you succeed in obtaining a license from the **Welsbach Company**, we reserve the right, if we wish, to obtain a part of our order from you at the arranged price of 12½ Pfennigs plus license fee.

We regret to see from your telegram that you cannot come. Our **Mr. S. Falk** has already made



<sup>210</sup> Each mantle cost 12½ Pfennig. This was the same as £ -/-/4 (according internet). 4 pence in 1901 is worth the same as £5.47 in 2019 (according internet). So 1 million mantles was an order of: £5,470,000 (Anno 2019).

arrangements to go on a short vacation trip next week & can therefore not come to Berlin. However, it will be possible to complete all further details in writing & we will wait for your confirmation of this letter. Sincerely **S. Falk**, managing director of '**Falk, Stadelmann & Co. Ltd.**'

1902, 27 May: -Bk 3 –German- pp 371:

(HB)

**Mr. Ernst Hildebrandt**, Florastrasse 8, Pankow, Berlin.

I still have not received a response to my letter from 16<sup>th</sup> of the current month. Also, we don't have any rods left in stock & the **Welsbach Company** is starting to complain. I urgently request that you immediately inform us whether we still can count on you & you can accept an order for a second million. Should I have not received an answer by 31<sup>st</sup> of this month, then I have to conclude you don't care about the business & I will place the order elsewhere.

Sincerely **S. Falk**, managing director of '**Falk, Stadelmann & Co., Ltd.**'



1902, 28 May: Bk 3 –German- pp 375, 376:

(HB, WJV)

'**Berliner Gas Glühlicht Gesellschaft**' formerly **Richard Feuer**, Schöneberg, Berlin,

We hereby communicate with you that we have forwarded via mail to you (like we have discussed with you personally) from the current mantles two of each as examples & clearly denoted.

Further we let you know that we let go the main ones.

Additional we let you know that the main one '**C**' was not manufactured correctly by you.

- 1- you made them, as you already know, **too long** and
- 2- your mantles **become black on top**, because you make the **opening too narrow**. We now request you to manufacture from the **C** mantles some right samples & forward them per mail, so that we will have them in stock as soon as possible.

Because you make **the opening so narrow** the gas cannot escape enough & **therefore the mantles become black**. You will not have any trouble making your mantles after the model of the **Welsbach Company**.

We also tell you that we have decided that we will baptise our mantles "**VERITAS**" & we request you to forward as soon as possible samples of the cartons or paper boxes in different colours & we let it up to you to make the text, as long as the next names appear on it:

'**The VERITAS Incandescent Gas Mantle**'.

Diagonal on one side: '**Manufactured in Germany by the Veritas Lamp Works**'.

Diagonal on the other side: '**Under license from the Welsbach Incandescent Gaslight Co.**'

The more expensive kind must be packed in another colour carton or box and instead of the simple word **VERITAS** it must bear the words:

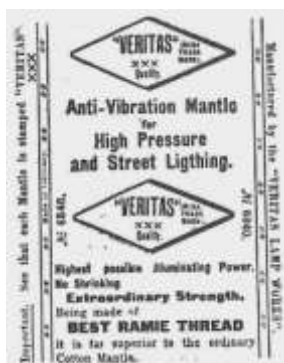
'**SUPERIOR VERITAS Incandescent Gas Mantle**'.

The other text remains the same as in the cheaper kinds. Where the names of the different kinds are concerned they **possible can be on the cover/lid or on both ends of the boxes**.

With the '**C**'-kind you can perhaps imprint the letter '**C**' on the cover, with the less common kinds a simple stamp is enough & indeed **No.2, No.3, No.4**, etcetera.

We request you to undertake this as soon as possible as we do not wish to go to our clients with a brochure before we have them in stock. Looking forward to your obliging message we sign, Sincerely, **S. Falk**, Managing director of

'**Falk, Stadelmann & Co. Ltd.**'



1904. German Veritas TM.



1904. German Veritas TM.

1902, 30 May: -Bk 3 –EL- pp 377, 378:

(BF)

**George Brooks** of '**S. Gratrix Junior & Brothers, Ltd.**', Quay Street, Deans Gate, Manchester.

Dear Sir,

In answer to your favor of yesterday's date re **Welsbach** agreement. You will find on closer perusal that there is nothing said in paragraph one which is intended to prevent you selling any burners you like, all they insist upon is, that you **also list 'Welsbach' & 'Sunlight' burners**, but do not say as regards burners that this is exclusive. It is different as regards



**mantles**, where they bind you under paragraph 7 exclusively to sell '**Welsbach**' & '**Sunlight**'. They only offer us an **extra 5%** over & above the retail trade & for this 5% they want to tie our hands & will not let us sell any other mantle (of which there will be plenty in the market shortly). Moreover they want to lock up this extra 5% for twelve months.

We wish to tell you in confidence that we do not intend to sign this agreement, which in some points departs from the provisional agreement which we have made with them for six months only.

If the **Welsbach Company** will **not supply us** with their goods on reasonable terms & without any agreement, then we consider we are better off without the extra 5% & to be free to sell what mantles we like. We have not come to any final decision yet & quietly await further developments.

Yours truly, **S. Falk**. P.S. You will not risk much by not being in too great a hurry to sign anything.

**1902, 31 May:** -Bk 3 –German- pp 379, 380 (T): (HB)

'**Berliner Gas Glühlicht Gesellschaft**' formerly **Richard Feuer**, Schöneberg, Berlin,

Your letter from the 29<sup>th</sup> of this month to hand & we are happy to hear that you can assure us that we will not experience any inconvenience. Orders, invoice & shipment instructions are all handled through our branch in Nuremberg. Go immediately ahead with **50,000 Veritas mantles** & deliver 10 to 20,000 pieces as soon as possible. We hope that our negotiations with **Welsbach Co.** during next week will take a productive course so that we will obtain a license for our terms.

If for unanticipated reasons these should fail in the last moment, then we will be determined to sell mantles without license & take our risk. We only take a license because we believe we have many customers who prefer a licensed mantle & don't even want to buy a mantle without license. We know that the **Welsbach Co.** has given people like **Böhm** and **Liebermann** a license & we are not exactly happy to be in this group of people. As for its own license, the **Welsbach Co.** will require such a large deposit from you that we assume that you will drop it yourself. As you have already have been told several times, you really don't need a license if we have one & do business with you.

We will enclose a scheme of the label & ask you to take the matter in hand immediately without delay.

The carton for the ordinary mantle will probably in brown & those of better quality in white boxes.

The latter mantle types are not urgent because we wish to begin with the less expensive types.

Sincerely, **S. Falk**.

**PS.** I will communicate the official order & additional instructions on Monday through Nuremberg.

If no license is obtained, what I don't expect, then I will telegraph you so that the name is not printed on the mantle tubes.

**1902, 02 June:** -Bk 3 –German- pp 381, 382 (T): (HB)

'**Berliner Gas Glühlicht Gesellschaft**' formerly **Richard Feuer**, Schöneberg, Berlin,

Your letter from the 30<sup>th</sup> and 31<sup>st</sup> of the past month to hand & we noted their content. Mailing to you a sample of **the ordinary & the Gem burners** is not necessary. Please make the mantle not too narrow at the bottom, so that these fit on our & all other burners. The **Gem mantles** are exactly what you called '**Liliput**' in Germany. Of course, the mantles have to stamped '**Veritas**'.

In regard to the more expensive type, there is no rush, because it will be better to start with the cheaper type.

The better type should be labeled:

VERITAS  
EXTRA QUALITY  
Reg'd. Trade Mark

and it is sufficient to label the cheaper mantle:

VERITAS XX      PS. 1<sup>a</sup> is not English.

We are looking forward to immediate mailing of the corrected samples & the boxes. Concerning your license: we are not surprised about the demand of the **Welsbach Co.**, which can't be regulated in Germany. Therefore, it will be the best when you drop the idea about a license.

Sincerely, **S. Falk**.

**PS.** Enclosed is the corrected text for the brown boxes. '**Under Welsbach License**' suffices.

The license has been granted to us under acceptable conditions as I was just told by **Welsbach Co.** on the telephone. Go immediately ahead with production & we prepare already the price lists and circulars.





1902, 07 June: -Bk 3 –German- pp 383, 384 (T):

(HB)

Mr. Richard Feuer, Schöneberg,

Today, I am informing you confidentially that we have reached an agreement with **Welsbach Co.** in regard to a license & on the latest of July 1<sup>st</sup>, we will inform our customers with a circular & price. Unfortunately, we could not obtain the license below 6 pence per dozen, but we hope that with a licensed mantle we will succeed than without. We must immediately acquire a stock & we will send today an order to Nuremberg for:

VERITAS each 12½ Pfennig: 50,000 C (of which 20,000 immediately)

1,000 Gem

500 No. 2

1,000 No. 3

1,000 No. 4 &

VERITAS Extra Quality each 14½ Pfennig: 5,000 C

100 Gem

250 No. 2

250 No. 3

250 No. 4



Of course, this is just the first order so that we will be prepared with an assortment. We will give you in the near future a notification for delivery for the coming months. In the meantime, you can make all the necessary preparations so that we are not facing difficulties when we need the merchandise. Enclosed are 2 labels which in regard to color & print, are correct & will you please arrange for cartons that are correct. Twelve single cartons must be placed into one four-sided carton that should be marked with one label **1 dozen C** and so on.

The better type for 14½ Pfennig seems to us too expensive in comparison to the cheaper type & I can't find a difference in quality. We will tell our clientele that the difference lies in that the better type maintains the light quality for longer time period; whether one believes it, I don't know yet.

Of all ordered types I would like to see, as soon as possible, true quality samples so that any faults can be rectified before you will send the stock.

You can consider the labels as final & absolutely correct since German printers easily make mistakes in English & thus, it is also advisable that you mail first samples.

I received your advertisement brochure, but you can't be serious by claiming that your incandescent mantle will produce 102 candlepower even after 500 hours? I would like to request correct information & greet you, sincerely, **S. Falk.**

1902, 09 June: -Bk 3 –EL- pp 385, 386 :

(BF)

Mr. de Fonblanque, Barton Hatch, Horsell, Surrey.

Dear Mr. de Fonblanque,

I intended writing you last week, but was so busy each day that I really could not find time. As regards



**Welsbach**, it is practically settled that **we take a license** from the company, although we have not yet reached the final stage.

I should be very glad to have an opportunity of seeing you & giving you my reasons for having **taken this turn**, when you will quite understand why we did it.<sup>211</sup> The papers which you kindly left me I will hand to you personally if you will fetch me to luncheon one day this week, or if you cannot do so, I will return them by post (*in handwriting*) I enclose them herewith. **Re. Era.**

We do **not want** the sole & exclusive license for Great Britain for an **incandescent oil lamp**, but what I told you is, that, if the '**Era Company**' is re-constructed & running the '**Pittner lamp**',<sup>212</sup> I

should like to have the **sole license** for the old '**Era lamp**' which, with some improvements would be all that could be desired.<sup>213</sup> With kind regards, I remain, Yours sincerely **S. Falk.**



<sup>211</sup> The license is necessary to obtain mantles safely and cheaply through Richard Feuer

<sup>212</sup> The Pittner kerosene mantle burner was invented by the Austrian Wilhelm Pittner in 1899 and improved in 1902 (See GB patent from 1899; No.3577 in the name of Alfred Lenner)

1902, 10 June: -Bk 3 –EL- pp 388:

(BF)

Messrs. The Welsbach Incandescent Gaslight Co., Ltd., York Street, Westminster S.W.

Dear Sirs,

We herewith beg to return agreement for license duly sealed & should be pleased to receive counterpart in exchange as soon as possible. Yours truly, **S. Falk**, Managing Director of '**Falk, Stadelmann & Co. Ltd.**'

1902, 13 June: -Bk 3 –German- pp 389, 390:

(HB)

Mr. Richard Feuer,

We received your letter from 11<sup>th</sup> of this month. Just let us do the business & support us by good products & timely delivery. **Buhlmann** cannot furnish anything to English gas



companies because he has no license & the conditions are such that neither he nor you will get a license. We have, however, everything arranged to do this business & have set our prices & conditions in such a manner that we undoubtedly will gain a big market. We are in close contact with all **English gas companies & companies overseas** & propose the better mantle as much as possible. As soon as we have a stock we will send 6 samples of each of the 2 mantle types to all gas companies as well as thousands of our customers. The **advertisement in three of the premier trade newspapers** is already in press, also a circular to our 21 travelers. You see that we don't waste any time & nevertheless, we won't proceed until we have at least 20,000 mantles in stock. The first 100 samples have arrived & so far we are satisfied with these; the name '**VERITAS**' should be larger, meaning more visible on the mantle. That the sleeves are imprecise, meaning incorrectly printed, you know already. '**Made in Germany**' should not be covered



by the cap. In the meantime, I have telegraphed you that also "**under Welsbach License in Gt. Britain**" should be added to the printing. If we don't do that we have to have special sleeves for export. Now, please deliver promptly the stock of both qualities & we begin immediately the **mailing of the samples**. We hope that by the end of this month at the latest the existing orders are ready ..?.. ..?.. & could you prepare a delivery of 50,000 **Veritas mantles** at the soonest because **20,000 pieces** will be used immediately. Please inform us by Monday & by telegram the price of 12 cm long incandescent mantles for high-intensity light. This mantle is not the ordinary length of a high-intensity mantle, but is between such a mantle & a '**C**' mantle. Because it concerns quantity & standard order, we must have your correct price of both qualities. Sincerely, **S. Falk**.

1902, 13 June: -Bk 3 –German- pp 391, 392 (T):

(HB)

Messrs. Schwintzer & Graff, Sebastianstrasse 18, Berlin.

I received your letter from 9<sup>th</sup> of this month & the announced samples of incandescent burners arrived today. We have already indicated to you that we wish to carry only extra good quality & **No. 8 & No. 44** are far from being of sufficient good quality. The cheaper types are practically worthless. We mailed you today 2 samples (**Frister**) which are adequate in regard to **metal strength**. This is the priority & the second one is **the appearance**, that means **nicely polished & varnished**. As we already mentioned, the burner head should never be varnished otherwise the mantle gets stuck to it. However, we want the prongs of coronet to be polished, if not done it will spoil the appearance.



Die Geschäftshäuser in der Sebastianstrasse 18/19.

As far as **the by-pass burner** is concerned, to make a small flame, this has to have a small soapstone tip as used in **Pintsch**. Our firm in Nuremberg can deliver such stones to you. Moreover, your flame adjuster is not sufficiently solid & the lever needs also being polished. We need an adjuster with a



short arm & another one with 2 long arms, as is present on the sample mailed to you. You will understand that we wish to have exceptionally well finished burners & we are confident that you will be able to produce such. Concerning the quoted prices, these are not in agreement with the quality of the samples & with what we are used to pay for. We request that you send us as soon as possible improved samples by post because we need those for inclusion in our soon to be released price list. We can later come to an agreement about the prices. Looking forward to a fast completion, I sign Sincerely  
**S. Falk**, Managing Director of '**Falk, Stadelmann & Co. Ltd.**'

**1902, 13 June:** -Bk 3 –German- pp 393, 394 (T):

(HB)

Company **formerly J.C. Spinn & Sohn**, Wasserthorstrasse 9, Berlin.<sup>214</sup>

Your letter from 10<sup>th</sup> of this month crossed our letter to you from yesterday & as we already mentioned, we prefer a prompt execution of our orders before we confirm the verbally discussed order. In regard to No.6805 with soapstone, we regret to find out that you did not succeed in constructing a removable cap ..?.. *crosspiece*?.. the soapstone ring is held in place only by the upper one or two tread turns, we thought that such a construction would be possible by using a slightly elongated cap.

Regarding the reducing valve, you seem to have misunderstood. Please provide us with corrected price for our three types of burners, complete & delivered, if we will provide you with a correct reducer. The price has to include assembly, testing, packaging, etc. Shipping only the upper parts of the burners would be useless to us.

Awaiting your immediate response, **S. Falk**, Managing Director of '**Falk, Stadelmann & Co. Ltd.**'

**PS.** You wrote that you will send this week 10,000 basket burners.

We need however, as urgently burner No. 6805 because all our orders are assigned.

Until now we have not received an invoice. Orders are being cancelled from all sides & we cannot possibly wait any longer for the merchandise. Today, I have purchased cheap burners elsewhere & if those arrive here before your shipment, I will cancel all our orders to you. I am sorry, but you cannot expect us to lose our clientele because a lack of your burners. **SF.**



**1902, 13 June:** -Bk 3 –German- pp 396, 397:

(HB)

**Mr. Richard Feuer**, Schöneberg,

I telegraphed you today that the 20,000 **Veritas** mantles have to be shipped by express mail as always via **Vlissingen**,<sup>215</sup> otherwise the time saving would be minimal.

Our traveling salesmen have started to accept orders & have in 2 days ca. 10,000 pieces sold.

You see from this that immediate delivery of the first 20,000 is urgent. Please commence immediately with the additional order of 30,000 pieces of **Veritas 'C'** & deliver those as soon as you can. From **Veritas 'XX'** no piece has sold yet, either as '**C**' or in **Kern**.

I can already well predict that **Kern No. 2, 3, & 4** will be primarily sold.

Of course, our traveling sales-men have no samples from '**XX**' quality & ..?.. (*..these are not?..HB*) included in the advertisement from us, nor listed in the circular.

All is prepared for July 1 & it will depend on you whether we will make a good or a bad entry.

When you do not deliver the merchandise promptly, we will make a fool of ourselves.

I doubt that during the next 6 months we can get by with less than **100,000 pieces per month** & immediately after delivery of the first 50,000 mantles '**C**', you should begin with the production of the next 50,000 pieces of '**C**'.

I would also like to request that you obtain an officially notarized copy of your test reports from the technical **Imperial Institute** (Reichsanstalt) in Charlottenburg from February 2, 1900, & mail those to us. Sincerely, **S. Falk**.



<sup>214</sup> Contact person is: Jacques Braunstein. See also 23 June 1902, letter page 400.

<sup>215</sup> Ferry service Vlissingen (NL) - Queenborough (GB); the former a harbour town in the south of the Netherlands



1902, 24 June: -Bk 3 –German- pp 400, 401:

(HB)

**Mr. Braunstein**, (of formerly *J.C. Spinn & Sohn, Wasserthorstrasse 9, Berlin..AK*)

We are ready to order from you for the coming season 10,000 pieces of the ‘**Overna**’ ? burner, including the already ordered 1,000 pieces, if following conditions are met with you & confirmed & followed through by the company **J. C. Spinn & Sohn**:

- 1) Spinn & Sohn confirms our agreement that we get credit of 1/- per dozen **Sparta** burners, with the exception for those which go to Great Britain.
- 2) Spinn & Sohn confirms that they do not offer nor deliver to the provincial merchant houses, with the exception of **J. & W.B. Smith & S. F. Catterson & Sons**, their ordinary burner with the exception of the **Sparta** burners. This concerns in particular to those firms, for which the name **Spinn & Sohn** has or will deliver the **Sparta** burner. Our main reason for this is specific, since for instance the firm **Baxendale** & other wholesale houses in the province already buy the **Spinn** burners from us.



- 3) Before the above order is definitively confirmed, correct samples of the burners with & without ?by-pass? have to be provided.

Your confirmation expected, I remain sincerely, **S. Falk**.

**PS.** This letter is only an addition to our letter which contains our agreement with the order of 1,000 pieces of burners & does not annul this. Also, it is understood that all previous, existing England customers of the firm **Spinn & Sohn** are excluded from the above conditions. **S. Falk**.

1902, 25 June: -Bk 3 –German- pp 402, 403:

(HB)

**Mr. Richard Feuer**, Berlin.

I received your letter from the 23rd of this month. In the meantime, you will have received my last letter with the order of a total of 250,000 mantles ‘**C**’ ordinary & 50,000 mantles ‘**XX**’ to be delivered within the next two months. Now, that you are in the less busy season, it should not be difficult for you to make this quantity & this will facilitate the business during the season.

Today, we mailed you a sample of an ‘**Era**’ mantle, which we need in the next season.<sup>216</sup> This mantle must be made of best Ramie & has to be fired so that it will maintain its form, meaning **the mantle must be ‘unshrinkable’**.

Can you make us such a mantle? This is of importance because **these mantles are meant for a kerosene lamp**. The stitches & weaving type have to be identical as in our sample – also the same form, length and width. Could you make us a sample? The narrow neck is also intended to be so. Friendly regards, **S. Falk**.



The ‘Era’ mantle.

1902, 25 June: -Bk 2 -EL- pages 363, 364, Private.

(BF)

Dear **Mr. de Fonblanque**,



The Pittner.

**Re Era.** Your letter of today to hand & sorry to see there is a hitch. Of course you know this is my personal affair & has nothing to do with ‘**FS&Co. Ltd.**’ I cannot pledge my firm to any agreement. If some draft is submitted to me I will place it before my co-directors. We, of course, shall be pleased to run both the **Pittner** & Era lamps or either on our ordinary business terms, i.e. without a guarantee of any kind.

I think we could go further even than that with the **Era** lamp, if we could get the exclusive right for same, whilst other houses might sell the **Pittner**. In that case I would get the **Era** made by myself & would put it on the market with an unshrinkable mantle



The Era.

& at a reasonable price. It all depends what royalty the **Era Company** demands & what terms they would make with my firm. These terms I would have to submit first before pledging myself

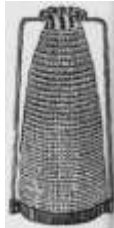
<sup>216</sup> The mantle of the ‘Era burner’ has the same dimensions as that of the still to be developed ‘Candesco’ mantle burner. The fact that he needs this type of mantle for the next season indicates that he is thinking about a mantle burner that he marketed himself. The ‘Era’ or anything like this



to anything. I could not undertake, to **run the whole Era business**, but if conditions are acceptable to us, I can promise already, that my firm will take up the **Era burner** on royalty & the **Pittner** on ordinary terms. If the royalty does not exceed 1/- per burner, I could put the complete lamp on the market at 5/- or 6/- to the Trade. I understand that **Mr. Koblenzer** wants to **sell the Pittner** at that



1903. The 'Candesco'.  
The above images taken from a 1905 English magazine by Nigel Reynolds.



1905 Mantle.



Chimney top with logo.



The 1904 Candesco.  
Photo: Guy Richards, GB.

price to the **Era Company**, I am quite satisfied that the **Era Burner is the best of any** & it is not the fault of the burner that so far it was not a commercial success. I would put it on the Market in an **altered form** & under a **new name**.<sup>217</sup> Yours very truly, **S. Falk**.

1902, 27 June: -Bk 3 –German- pp 404, 405, 406:

(HB)

**Messrs. Schott & Genossen**, Jena.

Patent. Your letter from 24th of this month arrived. I have changed the public warning according to your suggestion & will this submit to **Messrs. Goldberg** for approval. At the same time we will print a circular with the same text together with an addition as outlined in the draft enclosed, which you will please return. We will mail you a sample of the circular for your approval. We will mail a total of approximately 5,000 pieces. The dealers for the retail market will immediately know that **Quitmann**<sup>218</sup> is the issue & we would not think it wise to mention **Quitmann's** name in the warning notice to third parties. You asked me which English law you would break by doing so. Unfortunately, I can't answer this question. I know only from general experience that Quitmann may request immediately an injunction against you & will probably obtain it if you would warn his customers in public or in separate letters against him before you had provided proof that he has violated your patent. In other words, you must prove first in court the validity of your patent before you can name Quitmann as violator of your patent. Whether you will have an opportunity to defend your patent by essentially forcing Quitmann to move against you is a question that I will submit to **Messrs. Goldberg**. Finally, I have to inform you that I do not consider Messrs. Goldberg as the best suitable lawyers for going through a patent process. **Goldberg** appear to understand little about patent issues & they appear to me too sleepy & slow. Since in a process much depends on the lawyers & this case is too important to you to opening an unnecessary risk, so I propose you to **drop** Messrs. Goldberg now by writing to them that you have decided not to pursue this case any further. I further suggest that you hand over the case to **Mr. A.R. Gery**, 37 Wallbrook, E.C., who is an effective & energetic local lawyer. I had not recommended him originally only because he does not correspond in German. Since you correspond as good in English as in German, I would highly recommend you **Gery**. Respectfully, **S. Falk**.



<sup>217</sup> This did not work for the Era burner, but it did for the Pittner! It was indeed altered and marketed under the name 'Candesco' at the end of 1903. The gallery rim reads 'Veritas Lamp Works', but in fact was made for FS&Co., possibly by the Pittner company in Austria, or possibly under license by Schwintzer & Graff (see in particular the air chamber form and holes, which are the same as with the ordinary Veritas burner made by S&G)

<sup>218</sup> Carl Quitman, Jewin Crescent 17, London. (glass & lamp merchant). See also GB1893-No.22029

1902, 02 July: -Bk 3 –German- pp 407, 408:

(HB)

Dear **Mr. Feuer**,

Your letter from 30<sup>th</sup> of the past month arrived. I also received your postcard from Düsseldorf with **Thurnauer's & Winkler's** signatures & it appears that the illustrious Trio had enjoyed themselves there.

In the meantime, I was here at work & today, 15,000 circulars are going out.

You will find an article & product announcement in the '**Journal of Gas Lighting**' from yesterday & 5-6 other trade journals will follow during the course of the week & we commence to mail samples to hundreds of customers (see enclosed circular).

As you see, it is getting serious & I only hope that you have delivered by end of August up to 200,000 mantles.

The '**XX**' type also starts to be demanded. We will need soon some stock of **Iverna** mantles (marked on the cap with '**Iverna**').

I thank you for mailing the Attest (*test reports from the technical Imperial Institute* (*Reichsanstalt*. See also 13 July 1902, pages 396, 397..AK).

I see that you have taken the average result of 2 mantles.

This is not in order. What was mantle A and B? Why was the measurement of mantle B so much worse than mantle A?

I would like to request a precise explanation because I cannot present something to the Gas companies that I am not able to explain. With king greetings, **S. Falk**.



1902, 05 July: -Bk 3 –German- pp 409, 410:

(HB)

Dear **Mr. Feuer**,

Today, your first shipment of '**Veritas XX**' mantles arrived & as I can preliminarily judge, they are good. The tubes could have white caps, the brown ones look bad.

I mail you a dark tube & 2 white caps like **Schwarz** make for **Permes**.

On the tube it still says under **Welsbach License** without the words "in Gt. Britain".

Also, among the mantles, there are some marked with an **Arrow** instead of **Veritas**.<sup>219</sup>

The shipments are very slow & therefore we were this week for two days without one piece in stock; that is very annoying for us.

For instance, we cannot expect that a new customer, such in **Lydenham**, to come to us twice.

Stock is, therefore, one of the prime necessities & I hope that you do everything to assure that several larger shipments are on the way to us.

Thus far, our debut was not bad & we have already many orders & enquiries from different places.

We can't pursue larger businesses until we are certain that we can rely on deliveries for the season.



As far as I can judge the 2 million mantles will not suffice, meaning we can sell more than these quantities if we wanted to & it will thus be advisable:

- That you don't get engaged into too much business with others so that you can serve us better;
- That you refuse every direct order or indirect request from England;
- That you start to make arrangements now to increase productivity, meaning that you

need to produce more yarn & enlarge your facilities to produce mantles.

Probably next spring, I will **consider** your offer to **purchase your factory** or to partner with you.

It all depends on the experience with we will make during next season.

Friendly regards, **S. Falk**.

**PS.** For September & October we can use 200,000 pieces per month, that are 160,000 ordinary & 40,000 '**XX**' ..?.. ..?.. (*illegible and missing text..HB*).



<sup>219</sup> Regarding gas mantles, 'Marke Pfeil' (brand 'Arrow') is Richard Feuer's 1901 German trademark

1902, 09 July: -Bk 3 –EL- pp 411, 412 (T) :

A S.F. 1'

(BF)

The **Welsbach Incandescent Gaslight Company Ltd.**, 78 York Street S.W.

**Gentlemen**, we beg to call your attention to an advertisement of the '**Vivid Mantle Co.**', <sup>220</sup> in the Ironmongers Chronicle of July 1<sup>st</sup>, 1902 stating that:

"A settlement has been come to by which no license is claimed by the **Welsbach Co.**, & no litigation will be undertaken by you etc."

As these Mantles, although they are an internal matter for them, obviously contain substantial points claimed in your 1893 Patent, we should thank you to let us know whether the above statement as advertised is correct.

We also beg to call your attention to a circular from the INCANDESCENT TRUST LTD., 10, Union Court Street & which no doubt has come under your notice.

We shall feel obliged to hear from you, whether you intend taking any steps against these & similar firms in order to protect your Licenses.

Yours truly **S. Falk**, Managing Director of '**Falk, Stadelmann & Co. Ltd.**'



1902, 10 July: -Bk 2 –German- pp 374:

(HB)

Dear **Emmanuel**,

Enclosed £8/8/- for your synagogue funds but as a donation (not a subscription) my name need not be mentioned.

I also take this opportunity of making a proposal to you about **Manfred**, (*eldest son of Alwyne*) viz. should you & **Albert** decide to let him graduate at Oxford, I am willing to give him a **scholarship** of £100 for ..?.. for 3 years. You know my disposition towards **Manfred** & I should be happy to be able to contribute something to his future welfare, but make the condition, that **Manfred** himself knows nothing about my offer, as I do not wish him to feel under an obligation. You will know what I mean. Love to Alwyne & their kids. Yours **S. Falk**.

1902, 12 July: -Bk 3 –German- pp 413, 414:

(HB)

Dear **Mr. Feuer**,

In reference to the recent letter, you have to stop making direct 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. On the other hand, it is a blow to us & it makes our business more difficult. We have to be absolutely clear on that.

By your quote to the **Colonial Gas Association**, you will probably lose **Mr. Newbald** (**Fremantle Gas Company**) <sup>221</sup>.

You should be satisfied with our orders, but the German is never satisfied. Moreover, all delivered **Kern mantles No. 2, 3 & 4** are wrong. These are too narrow & too long.



The length of the mantle tubes should be the same as those of Welsbach. You have made all too long which will cause difficulties & troubles with our customers.

Your manufacturer of the tubes could have made those correctly.

**No. 2** mantles are so long that these barely go over the burners & I think they are worthless. **No. 3 & 4** are somewhat better & can be used, but each mantle has to be trimmed, otherwise it stands up on the burner.

Please give immediate instructions in Berlin because **No. 3 & 4** are significant, because essentially **all street lamps in England** use **Kern No. 3 & 4**.

Your presence here would be of value so that such incidences could be solved once & for all.



Please let us know your arrival ahead of time. Regards, **S. Falk**.

<sup>220</sup> The 'Vivid' mantle was manufactured in Germany by the chemical factory 'Dr. Willy Saulmann AG.', Kurfürstenstrasse 146, Berlin West. According to the 1902 German 'Illustrierte Zeitung für Blechindustrie', page 1867, Welsbach was indicted in London by the 2 attorneys of the 'Vivid Company'. The trial was closed shortly after the start by judge Buckley, as Welsbach withdrew and took the costs of the proceeding

<sup>221</sup> It is thought that Mr. R.S. Newbald started the gas works in Fremantle, Australia. Info from: J.S. Battye, Library West Australian History Collection

1902, 12 July: -Bk 3 –EL- pp 415, 416: K S.K. 7 department Private (HB)

R. Feuer Esq., Hotel Pavillion, Paris,

We find that you have quoted this week, the **Colonial Gas Association** in London, for mantles you are supplying to the **Fremantle Gas Co.**

We are very much surprised to find that you are quoting any houses in London, contrary to your promising to keep this business in our hands. We cannot allow this & if you wish us to do the business you must return all such enquiries to us. If you wish to send these quotations yourself, we must simply throw up the whole business & leave your mantles alone.



Furthermore **we are astonished** to find that you have quoted for the mantles at a lower price **than 20 Mark per 100** although we do not know the exact figures. This is entirely giving the game away altogether & we are made to look foolish when quoting above named people in answer to an inquiry. It appears that the **Fremantle Gas Co.** gave the **Colonial Gas Association** your name, hence their writing to you. You certainly ought to have referred them to us in accordance with our arrangements. When you are in London we will speak to you personally on this matter.

Meanwhile we understand that the order has been sent to you & we must ask you to refer same back. Pointing out that the price which you quoted was a mistake & that they must place their order for your mantles through us. Kindly reply by return of post.

Yours truly **S. Falk**, of FALK, STADELMANN & CO, LTD.

1902, 12 July: -Bk 3 –German- pp 417, 418:

(HB)

Dear **Mr. Müller**,

We have tested the sample of the '**Phlox**' lamp & decided to take on the lamp.<sup>222</sup>

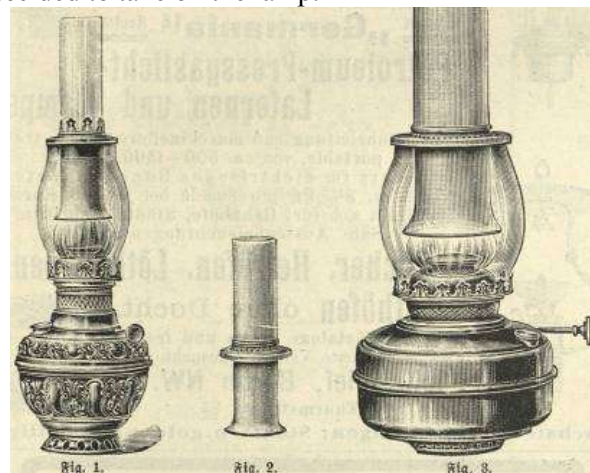
I am writing to you privately, so that when you see **Mr. Hume**, you can arrange the transaction for us.

At first, we wish to obtain **sole rights** for sale in **England & the Colonies**.

You know when we accept the lamp that we can make something out of it.

The question is what are the demands by the **Phlox Company** in return?

We know the German thoughts & we are not willing to satisfy big expectations. In order to show that we are serious, we would place a firm order of 1,000 – 2,000 lamps for the first year, but not more because we don't want to enter unnecessary risk, otherwise we would decide against taking the lamp because we have already sufficient different types.



The lamp is **quite nice**, but the advantages are not impressive, thus we don't want to commit ourselves to large quantities. The lamp is actually expensive & a **20 line Veritas** provides not much different light. In other words, we have other good lamps, but we are willing to consider this one as well.

In about 2 months one of our people will go to India & should take along a sample. He (*Mr. Hume..HB*) should make immediate arrangement with us, otherwise adding the lamp to the next season will be too late. When we decide to take on the business, a number of additional issues related to the market have to be considered; we would have to assemble model for table, hanging & wall lamps & for all special fittings that are necessary; we have to prepare pictures & announcement & all of that costs us money & is for us a certain risk.

A **monopoly** for one year is not sufficient for us because the introduction costs money. Please advance this matter & inform us at the earliest about the conditions proposed by the **Phlox Company**.

Best regards, your **S. Falk**.

<sup>222</sup> The Phlox lamp. Inventor: J. Guimarraes, see DE1901-No.138747. Factory in 1900: 'Phlox Glühlicht Gesellschaft mbH', Heidelberg, Germany. German trademark 'PHLOX' is of 1900. The factory in 1903: 'Phlox, Petroleum glühlicht ohne Glühstrumpf, GmbH.' (=kerosene incandescent light without a mantle), Wilhelmstrasse 55, Berlin; same trademark. (This is the first lamp having a so called 'white light' burner..AK)



1902, 16 July: -Bk 3 -EL- pp 419, 420:

(BF)

The **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. ..?.. **S. Falk**.

1902, 25 July: -Bk 2 -EL- pp 367:

(BF)

Dear **Gery**,

..?.. **S. Falk** finds he has been omitted from a legal settlement (*regarding the Era* ?..AK), thinks it is to increase lawyer expenses and tells **Gery** to include him in the settlement that involves an '**Elkins**' and '**Fonblanque**'. ..?..

1902, 25 July: -Bk 2 -EL- pp 368:

(BF)

Dear **Mr. Fonblanque**,

Re **Era**.

Sorry you have so much trouble. I will place the matter before **Gery**, as I am soon going away. It looks very much like an attempt to make more costs. Sincerely yours, **S. Falk**.

1902, 17 September: -Bk 3 -German- pp 423, 424:

(HB)

Dear **Mr. Feuer**,

Many thanks for your writing. That was for me very interesting in particular regarding O. I will soon find out from **Welsbach Co.** what the status is. Today arrived an order from the '**Great Western Railway Company**' for 5,000 mantles '**XX**' that they wish to stamp mark with **G.W.R.** which should not cause any difficulties.

In the meantime several **large orders** also arrived from export firms for Shanghai & Brazil etc.

I mention this only to illustrate that our sales' capability has no limit, when we finally can go into full action. Yet, I consider it prudent to proceed slowly. It depends on you, the quality & your delivery capacity. Despite our success you must deliver as much as it is possible for you. In a few days our stock will be dried up. You can send without problem up to 10,000 pieces per day of which  $\frac{1}{3}$  model '**XX**', if more, just telegraph. I hope that you returned well rested, Sincerely **S. Falk**.



1902, 18 September: -Bk 3 -German- pp 425, 426:

(HB)

Dear **Thurnauer**,

As I already have written to you, I am concerned that **Feuer can't satisfy our need for mantles** in the coming few months & I consider it necessary to look immediately for an additional source. Today an agent came to us who represents a mantle company in Nuremberg, according to the calling card. He offered us a mantle for 14/- per hundred free to London, but he has also told us that **Beck**<sup>223</sup> wrote him that he will accept any price for orders because (*they can deliver.. HB*) cheaper ..?.. . As you know we pay for **Veritas** ordinary 12½ Pfennig & **Veritas** special 14½ Pfennig. **Feuer** can deliver us sufficient of the Special. Therefore, it is the ordinary type at 12½. **Beck's agent** offered us for 14 Pfg. per piece. Whether the quality is any good I don't know. Please see **Beck** at once. Don't mention for the time being his agent who will book 5% provision. Please determine whether his cheapest quality is useful. Find out whether the mantles are made of **cotton or Ramie**. Send us 3 dozen per post. Find out the cheapest price for an order of 100,000 to 500,000 pieces & whether the man is capable to deliver as many. Tell him that our tubes (*cartons*) are specifically printed & incandescent mantles must be specifically formed.

Most important is the quality! When the quality is not good, any price is too expensive. Moreover, I wish to know the best price for the next higher quality & what is the difference.

Tell the man that we know the business & that cotton is now low value ..?.. . The **Drossbach**<sup>224</sup> mantle is good & if the price would be lower, the **Drossbach** is preferred because the mantle is, like that from **Feuer**, **made of Ramie**. Beck is using cotton. Regards, **S. Falk**.

**PS.** A good mantle costs 11 Pfennig per piece manufactured, can be delivered for 12½ Pfennig. In Berlin, nothing can be found below 13½ to 15 Pfennig.



<sup>223</sup> K. Beck, incandescent mantle manufacturer in Nuremberg. German trademark: Lyre + drawing of a lyre, 1902/1902

<sup>224</sup> Dr. G.P. Drossbach & Co, incandescent mantle manufacturer in Freiburg in Sachsen, Germany.

1902, 24 September: -Bk 3 –EL- pp 428, 429:

(BF)

Dear **Thurnauer**,

Yours of the 21<sup>st</sup> to hand. As regards Balance Sheet, I told you already that ??? is not satisfactory, but you may rely upon expenses being watched. They will still increase this year, but we shall soon get the benefit of it.

The balance we carry forward. The money is wanted for stock in the **new Electrical Department**, but next year we begin to pay regular 5% Dividends on the Ordinary Shares. The capital we increase next year - it costs money & there is always time for it. Up to now we paid £32,000 cash for the new buildings, besides a couple of thousand more for internal alterations & fittings.



This is a good security for our Preference Shares. **Victor's** pencil remark referred to Auditors fee (their salary) & not to expenses. They get £25.- for the audit & want more, but I consider it enough. We are busy & have plenty of orders. As regard mantles **Drossbach's** price of 15 Pfennig is no good. We buy at 14½ Pfennig anywhere. You need not meet him for the present.

As regards **Beck in Roth** <sup>225</sup> I send you his agent's quotation, 14 Pfennig free, free, less 2½%. Possible his agent shares his 5% provision with us. Please return the letter.

For the present **Feuer** keeps us going. He delivers now from 8-10,000 a day, which is sufficient. Just this moment **Beck's Agent** was here & told me that he has 10% provision – so **Beck** has not given you his lowest price – his mantle is not A.1. & 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. This will be probably about Dec 15<sup>th</sup>. **Feuer** passed one invoice for 3,000 mantles to compensate us – all other debits may be cancelled. **Spinn & Arendt** are now delivering well too (*i.e. incandescent gas mantle burners...AK*). Kind regards your **S. Falk**.



1902, 29 September: -Bk 3 –German- pp 369:

(HB)

**Messrs. Schwintzer & Graff**, Berlin.

I permit myself to ask you again the favour of buying & sending a **watch** as a wedding present to **Miss Paula Reiss**, c/o **Mr. Gustav Reiss**, Carlstrasse, Canstatt. Please enclose the attached card. Thanking you in advance for the friendly delivery. I'm looking forward to the visit by your **Mr. Willy Schwintzer**. We have several things for him. <sup>226</sup> Friendliest, **S. Falk**.



1902, 01 October: -Bk 2-German- pp 370 - 373: (private) (Mrs. M. Vöpel, Mr. F. Föcker; WJV, BF).

Dear **Thurnauer**,

Your letter of September 30th was given to me by **Louis** to answer & I had already reported to you 6 months ago but I thought the matter was too delicate & wanted to wait for a suitable opportunity. I also didn't know whether you would like it at all. I already suggested the matter to the young man 6 months ago & he was just waiting for an introduction. etc., etc. (*In short: a 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 (with) your daughter."*).

My wife sends her regards to you & your loved ones. We just came back from Switzerland (Pontresina). With best greetings, **S. Falk**.

1902, 07 October: -Bk 3 –German- pp 430, 431:

(HB)

Dear **Mr. Feuer**,

I received your letter from the 3<sup>rd</sup> of the current month. Regarding tubes, I would like to tell you that we take everything that you have in stock, but at the moment, don't order any with the imprint 'under Welsbach License', because I tell you confidentially that **I have cancelled the license with Welsbach Co.** already 6 weeks ago & that will run out on 8<sup>th</sup> of November.



We have done it after consideration that **we will reduce the price of Veritas mantles** to 6/- & will marketed these without license. We calmly anticipate a process & have decided to **end for good** the current, non-satisfactory situation. Please don't worry at all, I will assume full responsibility & I doubt that the **Welsbach Co.** will **attack us** at all. However, we have customers that want to buy only licensed mantles & therefore, we have to continue to sell 'licensed'



<sup>225</sup> A town in Germany, 22 km south of Nuremberg

<sup>226</sup> Would be one of the subjects the manufacturing of FS&Co's own **kerosene** mantle burner, i.e. the 'Candesco'?

**Veritas** mantles. In this regard, I proposed that you immediately to obtain a license so that in future we can **get 'licensed' mantles** from you & you can **pay Welsbach Co.** directly. By doing so, we are in the same situation as we are now & what the deposit concerns, the **Welsbach Co.** is flexible. Please don't mention yet any names but inquire simply about a license & offer them £50.- deposit, if absolutely necessary £100.-. The **Welsbach Co.** has already issued **several of such licenses**. Don't lose any time, so that we can continue on 8<sup>th</sup> of November to deliver licensed mantles. We still can discuss the details later. First, arrange for the license, but don't sign anything before I have seen it. If necessary, you have to come back here once more. Regards, **S. Falk**.

**1902, 08 October:** -Bk 3 –German- pp 432, 433:

(HB)

Dear **Mr. Feuer**,

As follow-up to my letter from yesterday regarding license, I hope that you do not lose any time & apply for your own license. For the time being, keep the entire plan as a secret because our disagreements with **Welsbach Co.** can be amicably resolved after all. At least there is a change, however, if not then we will release in 4 weeks a manifest & reveal the entire scam. We are prepared to protect all our customers against any inconveniences & to pay without hesitation indemnity to everybody who so request. Seven out of eight of our customers prefer to pay 6/- per gross less & accept our guaranty. It is about time that this farce is ended. Despite that, we are still in negotiation



with **Welsbach Co.** & we shall see what happen, but must also be prepared. Therefore, we will continue using the current tubes, but will probably only carry **the Kern mantles in XX and XXX quality** & not the ordinary type. For the ordinary **XX** mantle we will require new tubes & cartons from which one can immediately recognize the difference. Please send us first samples of tubes for **ordinary & XX** and sample carton (box for 1 dozen), which differ from the current ones in color of the tube or in the color of the cap. I will later provide the text that has to be printed. Welsbach license will be omitted & the number changes as well as the type & style of the print. The orders from yesterday were 14,000 pieces. I hope that you will be able to continue to deliver at least 10,000 per day. Our stock is about the same ..?.. with **XX** going stronger & they are now at least one third of all orders.

Will it be necessary in the next 14 days for me to travel to Berlin, or you are coming here?

Still, 2 to 3 complaints arrive per day, but hopefully these will slowly subside. Greetings **S. Falk**.

**1902, 11 October:** -Bk 3 –German- pages 434, 435:

(HB)

Dear **Mr. Feuer**,

I received your letter from 9<sup>th</sup> & 10<sup>th</sup> this month & I see that you have applied for a license & I implore again that nothing be signed without me having seen it. Your expectation that the **Welsbach Co.** will reach an agreement with us in the last moment is also what I think. I expect a final decision within the next 3-4 days. I have made an ultimatum & if this is refused, then we are determined to continue without license & assume all responsibility for the consequences. Of course, I would prefer a peaceful solution that will keep 'the door closed'. We **do not wish to take over** the entire mantle business, as you expressed it, we only want better opportunities than we have now, in determining competitive prices which we can't do as long as we have to pay 6/- per gross, whereas so many others sell licensed mantles so cheap that it is evident that payment of royalty does not play a factor in the calculation of the sales price. **Opus** has taken out a license, a manufacture's license, that means 3/-, even though it says on every tube 'made in Germany'. It seems that the **Welsbach Co.** does not investigate whether one manufactures or imports. So why should we pay 6/- ? Until now, **Altmann** sold non licensed mantles for 30/- a gross. Currently, he sells the same mantles under license (**from Opus**) but not a single Pfennig more!! Don't be concerned we can sell far more when 1- the confidence in quality is restored again & 2- we sell under our warranty for 6/- per gross cheaper than now. What good does the **Welsbach license** do to the public & customers? The **enlargement of your factory** is of great importance because, if all works smoothly, we will guarantee you orders of 5-6 million. You have to trust in us ..?.. & holding to our manufactures is our 'compulsion'. I would like to offer soon the **Gas Companies** the **XXX mantles**. You & I could earn something on these. Please send us samples & stock of all types (**C, 2, 3, & 4**). I will then issue a 'street lighting circular'. I am looking forward to the new packaging without license. With greetings, **S. Falk**.



**1902, 14 October:** -Bk 3 –EL- pp 436:

(BF)

**Austral Asian Welsbach Company**, Bury Street E.C,

...?.. Seeking license to sell **Veritas mantles in Australia** on the same basis as the **Welsbach Company** grants. **S. Falk**.

**1902, 18 October:** -Bk 3 –German- pages 439, 440, 441, 442:

(HB)

Dear **Mr. Feuer**,

Today we received from **our Newcastle traveling salesman** enclosed letter. I have mailed you the sample mantle by post.

Is it possible that you have sold **Job** mantles here & few mantles stamped with **Veritas were included**? This would not be so bad. The tubes appear to be yours. I would like to ask you for immediate explanation because otherwise I am the 'third in the pile' & at the moment I have to transfer mantles in plain tubes to avoid being discovered. You could have sold the so-called 'seconds' to somebody else & this would solve the mystery.

Regarding license, please pressure the **Welsbach Co.** to mail the contract & try to get the license for a deposit of £50.-. The **Welsbach Co.** will accept whatever it can get.

In the last few days, many & very important customers have inquired & indicated that they don't care for licensed mantles & so I have decided to return to my proposal & to continue marketing **Veritas** mantles on our own risk & cheap 'without license'. Then **this scam will end** soon & this I consider to the only right thing to do.

Even at 3/- per gross it will add up to £1000 to £1500 per year for us!

The few licensed mantles, which are still requested, you will continue to deliver to us & we will not be in a worse situation than we are already.

Please take out a license but with the termination option.

This week it will decide & perhaps I will in eight days be in Berlin & I have decided not to pay even 3/- license.

What you have written about **Buhlmann's offer** is, frankly, nonsense! The offer to me was made personally & I will be open to you & will not pretend anything & **Buhlmann** is capable of what you know as well as I. He offered me to manufacture 10,000 pieces per week. He knows that we work with you. Should I order samples from you? If so you can see the invoice.

Director **Krüger** was also here & offered his new mantle. I listen & view everything & this is in your as well as our interest.

We will carry in future only **Kern** mantles **XX** marked.

I only wait till the next week to assess the final consequences. I am concerned ...?.. *(abrupt end of this letter. Following pages are not here. On left side of page 441: a seemingly unrelated text, but of interest....HB).*

**Left side of page 441:** Without doubt your girls must have stuck many **C mantles** in tubes for which the mantles were too long & the thick cotton wool had pushed in the top which then fell off during the burn-off. Today arrived again such a complaint from the **Durham Gas Company**.<sup>227</sup>

I have enclosed an original sample. You love to argue, but a few grams of facts are more worth than an entire hundredweight of your arguments! **S. Falk**.

**1902, 20 October:** -Bk 3 –EL- pages 443, 444:

(BF)

**Mr. Brüll**,

...?.. Letter to salesman trying to open up Indian market and commiserating with the difficulties. ...?.. **S. Falk**.

**1902, 20 October:** -Bk 2 –German- pages 375, 376:

(HB; WJV)

Dear **Mr. Graetz**,

I have your letter of the 17<sup>th</sup> of this month to hand. Also a copy of a letter from **Mr. Moeller** of September 30<sup>th</sup> & your answer of October 16<sup>th</sup>. It might have been better when you hadn't turned down **Mr. Moeller** so rudely. I fear that the process will now go on & that you will be drawn into it. The negotiations seem to fail at the fact that both **Mr. Moeller** as well as **Mr. Fonblanque** have no resources & cannot pay the needed £450. Everything else would have been okay & even I declared

<sup>227</sup> Incandescent street lamps were introduced in Durham in 1902.



myself okay on paying the £450 if that would take this case out of the world. The rest must be paid by **Williams & the Welsbach Company**.

The whole case has gone wrong so much for the shareholders of the **Era Company** that it would be better for all parties to turn down this case even if it costs a small offer.



1900. German Reinhold advertisement with Era burner.

aware of this & therefore it would have been better when you had made a small offer to take this matter out of this world. I would rather not have seen that my good name hadn't come into the newspaper & therefore I didn't refuse to make a small offer.

Think again about this case & let me know more. I didn't know about **Moeller's letter to you** until the copy came through you. Your **S. Falk**.

1902, 23 October: -Bk 3 –EL- pp 445:

(BF)

**Secretary Welsbach Co.**, York Street.

Dear Sir, Enclosed please find correct statement of **Royalty account** to end of September last & Cheque covering Balance of same amounting to £126/12/11 which please acknowledge. All letters referring to Royalty account please in future address, private, & oblige,  
Yours truly **S. Falk**, Managing Director of 'FALK, STADELMANN & Co. Ltd.'

1902, 23 October: -Bk 3 –German- pp 446, 447, 448, 449:

(HB)

Dear **Mr. Feuer**,

Today, I telegraphed you, as you can conclude from the enclosed copy, that **our negotiations** with the **Welsbach Co.** did not result in a successful conclusion. At least I am determined to respond to the proposals with a 'no', even though the directors from the **Welsbach Co.** are very amicable & tried to avoid breakdown of our negotiations. Therefore, try to get your license as soon as possible, if necessary by offering £100.- deposit; the business with license will not last for more than one year. As far as the tubes & cartons are concerned, I hope to receive in few days the samples from you & you should already have started to build supply for all types of non-licensed mantles or even shipped so that we will have enough in stock on November 8<sup>th</sup>. There is still the possibility that the **Welsbach Co.** will agree & we will have to send out the mantles without license imprint as licensed without no rooster crowing at that (*without anybody complaining..HB*). Thus, I rely on you that on 8<sup>th</sup> of November we will not sit here without stock. One has to recognize immediately the four-sided



carton. Make these either with a different color carton or with a colored stripe printed across the carton. We cannot lose our head because of costs (*It cannot cost all that much..HB*). We wish to carry the following unlicensed mantles:

**No.6775** ordinary, only in **C**; **No. 6776 XX** in **C**; **Gem No. 1, 2, 3, 4, Iresna, Lucas, Kideon.**

The same types we have carried as licensed thus far with the exception that in the ordinary category we will only continue to sell **C** type.

Starting from today, send us from the **Kern**

mantles only the **XX quality** until we give you new instructions.

We can carry the **XXX quality** only as licensed. As far as payment for the license, there is no accounting to be done before 5 months & therefore we have enough time to discuss this more.

I urge you, everything that **relates to the Welsbach license**, including letters to you & copies of your letters to us, are **to be treated as strictly confidential** & you are not to inform your staff about it nor mentioned it to anybody else. As you know, in Berlin, anything is



quickly known all over town. In regard to the content of your letter from 20<sup>th</sup> of this month, I am glad to hear that you secured enough **Ramie** for the ordinary mantle. I should have said '**Krone**' instead of '**Buhlmann**'.<sup>228</sup> A **Mr. Verges** was visiting us & made the following offer for mantles: **14/- for best quality Ramie mantles; 13/- for cotton**, all franked to London including packaging. He was very sincere & insisted to have a sample order. What good is it when you argue about it? Or do you prefer that in future I don't inform you? Of course, I have to ask you to keep such information strictly confidential & for instance not to divulge it to '**Krone**'.

As far as **Monazite**<sup>229</sup> is concerned, so it appears that there is enough found in this world & so the trees of the **Thorium** (Th) people cannot grow into the sky.

I don't have the urge to participate on such speculation because my business demands more of my attention than I like. For you, it is a different matter! You have only one type of merchandise 'incandescent mantles' & for you, **Thorium is lifeblood**. Monazite is so important & it has such great applications that German finance people don't need an Englishman to help.

Today, the **Welsbach Co.** also mentioned to me that they also assume control over **Monazite** or something to that effect. Please let me know more about it.

I only hope that you don't concern yourself with too many big plans & that you will proceed a little more cautiously. I am concerned that you may lose your head one day. Greetings, **S. Falk**.

**1902, 24 October:** -Bk 3 -German- pp 451, 452, 453:

(HB)

**Messrs. Schott & Genossen**, Jena.

Enclosed I am sending you another letter from **Carl Quitmann** that we have not yet responded to & that you will please return to us with your specific comments about whether you have decided to **proceed** against him or not. With threats & correspondence you will not accomplish much. You need to come to a final decision whether you wish to defend your patent here or not. Please let me know your final decision. I don't want to give you any recommendation, but my perception is that your English patent is good & can & should be defended. A legal decision in Germany is without consequence here. However, I know rather well that an English patent process is expensive because expensive experts need to be engaged. A process, whether won or lost, will cost money & I will not push you in this matter. I only request you let us know your final decision & if you decide not to try a process, then we will continue to sell your products as long as it will be possible. Threats, etc. are to be avoided in this case.



If you decide to proceed with a lawsuit, then I will obtain immediately the necessary evidence material on our expenses either from **Quitmann** or from one of his bigger customers. He sells **Putzler's**<sup>230</sup> products openly & many of our wholesale customers carry now your & **Putzler's** products.

Of course, we begin to feel the competition & it would be in your & our interest if you could decide **to go after Quitmann** or one of his customers immediately with a process. I urge you seriously to consider this step & to let me know as soon as possible your decision.

**1900. Putzler's gas lamp chimney 'Indifferent'.** The indirect import of our products to England becomes more serious with every day & it is almost impossible to hold our wholesale customers to the price agreements. The same people get underbid by competition from all directions & we can no longer observe how we & our customers lose orders. In other words, we intend to lower our prices by January 1<sup>st</sup> so much that our competition as well as **Quitmann** does not have the field alone for themselves. It may be best if I would come during the next month **to Jena** & negotiate with you

<sup>228</sup> This refers to letter: **1902, 18 October:** -Bk 3 -German- pages 439, 440, 441, 442

<sup>229</sup> This is a rare phosphate mineral that serves as source for rare earths. Having a chemical composition of (Ce, La, Nd, Th) (PO<sub>4</sub>, SiO<sub>4</sub>).

<sup>230</sup> 'Putzler Brothers' from Penzig (nowadays in Poland). Manufacturers of incandescent gas lamp chimneys. Established in 1863

directly but I would prefer to first learn your opinion about it. Something has to be done in this matter if we want to succeed in this field & I feel it cannot wait any longer. Also, I count on co-operation on your part & to evaluate whether this should be the way we confront the competition; nothing is cheaper than a process. Looking forward to your kind decision, I sign sincerely **S. Falk**.

**1902, 24 October:** -Bk 3 –German- pp 454, 455:

(HB)

Dear **Mr. Feuer**,

As follow-up to my letter from yesterday, I wish to inform you that, despite all, we have decided to continue for several additional months to do business under the **Welsbach** license.

It has been promised that with the beginning of the next year, a change will be made & we will not to have to pay royalties as others.

I urge you not to talk about this & not to tell anything to your employees. In light of this development, a license for you will become obsolete & you should let Welsbach simply know that, since the negotiation regarding a license began, two of your main customers have received a license & a license for you became obsolete. For the time being, you save the contract. The special tubes, etc. are also not needed anymore & this information I have telegraphed today to you.



Also, I have telegraphed you today regarding an express shipment of **No.4 XX** & **Iverna XX**.

Why do you neglect so much this **No. 4 XX** so that we have to write you six times & send telegrams? Precisely this type is needed by gas companies for street lighting & our reputation will not improve if we are out of stock for weeks.

Thus, for the time being, the problem is solved with the license. I will tell you later in person the precise reasons behind this all next month when I will be in Berlin. Greetings, **S. Falk**.

**1902, 24 October:** -Bk 3 –German- pp 456, 457:

(BF)

Dear **Mr. Feuer**,

...?.. Recording that **Welsbach** will be terminating **FS&Co's licence** by 8/11 when a new royalty licence will be required.

**1902, 24 October:** -Bk 3 –German- pp 458, 459:

(HB)

**Messrs. Vereinigte Metallwaaren-Fabriken**, formerly **Haller & Co.**, Berlin,

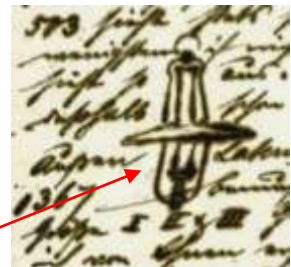
Your letter from the 22<sup>nd</sup> of this month, with the revised price list included, arrived here.

We will look into the issue next week. In your new price list you indicated a net price with 40% & 5%; that is incomprehensible to us. You probably mean net prices with 5% rebate, don't you? The small **Lyre No. 500/I** for 13.50 net is considered by us too expensive despite your accurate calculation. The **Lyre** is indeed quite attractive & should sell well, but doesn't present much for the price because they consist only of an iron tube with an enamel reflector. With cargo & packaging, we cannot sell this **Lyre** below 20/- per piece, which will hardly be possible. They must at least have an enamel chimney, as glass chimneys don't reflect much. I would like to ask you to reconsider the prices. With the larger pieces, it appears that the prices are more appropriate & these lamps do also represent more. The burners are better from cast metal & for the time being, we don't want to import burners with lower section made from stamped metal.



How do your prices compare to those of **Lucas**?<sup>231</sup> Could you get me the net price list from **Lucas**? Why did you not have pictured **model 501**? This model is similar & cheaper than **503**. From **No.501** you seem to carry two sizes: **II** & **III**.

Model **503** always appear crooked. Your sample is not possible to straighten & appears like this:



Perhaps **model 501** should be preferred. From the outdoor lanterns, we have only the **model 1367** with decoration. This number is in sizes **I, II, III** will suffice for us, but I would like to know what is the purpose of **models 1368 & 1369**. Are these for a specific use?

<sup>231</sup> Paul Lucas. Inventor from Berlin. 'Lucas-Lampe', an incandescent gas lamp sold by 'Aktiengesellschaft formerly C. H. Stobwasser & Co., Reichenbergerstrasse 156, Berlin, in 1902.



I would appreciate if you answer all questions as soon as possible. Do you understand your delivered prices (freight from Hamburg) include packaging? Sincerely **S. Falk**.

**1902, 27 October:** -Bk 2- German- pp 377:

(HB; WJV)

**Messrs. Ehrich & Graetz**, Elsenstrasse 92/93, Treptow, Berlin.

In regard to your writings of the 24<sup>th</sup> of this month with a copy of the letter from **Moeller** of the 18<sup>th</sup> I have noted that you are willing to hand over yours & director **Krüger's** shares.

Sadly this will not help enough, as you can see from my last letter, in which the case has again failed because the man in question is not able to give cash money.

In regards to the case of **Reinhold** you have to know very well, that he is the same one that announced the **Era lamps** in all **German trade magazines** & he must have had those lamps from you. I have warned you at that time, as you sold the patent after that, that it was against your obligations to sell the lamps to anyone else. This is not about an improvement, as **Mr. Reinhold** of the **Era Company** showed, but he already got his lamps from you for a longer period in time & sold them in Germany. Would it not be better to consider my proposition again & make it a small offer in money & enable by that the almost agreement to succeed.

I have nothing to add to what I already wrote to you and greet you, Sincerely, **S. Falk**. PS. ...?.. ..?..



**1902, 03 November:** -Bk 2 –German- pp 378, 379:

(HB)

Dear **Mr. Graetz**,



Your telegram to hand re. **Era Company**. I cannot foresee how things will go now.

**Fonblanque & Moeller** have almost no money & it is neither in your nor my interest to get involved in a lengthy process. It is easier for you than for me, of course, since you are domiciled in Germany, but on the other hand I assume that after I helped you to such a sum of money, that you support me & I support you. I went to my lawyer today & am

still a little hopeful that a settlement might still come about.

I received enclosed transfers today for the transfer of your & **Director Krüger's** shares. You have offered to return them & have Mr. Krüger do the same. It is not much, though, because the shares didn't cost either of you anything & aren't worth a Pfennig today. I therefore hope that you will do your best to arrange for Director Krüger to make the sacrifice that you both take & is hopefully not a big deal for you. The two transfers must be signed as prescribed in pencil.

The signatures of someone (housemaid or clerk) where A, B is believed to be prescribed, namely signature A, B, Elsenstrasse 92, occupation 'clerk' or 'bookkeeper'.

No notary is necessary & the date should be open for the time being. If there is no comparison, then you have the shares. Both share certificates should also send to me at the same time. Your own transfer must be signed by **Mr. Adolf**. Sincerely, **S. Falk**.

**1903, 03 February:** -Bk 3 –EL- pp 461, 462:

'A S.F. 2'

(BF)

**Messrs. Steadman, Van Praagh & Gaylor**, 23 Old Broad Street; E.C.

Gentlemen, We beg to acknowledge receipt of your favour (*sic*) of yesterday and cannot but express our surprise that you should **threaten us** with proceedings for **infringement** of Patent Rights before



you have any proof that we are infringing at all. You may rest assured that if we should decide to place an **inverted gas lamp**<sup>232</sup> on the market, that we shall do so with the full sense of our responsibility & that if your clients should think it fit to proceed against us we shall be pleased to give them the name & address of our Solicitor. Meantime however, we take the liberty of



advising your clients not to issue any more threats, as otherwise we should be compelled to protect ourselves.

We remain, Gentlemen, Yours truly **S. Falk**, Managing Director of **Falk, Stadelmann & Co Ltd**.

<sup>232</sup> Invented and patented by Dr. O. Mannesmann in Germany in 1900 (DE1900-No.126135). The inverted mantle gas lamp was described as by E&G as 'the gaslight of the future'. The patent was bought by Ehrich & Graetz (E&G). Their lamp was sold under the name 'Graetzin-Licht' (Graetzin-Light). E&G patented that in GB too (GB1903-No.1234). The good relations between FS&Co. and E&G plays a role here and is also well seen in this letter



1903, 13 February: -Bk 2 -EL- pp 389:

(BF)

Dear Gery,

Re Era. I herewith as requested hand you cheque £530.- in favour of **Faithful & Owen** & payable Monday 16<sup>th</sup> inst. Yours truly, **S. Falk.** (Note: Buys shares in the **Era Lamp Co.** £530).

1903, 12 March: -Bk 3 -German- pp 465, 466:

(BF)

Dear **Mr. Müller**, (of *Schwintzer & Graff*.. AK)

The samples of the incandescent mantle burners have arrived here this evening. I could only glimpse at these & try them out tomorrow for lighting.

Burner No.3 with shield. The design of the shield (that means the holes) appears to be preliminary.

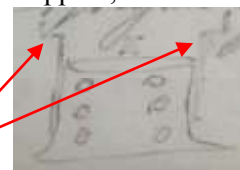
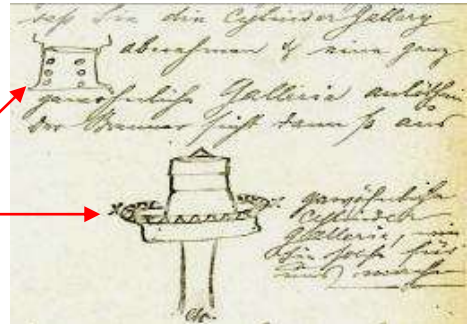
Unfortunately the shield is either too low or the head is too long. When the mantle is mounted, its top almost comes out of the shade instead of being in the middle of the shade. The **Welsbach Kern burner** has the same fault, however not so extreme as on

your burner. Please, would you make a new head No.3 about 2 cm lower, for testing to produce light. Moreover, please modify a No.3 without vibrator so that the chimney gallery is removed & a very simple gallery is soldered on (see sketch).

Then, the burner will appear as follows (see sketch) with ordinary chimney gallery, like you make for us. If done so, the shade will sit higher & perhaps then the shield may become obsolete because such a burner through draught ...?

Please make me these 2 samples quickly by hand because only the heads are necessary (lower parts I do have already) & as I know these samples are simple to make. The other burners appear, as far as I can judge, alright, however, every piece arrived here in bent condition, because the chimney gallery is too weak.

The upper edge has to be folded over toward the inside (or towards the outside) as enforcement. Hopefully can you send us also a sample of the following chimney gallery (see sketch). Please, could you also inform us whether you have obtained anything as design protection, and if not, I will have it done. With best regards, **S. Falk.**



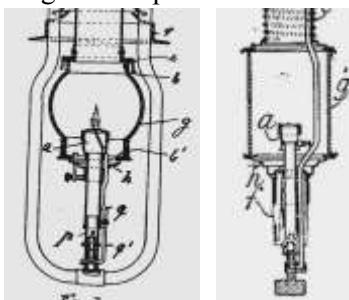
1903, 13 March: -Bk 3 -German- pp 467, 468:

(HB)

Dear **Mr. Winkler**,

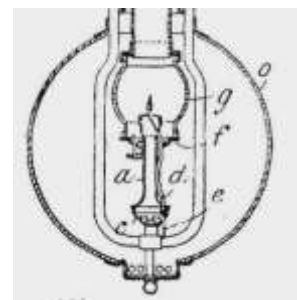
**Moffats Ltd.**, the owner of the English **Lucas patent No.14553/1900 & No.23222/1900**<sup>233</sup> have initiated today a process against us. In order to correctly instruct our lawyer, I would like to ask you to inform us about all the points that according to you will assist in defense:

-Are the **Lucas lamps** manufactured according the patent specification or do these differ from those in significant points?



-Are the **Lucas patents** representing something new & patentable, or are these no inventions & for what reasons?

-Are your lamps indeed in conflict with the **Lucas patents** or do these differ in important parts & in what do they differ? Our defense consists in demonstrating that the **Lucas lamps** are nothing new & do not represent patentable inventions & that



[Lucas patent No. 14553/1900](#). our lamps do not violate their claims.

[Lucas patent No. 23222/1900](#)

Please give me your points of view, as well as copies of opinions of experts that you will consult. Do you know whether Lucas patents were issued in America? If so, I will get copies **from the American patent office**. To do so, I would need the numbers & the dates of the American patents. Perhaps you know about other patents that are **ahead of Lucas patents**. I calmly look at the outcome of the trial,

<sup>233</sup> GB No.14553 is on name of G.C. Dymons for S. Zielenziger from Germany. GB No.23222 is on name of W.P. Thompson for S. Zielenziger too. Firm S. Zielenziger, Unter der Linden 59<sup>A</sup>, Berlin; Manufacturer of incandescent gas mantle lamps. S. Zielenziger is also an investor and a banker

unfortunately, the process costs money & it would be fair & equal if your firm & we could split the costs. Sincerely, **S. Falk**.

**1903, 19 March:** -Bk 3 –German- pp 469, 470:

(BF)

Dear **Mr. Feuer**,

I telegraphed you regarding a copy concerning the Welsbach franchise. Have you not yet received a response? If it is not possible for you to arrange a for a license agreement as I have proposed, then we have to proceed to try to obtain licensed mantles. We have 3 big customers who firmly insist on obtaining licensed mantles. All your arguments & assurances don't help. Please let this **Mr. Braunstein** come to you. This man has a license & is more than happy when he can make some profit. He will be satisfied with 1/- per gross, because he will pay nothing to Welsbach Company. It all depends how you will arrange it. Firstly, it depends on whether Braunstein's ? *license*..? is still valid, meaning whether the Welsbach ? *Company*..? has cancelled or not. Secondly, the appropriate mantles will ? *have*..? to be directly invoiced to us & ? *be labeled*..? as licensed. We will then instruct Nuremberg to transfer the appropriate funds to **Braunstein**. That means Nuremberg would send you money directly – instead 12.50 per 100 invoices by **Braunstein** to us (*it would be..HB*) 19/6 per Gross & you pay him a provision of 1/- per Gross. Of course, we prefer the direct dealing. If, however, you do not obtain the license, then it would not concern us how **Braunstein** handles **Welsbach Company** as long as he has a license. The arrangement should not be delayed because the appropriate customers don't want to wait any longer. These customers have no difficulties in obtaining licensed mantles from people who don't pay a penny royalty. Please do immediately the necessary steps & telegraphed me all is arranged. Greetings, **S. Falk**.

PS. **Braunstein's** address is Ritterstrasse 90 c/o **Reich & Co.** or Wasserthorstrasse 9 c/o **Spinn & Sohn**.

**1903, 19 March:** -Bk 3 –German- pp 471, 472:

(BF)

Dear **Mr. Feuer**,

Just before posting my letter your telegram arrived. The **Hill Company**<sup>234</sup> is your competition & will hardly provide good information. In any case the **Welsbach Co.** will find out that the **National Co. & Feuer** are one and the same & that we are behind it. Don't lose any time & let **Braunstein** come. I will find out in the meantime whether his license is still valid; if not I will send you a telegraph on Saturday. **S. Falk**.



**1903, 30 March:** -Bk 4 –EL- pp 143:

(BF)

**Messrs. T. Crossling & Co.;** Dear **Mr. Crossling**,

Thanks for yours **re. Mantles**. Are you still exclusively bound to the **Welsbach Co.**? We should very much like you **to stock the Veritas mantles** as we are going to advertise them & would like to have a Wholesale House for them in your District. We would give you exceptional prices leaving you a good margin. We could also give you a brand of your own at the right price. Hoping to hear from you, I remain Yours faithfully, **Victor Falk**.



**1903, 03 April:** -Bk 2 –EL- pp 394:

(BF)

Dear **Gery**,

I herewith enclose a letter received last night from **Mr. de Fonblanque**, by which it appears that the contract with **Era Company** can be carried out.<sup>235</sup>

I leave the matter now to you to deal with & hope it will now go through without further hitch. Yours faithfully, **S. Falk**.

<sup>234</sup> Anno 1900. Martin Gulzow & Co, Seydelstrasse 26, Berlin. Manufacturer of Henry Hill mantles. In 1904 name and address is: Akt. Ges. Henry Hill & Co., Alexandrinenstrasse 8. Berlin

<sup>235</sup> The 'Era Incandescent Oil Lamp Co. Ltd.' became the: 'New Incandescent Oil Light Co. Ltd.' in 1902. This disappeared from the registers in 1904. According the London Gazette of July 17<sup>th</sup>, 1903: on 13<sup>th</sup> of July 1903 the 'Era Incandescent Oil Lamp Company, Ltd.' disbanded

1903, 03 April: -Bk 3 -EL- pp 474:

(BF)

**Messrs. Yarve & Loader.**

Gentlemen, **Re. Moffats,**

Will you please take the necessary steps to engage counsel & to arrange an interview, when I will produce one of **our lamps** & one of **Moffats**. Specifications I herewith enclose.

I think **Mr. Q.C. Bousfield** should be our man.

I also enclose two threatening letters by 2 of our most important customers, who, both have an indemnity from us. I think **Messrs. Moffats** should be stopped from issuing further letters of this kind until our action has been decided. If that can be done I propose as soon as possible to apply for an injunction. Yours truly, **S. Falk.**

PS. I enclose the following patent specifications:

No.1. **Lucas** No.14553/1900; 14<sup>th</sup> August (for a pictures see: 1903, 13 March: -Bk 3 -German- pp 467)

No.2. **Lucas** No.23222/1900; 19<sup>th</sup> December (for a picture see: „ „ „ „ „ ).

These are the 2 patents which they allege we are infringing!

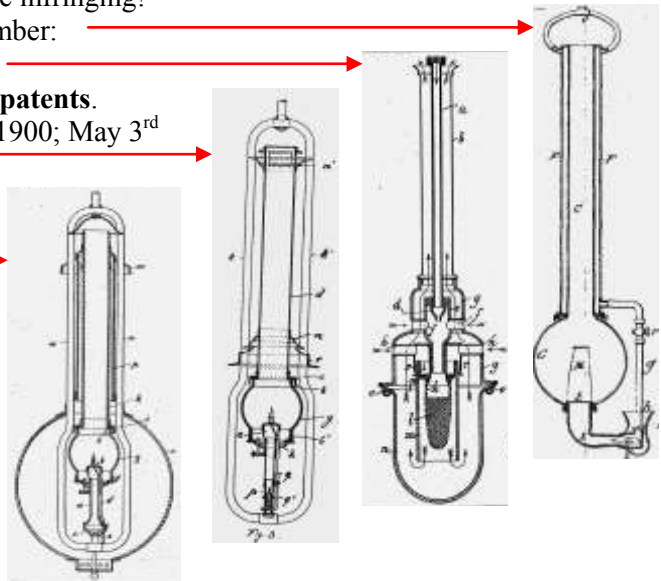
No.3. **Denayrouze** No.28491/1896; 12<sup>th</sup> September:

No.4. **Beese** No.23619/1899; 27<sup>th</sup> November:

These are 2 patents mentioned in the 2 Lucas patents.

No.5. The **German Lucas pat.** <sup>236</sup> No.138210/1900; May 3<sup>rd</sup> 1900:

No.6. A copy of the amended German **Lucas patent**, a copy of which in English I will send later on.



1903, 13 May: -Bk 3 -EL- pp 481:

(BF)

**Mr. Bousfield**, 4 South Street Finsbury.

Dear Sir, Re Patent Fricke

I hereby beg to enclose letter received this day from **Mr. Fricke**. Please transfer the Patent to **Messrs. Jean Stadelmann & Co**, Nuremberg & oblige, Yours truly **S. Falk.**



1903, 18 July: -Bk 3 -EL- pp 483, 484:

(BF)

**Messrs. Ellis & Openshaw**, Leeds. <sup>237</sup>

Gentlemen, Re Mantles.

In reply to your favour of yesterday we regret we can do no more than give our guarantee to hold you free from any loss or expense whatsoever & to fight at our expense any action which may be brought against you.

This surely should be good enough for you, as you must know, that we are not a firm of straw.

The **Welsbach Company** are not likely to give their consent to our supplying you with mantles, but on the other hand you may accept our word, that they will not interfere with you. Some of your largest competitors in **Leeds & Manchester** have accepted our indemnity & surely it should be good enough for you. In case of need we can supply you with licensed mantles but we consider it waste of money, as no further action will be brought against anybody. We enclose a small pamphlet for your perusal, which will show you clearly that we are sure of our ground. Please treat same in strict



<sup>236</sup> Paul Lucas is the inventor but the patent is on name of 'Allgemeine Beleuchtungs- und Heiz-Industrie AG', Berlin

<sup>237</sup> Ellis & Openshaw. Merchants and brass company. Later plumbers. Address: Lee Lane West, Horsforth, Leeds. The company went bankrupt in 1973

confidence. Now we will meet you further & reduce price to 24/- a gross, although there is a powerful ?ring for Thorium, the price of which has doubled the last 6 months & price of good mantles will go up as soon as the season begins. In conclusion I beg to say that you may absolutely rely upon us & you may be sure that we ourselves would not take all this risk if we were not absolutely certain, that our Mantles are no infringement. Kindly think it over again & let me know, Yours truly **S. Falk**, Managing Director of FALK, STADELMANN & Co. Ltd.

**1903, 12 October:** -Bk 4 –EL- pp 149, 150:

(BF)

**Mr. 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". ..?..

*(A gentle way of referring to the dreaded Guinness disease!..BF).* **Victor Falk.**

**1903, 01 December:** -Bk 4 –EL- pp 157, 158:

(BF)

**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 tried your best. ..?.. **Victor Falk.**

**1904, 07 June:** -Bk 4 –EL- pp 172:

(BF)

**Tosse Incandescent Supply Agency.**

..?.. Confirms that FS&Co are still selling **Welsbach, Kern & Sunlight mantles & burners.** ..?.. **Victor Falk.**

**1904, 07 June:** -Bk 4 –EL- pp 174 (*sic*):

(BF)

..?.. Boileau dismissed. ..?.. **Victor Falk.**

**1904, 10 June:** -Bk 4 –EL- pp 173 (*sic*):

(BF)

**Francis Thomas Cotton Esq.,** Dublin.<sup>238</sup>

Dear Sir,

We have inspected your **Patent Lantern**<sup>239</sup> at **Mr. Jones's Office** & found that the Lighting device acted well in the few trials we could give it during the short time we were there.



We are prepared to undertake the sale of the lantern on a Royalty arrangement & to give it a prominent display in the new catalogue we are preparing at present.

At the same we think we ought to mention that we have so far not done an extensive trade in the type of lantern generally used for **Public Street Lighting** the bulk of this trade being mostly done direct by the firms who make up the frames & who obtain their supplies in burners, mantles & glasses from us.

Our lantern specialties are more in the direction of **indoor & outdoor shop & factory lighting**. Under the circumstances it is a question whether we would do full justice to an inclusive license & the granting of a license to other makers might therefore be considered.

**Mr. Max Falk** will be in Dublin next week & will have the pleasure of calling upon you when the matter can be further gone into. We are dear Sir, Yours faithfully, **Victor Falk.**

**1904, 24 July:** -Bk 4 –EL- pp 175:

(BF)

**Mr. E. J. Boileau,**

..?.. Reinstated "after the verbal assurances you have given **Mr. Max Falk.**" ..?.. **Victor Falk.**

<sup>238</sup> Address: 24<sup>a</sup>, D'Olier Street, Dublin; secretary to the: 'Alliance & Dublin Consumers Gas Company'.

<sup>239</sup> See GB1903-No.6048.



**1904, 24 September:** -Bk 4 –EL- pp 44: (*an incoming letter for Victor Falk..AK*) (BF)

To: **Messrs. Falk, Stadelmann & Co., Ltd.**

Dear Sirs,

I note your advertisement re. **Midget Logophones** in the ‘**Electrical Review**’. I would like your best trade discounts with catalogue of telephones, as well as other electrical goods, dry cells, etc.

**Messrs. W. Allison & Co.**, 60 Gracechurch Street, London, are my agents, to whom some time ago I sent an order for a sample gross of dry-cells, quoting your name and retail prices, to be sent with other goods, but as yet they are not to hand.

Goods will be coming from **Messrs. Allison & Co.** probably each month, and if you would forward them a sample dozen pairs **Logophone** with best discount on 12/- pair as quoted, for enclosure to me, it may lead to further business. Payment will be made through **Messrs. Allison & Co.** or direct to you. Yours faithfully, **Alf Geo Jackson**.



**1904, 03 November:** -Bk 3 –German- pp 489, 490:

(BF)

**Mr. Richard Feuer,**

..?.. ..?.. Mantles & Patents (*partially illegible*). **S. Falk.**

**1904, 22 November:** -Bk 2 –EL- pp 402:

(BF)

**Mr. Blanck,** ..?.. ..?.. **Victor Falk.**

**1904, 24 November:** -Bk 2 –EL- pp 403:

(BF)

**Ferd. Hochfeld,** Bruxelles, . . ?.. ..?.. **Victor Falk.**

**1904, 06 December:** -Bk 2 –EL- pp 404:

(BF)

**Directors Bankanstadt,** Stuttgart,

..?.. 100 Mark for **Adolf Falk**. ..?.. **Victor Falk.**



**1904, 06 December:** -Bk 2 –EL- pp 405:

(BF)

**Schultheiss Alberht,** Hochberg,

..?.. ..?.. 100 Mark. ..?.. (*This is the first of the Falk Brothers 'Christmas monies'*).



**1904, 19 December:** -Bk 2 –EL- pp 406:

(BF)

**Schultheiss Alberht,** Hochberg,

..?.. ..?.. 50 Mark each from **Max** and **Victor**. ..?.. (*plus another 50 Mark unattributed*).



**1905, 17 March:** -Bk 4 –EL- pp 198:

(BF)

**E.R. Goodrich Esq.**

Dear **Mr. Goodrich,**

Referring to our telephonic conversation of this morning I send you herewith a letter of **Mr. Grave** bearing on the subject. He will send you some details of the **shop at Leytonstone** & call on Monday morning as arranged. I may say that I have known **Mr. Grave** for many years as a buyer in **various Ironmongery Departments** of firms doing business with us & he has always appeared to me to be a capable business man. This would however be the first attempt on his own account.

His last engagement was with **Pontings**, High Street, Kensington.<sup>240</sup> He would of course furnish you with particulars of his career & you could enquire from his previous employers. According to his account he is fairly well connected privately but I have no personal knowledge of this.

I remain Yours very truly, **Victor Falk Associates.**

**1905, 22 May:** -Bk 2 –German- pp 410:

(BF)

**Directors Bankanstadt,** Stuttgart,

..?.. 500 Mark for **Frau Davis Israel**, Hochberg (*Salomon's sister Pauline*) ..?.. **S. Falk.**

<sup>240</sup> 'Pontings', a department store at 125 High Street, Kensington, London. Founded in 1863 and active until 1970.

**1906, 12 February:** -Bk 2 –German- page 415:  
(BF)

**Mr. Richard Feuer,**

..?.. Advises **Richard Feuer** that a **Mr. Robin,**<sup>241</sup> of the ‘**Block Light Company**’<sup>242</sup> (having dismissed his company director **Block**) is arriving from New York & wishes to see him & that, if he can’t reach an agreement, he will form his own company “there for his patents”. ..?.. **S. Falk.**

This is where the selected letters end.

---



---

**!New and extra!**

(AK)

I will continue on the next pages with two letters found in an ‘Ehrich & Graetz’ archive in Munich, Germany by Jörg Wekenmann in 2016.

These letters were sent by ‘Falk, Stadelmann & Co., Ltd.’ to Ehrich & Graetz, Berlin in 1907 and signed by **Salomon Falk** respectively by **Victor Falk**.

---



---

<sup>241</sup> J.I. Robin of 34 Cock Lane, London EC. Chemist. See GB patents No.14797 and 14793 of 1906 on mantle supports

<sup>242</sup> Block Light, Ltd., of 34 Cock Lane, London EC. Manufacturers. See GB patent No.11733 of 1906 on mantle supports

Translation: see below.

TELEGRAMS LAMPS LONDON  
TELEPHONE No 2340 HOLBORN, 6 LINES.  
ABC 47's 5<sup>th</sup> Edition, Liebers & A.I. Coden.

# FALK, STADELMANN & CO. LTD.

VERITAS LAMP WORKS.  
83, 85 & 87 FARRINGDON ROAD,  
**LONDON E.C.**  
4. Februar 1907.

IN THE PLAIN WHITE  
P.S.F.1.

**Privat.**

Herrn Ehrich & Graetz,  
Berlin.

Auf Ihr Wertes vom 30. v.M. an unseren Herrn S. Falk adressirt, erwidern wir Ihnen Höflichst, dass der Wortlaut desselben nicht genau das ausdrückt was in Berlin zwischen uns arrangirt wurde, obwohl wir annehmen, dass Sie dies nicht beabsichtigen.

Die zwischen uns arrangirte Umsatz-Bonifikation von 10% soll ein spezieller Vorzugsrabatt sein, den Sie in Gross-Britanien uns allein und niemand anders gewähren und zwar soll dieser Rabatt auf den niedrigsten Preis Bezug haben, den Sie irgend einem anderen Gross-Abnehmer hier gewähren. Im übrigen stimmen wir mit dem überein, dass diese extra 10% von uns in unseren Verkaufspreisen nicht berücksichtigt <sup>werden</sup> und dass solche nicht in Ihren Fakturen an uns erscheinen, sondern bei der monatlichen Regulierung gekürzt werden.

Wir ersuchen Sie gefälligst um Ihr schriftliches Einverständnis mit Vorstehendem und zeichnen

hochachtungsvoll  
FALK, STADELMANN & CO., LTD.  
*[Signature]*  
Direktor.

**LIGHTING,**  
**HEATING,**  
**&**  
**COOKING,**  
**BY**  
**PETROLEUM,**  
**GAS,**  
**&**  
**ELECTRICITY.**

1907, 04<sup>th</sup> of February.

-In reply please quote A S.F. 1 department-

(AK)

Private.

**Messrs. Ehrich & Graetz,**

Berlin.

In response to your letter of the 30<sup>th</sup> of last month to our **Mr. S. Falk**, we reply to you most politely that the wording of the letter does not express exactly what was arranged between us in Berlin, although we assume that you do not intend this. The sales bonus of 10% arranged between us is supposed to be a special preferential discount that you only granted to us in Great Britain & no one else & that this discount should be based on the lowest price that you get from any other wholesale customer here. We also agree that this extra 10% will be taken into account by us in our sales prices and that such will not appear in your invoices to us, but will be included in the monthly adjustment. We kindly ask for your written consent with the above and sign,

Yours sincerely,  
'Falk, Stadelmann & Co. Ltd.'.  
**S. Falk**  
Director.

Next letter of 19<sup>th</sup> of February: see next page.



TELEGRAMS 'LAMPS, LONDON'

TELEPHONE N° 2340 HOLBORN, 6 LINES.

ABC 4<sup>th</sup> & 5<sup>th</sup> Editions.  
Lieber & A.I. Codes.**FALK, STADELMANN & CO. LTD.****VERITAS LAMP WORKS.**

83, 85 &amp; 87, FARRINGTON ROAD,

**LONDON, E.C.**

19. Februar

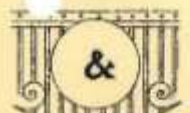
1907.



Herren Warich &amp; Graetz,

Graetzin Artikel betr.

In Erwiderung Ihrer werten Schreiben vom 14. ds. an Herrn S. Falk, sowie auch an uns gerichtet, unterliegt es keinem Zweifel, dass der Vorzugerrabatt von 10%, welcher uns für dieses Jahr eingeräumt wurde, speziell als eine Entschädigung für unsere Versichteistung auf den Alleinverkauf dieser Artikel arrangiert worden ist. Sie scheinen zu übersehen, dass es nicht absolut in Ihrer Hand lag den Alleinverkauf ohne unsere Zustimmung aufzuheben und ist es Ihnen ebenso gut wie uns bekannt, dass Sie uns irgend eine annnehmbare Entschädigung bieten müssten. Dieser Vorzugerrabatt ist bedingungslos für 12 Monate arrangiert worden, dagegen behielten Sie sich vor denselben im nächsten Jahre wieder zu revidieren, d.h. event. zu reduzieren, wo-

**HEATING,****COOKING,****PETROLEUM,****GAS,****ELECTRICITY.**

## FALK, STADELMANN &amp; CO., Ld.-CONTINUED.

--2--

raus hervorgeht, dass es dann darauf ankommen wird ob wir Ihnen genügend offerieren können um den jetzigen Rabatt von 10% unverringert zu behalten oder nicht. Bei unserem Dortsein haben wir Ihnen ausdrücklich gesagt, dass wir uns ~~vollständige freie Hand~~ vorbehalten und war Herr Graetzin damit ganz einverstanden.

Die grossen Abschlüsse, von welchen Sie jetzt sprechen haben wir Ihnen für den Alleinverkauf angeboten; solche definitive Abschlüsse ~~mit diesen Quantitäten~~ haben wir Ihnen aber nie für das nach dem gemachte Arrangement versprochen. Was wir Ihnen sagten war, dass wir nach wie vor grössere Quantitäten gebrauchen werden und was wir hiemit wiederholen. Wir haben keinen Zweifel, dass es sich am Ende des Jahres herausstellen wird, dass wir wieder die grössten Abnehmer in England für Graetzin Artikeln gewesen sind und halten wir daher die akademische Discussion, ob der Vorzugsrabatt eine Umsatzprämie oder eine Entschädigungsprämie ist für überflüssig.

Sie scheinen der Ansicht zu sein, dass wir uns diesen Artikeln <sup>über</sup> gegenpassiv verhalten, das Gegenteil ist jedoch der Fall, denn wir poussieren den Artikel so stark als möglich. Heute ist es uns z.B. gelungen die erste Order für Laternen, nämlich 2 Dtzd. 3 Flammige von der South Metropolitan Gas Co. zu bekommen, nachdem die Laternen monatelang ausprobiert wurden. Wie Ihnen bekannt ist, bezog diese Gesellschaft die Brenner schon während der ganzen Saison von uns, ändert jedoch die Mundstücke so ab, dass der englische



## FALK, STADELMANN &amp; CO., LD.-CONTINUED.

--3--

Glühstrumpf damit zu verwenden ist. Wir sind jetzt wieder in Korrespondenz mit dieser Gesellschaft über diese Frage und glauben Sie jetzt dazu bewegen zu können die Brenner unverändert zu benützen.

Ferner sind wir ~~wieder~~ in Verbindung mit der Gas Light & Co. Company und haben jetzt wieder Erlaubnis bekommen die Brenner und Laternen aufs neue zu bemustern. Die Versuche, welche diese Gesellschaft im vorigen Jahre mit den Artikeln machten, waren angeblich keine befriedigende. Die Behauptung des Herrn Braunstein in Berlin, dass diese Gesellschaft diese Artikel <sup>von</sup> / jemand anders hier kaufte ist unrichtig. Ausser diesen 2 Gasgesellschaften haben diverse andere Provinzial Gas-Gesellschaften diesen Artikel inzwischen auf unsere Veranlassung aufgenommen. Wir haben diese Punkte nur angeführt um zu zeigen, dass wir uns für diese Artikel interessieren und sind wir auch bereit grössere Orders auf die Brenner und Laternen zu geben, so bald wir wissen wie die diesjährigen Preise sein werden und wie und an wen Sie durch Ihren Vertreter direkte Offerten machen werden. Momentan kennen wir weder die diesjährigen Preise, noch wissen wir wie Herr Braunstein die Grenze zwischen Grossisten und Detaillieure ziehen wird. Ist Herr Braunstein wieder in London? Ist die Maxado Company d.h. ist das Detailgeschäft wie arrangirt aufgegeben worden?

Wie in einem früheren Briefe erwähnt, wird es öfters nötig sein sich mit uns bei gewissen Anfragen zu verständigen, ob es sich um einen richtigen Grossisten bei solchen Anfragen handelt.

FALK, STADELMANN &amp; CO., LD.-CONTINUED.

--4--

Wer momentan den Verkauf hier nicht nur erschwert, sondern auch be-  
nahe unmöglich macht sind Sie und nicht wir. Seit Monaten bekommen  
wir ungenügende Lieferungen von Ihnen und haben während der meisten  
Zeit überhaupt kein Lager von diesen Artikeln. So bald eine kleine  
Sendung hereinkommt geht die Ware denselben Tag wieder hinaus, von  
Lager kann also keine Rede sein. Sie haben von uns Aufträge monate-  
lang ohne dieselben auszuführen und können wir nur annehmen, dass  
Sie Ihre continentalen oder neue englische Kunden mit Lieferungen  
bevorzugen. Die oben erwähnte Order der South Metropolitan Gas Co.  
können wir auch nicht ausführen, weil wir die Laternen nicht auf La-  
ger haben und wir überhaupt nicht die geringste Ahnung haben wenn  
und wie Sie beabsichtigen die Lieferungen zu machen. Eine sachliche  
Erklärung warum Sie so langsam liefern haben wir bis jetzt nicht be-  
kommen. Herr Thurnauer hat bei seinem Dortsein von 3 Ihrer Herren  
drei verschiedene sogenannte Erklärungen hierüber bekommen. Eine  
derselben bezog sich sogar auf den Schneefall als momentane Ursache  
der Verzögerung und geht hieraus deutlich hervor, dass unseren Or-  
ders nicht genügende Aufmerksamkeit von Ihnen gewidmet wird. Die-  
selben werden zur Zeit von Ihrem Personal als nicht besonders wich-  
tig betrachtet und gehandhabt.

Was unsere Bestellung von 5000 Brenner bei der Firma Fri-  
ster anbetrifft, so haben wir hierzu zu bemerken, dass wir für diese  
Quantität den Alleinverkauf für Gross Britanien bekommen haben und



FALK, STADELMANN & CO., LD. CONTINUED.

*2. Brief an Frister für gütliche  
Lösung -  
--5-- mit der Handlungsg. Stempel  
Sie nur auf den Brief*

es geht hieraus hervor, dass diese Firma nicht so anspruchsvoll ist wie Sie und schon damit zufrieden ist, wenn wir ihren Artikel aufnehmen. Diese Brenner sind jedoch viel teurer als die Ihrigen und können nicht als Konkurrenzartikel betrachtet werden. Würden wir einen ähnlichen billigeren Brenner noch mitführen (wozu wir auch berechtigt sind) so könnten Sie eher behaupten, dass dies direkte Konkurrenz gegen Ihren Brenner sein würde.

Was die Patentfrage anbelangt, so haben wir schon vor Erhalt Ihres Briefes auf das englische Patent Liais hingewiesen und diese Frage der Firma Frister vorgelegt, worüber aber bis jetzt noch keine Entscheidung getroffen worden ist.

Betreffe Patentrechte Carl Reiss, notieren wir die Ausführungen, welche in Ihrem Brief vom 14.ds. enthalten sind und worin Sie uns mitteilen, dass Sie die Verantwortung für event. hiesige Prozesse selbst übernehmen werden, wenn Sie sich mit Herrn Reiss darüber nicht verständigen können.

Wir sehen Ihren diesbezüglichen, ferneren Mitteilungen entgegen.

Bijou Brenner betr. Wir erwarten baldmöglichst die Zusendung eines Musterbrenners, sowie auch entsprechende Muster von Gläsern und Glühkörpern.

Hochachtungsvoll

FALK, STADELMANN & CO., LTD.

*Victor Falk*

NB. Wir haben heute wieder ca 250 Laternen via Nürnberg bestellt.

Wann können Sie dieselben liefern?

1907, 19<sup>th</sup> of February. -In reply please quote B. V.F. 1 department -

(AK)

**Messrs. Ehrich & Graetz,**

Berlin.

Re. Graetzin Light.

In response to your letter of 14<sup>th</sup> this month to **Mr. S. Falk**, as well as to us, there is no doubt that the preferential discount of 10%, which was granted to us for this year, was specially arranged as a compensation for our waiver of the sole sale of these articles. You seem to overlook the fact that it was not entirely up to you to cancel the exclusive sale without our consent & you as well as we know that you had to offer us some decent compensation. This preferential discount has been arranged unconditionally for 12 months, but you reserved the right to revise it in the next year, i.e. possibly to reduce, ..



Graetzin lamp

...page 2...

..which shows that it will then depend on whether we can offer you to keep the current 10% undiminished or not. When we were there, we expressly told you that we reserved a completely free hand & **Mr. Graetz** understood that. The big transactions that you are talking about now were offered to you from the monopoly; we have never promised you such definitive deals with ~~this quantities~~ before the arrangement made. What we told you was that we still use larger quantities & we are repeating that. We have no doubt that by the end of the year it will turn out that we have again been the largest buyers **in Great Britain** for **Graetzin articles** & we therefore consider the academic discussion as to whether the preferential discount, as sales premium or a compensation is superfluous. You seem to think that we are passive about these articles, but the opposite is true because we are pushing the article as much as possible. Today, for example, we succeeded in getting the first order for lanterns, namely 2 dozen 3 flame burners from the **South Metropolitan Gas Company** after months of testing the lantern. As you know, this company bought the burners from us for the whole season, changing the mouthpieces so that the English...



...page 3...

..mantles could be used by them. We are now in correspondence with this company on this matter & believe that we can persuade them to use the burners unchanged. Furthermore, we are ~~again~~ in connection with the **Gas Light & Co.** company & have now again received permission to re-sample the burners & lanterns.

The attempts that this company made with the articles last year were by no means satisfactory.

The assertion of **Mr. Braunstein** in Berlin that this company bought this item from someone else here is incorrect.

In addition to these 2 gas companies, various regional gas companies have now taken up these items at our instigation.

We have stated these points to show that we are interested in these articles & we are also ready to place larger orders on the burners & lanterns as soon as we know what this year's prices will be & how & to whom they will make direct offers through your representative.

At the moment we can neither see this year's prices, nor do we know how **Mr. Braunstein** will draw the line between wholesalers & retailers. Is **Mr. Braunstein** back in London? Is the **Maxado Company** trading i.e. has the retail business been given up? As mentioned in an earlier letter, it will often be necessary to get in touch with us for certain inquiries as to whether it is a real wholesaler for such inquiries.

...page 4...

It is you who is currently making the sale here almost impossible, not us. For months we have received insufficient deliveries from you & most of the time we have no stock of these items at all. As soon as a small shipment arrives, the goods go out the same day, so there is no question of storage.

You have had orders from us for months without completing them & we can only assume that you prefer your Continental or new English customers with deliveries.

We cannot carry out the above-mentioned order from the **South Metropolitan Gas Co.** either because we do not have the lanterns in stock & we have no idea when & how you intend to make the deliveries. So far we have not received a factual explanation of why you are delivering so slowly.

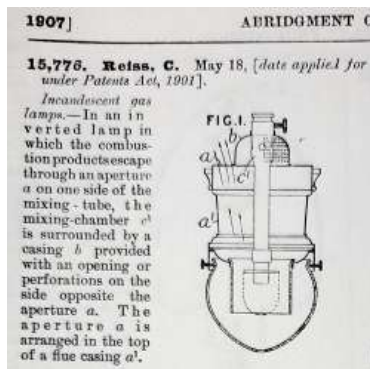
While he was there, **Mr. Thurnauer** received 3 different so-called statements about this from three of your gentlemen. One of them even referred to the snowfall as the current cause of delay & it is clear from this that our order is not being given enough attention by you.

Regarding our order of 5,000 burners from the **Frister Company**, we have to note that we have received the **exclusive sale for Great Britain** for this quantity and ..

...page 5...

..it follows from this that the company is not as demanding as you & is already satisfied with it when we pick up your item. However, these burners are much more expensive than yours & cannot be considered as competing burners. If we were to carry a similar cheaper burner with us (which we are also justified to do), you could say that this would be direct competition against your burner.

As far as the patent request is concerned, we submitted this question to **Frister** before we received your letter on the English patent (*liaise?..AK*) connection, but no decision has yet been made about this.



Regarding the patent rights of **Carl Reiss**,<sup>243</sup> we will note the statements made in your letter of the 14<sup>th</sup> of this month & in which you inform us that you will take responsibility for any legal proceedings yourself if you cannot come to an understanding with **Mr. Reiss**.

We look forward to your further communications in this regard.

Regarding **Bijou burners**. We expect a sample burner to be sent as soon as possible, as well as corresponding samples of chimneys and mantles.



1908. C. Reiss's, inverted gas lamp. Sincerely, **Victor Falk**.

Yours sincerely,  
'Falk, Stadelmann & Co. Ltd.'.

**Viktor Falk**

PS. Today we again ordered approximately 250 lanterns via Nuremberg. When can you deliver them?

!!The notes and/or comments on the margins are not legible to me...AK!!

<sup>243</sup> Carl Reiss, Warschauerstrasse 37/38, Berlin O17. Lamp manufacturer. He was one of the first who came on the market with an inverted gas mantle lamp having the body of the lamp made of ceramics.



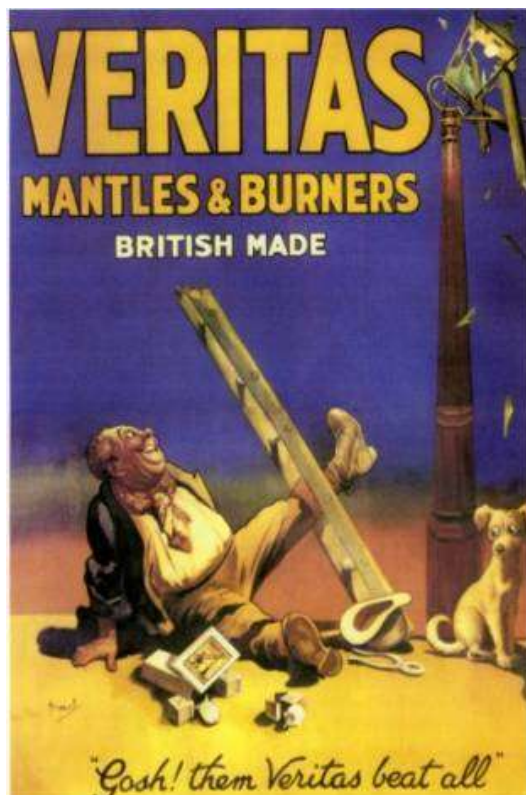


1908. Richard Feuer & Co. 'Pfeil mantles'.



1908 ca. Made by Richard Feuer & Co. 'Veritas mantles'.

Note the early type, i.e. vertical mounted mantles!



1910 ca. British Made 'Veritas Mantles & Burners'. Note the later type, i.e. inverted mantle!



All above 4 advertisements were developed by John Hassel.



**Strength—Brilliancy—Economy**

are qualities  
**INSEPARABLE**  
from the

**BRITISH-MADE**

**VERITAS**

**GAS MANTLES.**

**OF ALL DEALERS:**  
Upright from 3½d. each.  
Inverted from 4½d. each.

**CHEAPEST AND BEST.**

Wholesale only:  
VERITAS LIGHT CO., LONDON.



Courtesy Jeff Johnson.



## Index

**A**

A S.F. 1 department .....	104, 105, 114, 131
A S.F. 2 department .....	123
A S.F. 3 department .....	92, 95
A S.F. 4 department .....	102
Abel's test .....	44
acetylene .....	10
acetylene apparatus .....	61
acetylene bicycle lamp .....	63
Acetylene Illuminating Co. Ltd.....	67
Acetylene Purifying Co. Ltd.....	67, 74, 76, 83
Acetylene Purifying Syndicate .....	88
Acetylene table & bicycle lamp .....	65
Aktiengesellschaft formerly C. H. Stobwasser & Co ..	122
Albion Lamp Company.....	5
Alf Geo Jackson .....	128
Allison & Co, W. ....	128
Alport Works .....	86
Altman, John.....	91, 118
Alwine Pappenheimer .....	19, 60
American Light Co.....	92
American Welsbach Company.....	57
Apparatus for testing Gas Pipes.....	95
Arendt & Co .....	92
Arendt, Max.....	35, 68, 73, 103, 117
Argand gas burner .....	8
Argand, Amie.....	5, 6
Arik, Mr.....	102
Arrow trade mark i.e. Marke Pfeil .....	113
Auer Company .....	9, 51, 53, 88, 104
Austral Asian Welsbach Company .....	119
Australian Incandescent Company .....	101
Australian Welsbach Company .....	90
Austrian chimneys .....	68
Autosit .....	89

**B**

B V.F. 1 department.....	137
Baines, Hr.....	23
Barrows, Col.....	24
Bauman, Heinz.....	13
Baumann, Heinz (HB).....	2, 32, 53, 63
Baxendale & Co .....	100, 101
Beatrice .....	18
Beck, K. ....	116
Beddoes, Captain. Army & Navy Club, Pall Mall. ....	58
Beese & Co. ....	126
Belgium.....	5
Berliner Gas Glühlicht Gesellschaft, formerly Richard Feuer .....	75, 104, 105, 106, 107
Besold, Weduwe C.....	23
Billing gas burner, the.....	68
Billington Huddersfield .....	14
Bk 1 –EL- pp 005 .....	21
Bk 1 –EL- pp 012 .....	22
Bk 1 –EL- pp 020 .....	22
Bk 1 –EL- pp 025 .....	23
Bk 1 –EL- pp 029 .....	23

Bk 1 –EL- pp 042, 043 .....	23, 25
Bk 1 –EL- pp 056.....	25
Bk 1 –EL- pp 060, 061.....	25
Bk 1 –EL- pp 062, 063 .....	26
Bk 1 –EL- pp 080, 081 .....	27
Bk 1 –EL- pp 082, 083 .....	28
Bk 1 –EL- pp 112 .....	29
Bk 1 –EL- pp 125 .....	29
Bk 1 –EL- pp 132 .....	30
Bk 1 –EL- pp 158.....	30
Bk 1 –EL- pp 174, 175 .....	32
Bk 1 –EL- pp 176, 177 .....	32
Bk 1 –EL- pp 178.....	33
Bk 1 –EL- pp 180.....	33
Bk 1 –EL- pp 198, 199 .....	35
Bk 1 –EL- pp 210, 211 .....	36
Bk 1 –EL- pp 218.....	37
Bk 1 –EL- pp 237, 238 .....	37
Bk 1 –EL- pp 240.....	37
Bk 1 –EL- pp 273, 274 .....	38, 59
Bk 1 –EL- pp 278, 279 .....	38
Bk 1 –EL- pp 286.....	38
Bk 1 –EL- pp 296, 297 .....	39
Bk 1 –EL- pp 314, 315 .....	40
Bk 1 –EL- pp 316, 317 .....	40
Bk 1 –EL- pp 326, 327 .....	41
Bk 1 –EL- pp 328.....	41
Bk 1 –EL- pp 334, 335 .....	42
Bk 1 –EL- pp 352 .....	44
Bk 1 –EL- pp 356.....	45
Bk 1 –EL- pp 359.....	46
Bk 1 –EL- pp 361, 362 .....	46
Bk 1 –EL- pp 383, 384 .....	47
Bk 1 –EL- pp 389, 390 .....	47, 61
Bk 1 –EL- pp 417, 418 .....	48
Bk 1 –EL- pp 431,432 .....	49
Bk 1 –EL- pp 463, 463 .....	52
Bk 1 –EL- pp 470, 471, 471 .....	54
Bk 1 –EL- pp 481 .....	57
Bk 1 –EL- pp 490, 491 .....	57
Bk 1 –EL- pp 492, 493 .....	58
Bk 1 –German- pp 010.....	21
Bk 1 –German- pp 021.....	22
Bk 1 –German- pp 052, 053, 054 .....	24
Bk 1 –German- pp 066, 067, 068, 069 .....	26
Bk 1 –German- pp 084.....	28
Bk 1 –German- pp 106.....	28
Bk 1 –German- pp 129.....	30
Bk 1 –German- pp 139.....	30, 35
Bk 1 –German- pp 162,163,164.....	31
Bk 1 –German- pp 165, 166.....	31
Bk 1 –German- pp 168, 169.....	32
Bk 1 –German- pp 183, 184.....	33
Bk 1 –German- pp 185, 186.....	34
Bk 1 –German- pp 193, 194, 195.....	34
Bk 1 –German- pp 196, 197.....	34
Bk 1 –German- pp 203.....	35
Bk 1 –German- pp 204 and/or 205.....	35
Bk 1 –German- pp 206.....	3, 4, 36
Bk 1 –German- pp 215, 216.....	36
Bk 1 –German- pp 220, 221.....	37

Bk 1 –German- pp 285 .....	38	Bk 2 –EL- pp 305 .....	88
Bk 1 –German- pp 288, 289 .....	39	Bk 2 –EL- pp 312 .....	88
Bk 1 –German- pp 292, 293 .....	39	Bk 2 –EL- pp 313, 314 .....	89
Bk 1 –German- pp 300, 301 .....	39	Bk 2 –EL- pp 321, 322 .....	89
Bk 1 –German- pp 324, 325 .....	41	Bk 2 –EL- pp 354, 355 .....	100
Bk 1 –German- pp 329, 330 .....	42	Bk 2 –EL- pp 356 .....	101
Bk 1 –German- pp 331 .....	42	Bk 2 –EL- pp 363 .....	111
Bk 1 –German- pp 332 .....	42	Bk 2 –EL- pp 367 .....	116
Bk 1 –German- pp 336, 337 .....	43	Bk 2 –EL- pp 368 .....	116
Bk 1 –German- pp 345 .....	44	Bk 2 –EL- pp 389 .....	124
Bk 1 –German- pp 346, 347 .....	43	Bk 2 –EL- pp 394 .....	125
Bk 1 –German- pp 347 .....	43	Bk 2 –EL- pp 402 .....	128
Bk 1 –German- pp 348, 349 .....	43	Bk 2 –EL- pp 403 .....	128
Bk 1 –German- pp 350 .....	44	Bk 2 –EL- pp 404 .....	128
Bk 1 –German- pp 360 .....	46	Bk 2 –EL- pp 405 .....	128
Bk 1 –German- pp 365 .....	46	Bk 2 –EL- pp 406 .....	128
Bk 1 –German- pp 380 .....	46	Bk 2 –German- pp 009, 010 .....	59
Bk 1 –German- pp 381, 382 .....	47	Bk 2 –German- pp 018, 019 .....	60
Bk 1 –German- pp 393, 394 .....	48	Bk 2 –German- pp 029, 030 .....	61
Bk 1 –German- pp 415, 416 .....	48	Bk 2 –German- pp 030, 031 .....	61
Bk 1 –German- pp 421, 422 .....	49	Bk 2 –German- pp 036, 037 .....	61
Bk 1 –German- pp 435, 436 .....	50	Bk 2 –German- pp 039, 040 .....	62
Bk 1 –German- pp 437, 438 .....	50	Bk 2 –German- pp 051, 052, 053, 054 .....	62
Bk 1 –German- pp 441 .....	13	Bk 2 –German- pp 069 .....	63
Bk 1 –German- pp 441, 442 .....	50	Bk 2 –German- pp 073 .....	63
Bk 1 –German- pp 443 .....	51	Bk 2 –German- pp 082, 083 .....	64
Bk 1 –German- pp 449, 450 .....	51	Bk 2 –German- pp 089, 090 .....	64
Bk 1 –German- pp 453, 454 .....	51	Bk 2 –German- pp 091, 092 .....	65
Bk 1 –German- pp 461, 462 .....	52	Bk 2 –German- pp 095 .....	65
Bk 1 –German- pp 465, 466, 467, 468 .....	53	Bk 2 –German- pp 108 .....	65
Bk 1 –German- pp 469 .....	54	Bk 2 –German- pp 126 .....	66
Bk 1 –German- pp 474, 475 .....	54	Bk 2 –German- pp 142 .....	67
Bk 1 –German- pp 476, 477 .....	56	Bk 2 –German- pp 165, 166 .....	68
Bk 1 –German- pp 478, 479 .....	56	Bk 2 –German- pp 171, 172 .....	68
Bk 1 –German- pp 486 .....	57	Bk 2 –German- pp 195, 196 .....	73
Bk 1 –German- pp 488, 489 .....	57	Bk 2 –German- pp 197, 198 .....	74
Bk 2 –EL- pp 003 .....	58	Bk 2 –German- pp 214 .....	78
Bk 2 –EL- pp 011, 012 .....	59	Bk 2 –German- pp 215, 216 .....	78
Bk 2 –EL- pp 013 .....	59	Bk 2 –German- pp 227, 228 .....	78
Bk 2 –EL- pp 020, 021, 022 .....	60	Bk 2 –German- pp 229, 230 .....	79
Bk 2 –EL- pp 023, 024, 025 .....	61	Bk 2 –German- pp 240, 241 .....	81
Bk 2 –EL- pp 044, 045 .....	62	Bk 2 –German- pp 255, 256 .....	83
Bk 2 –EL- pp 049 .....	62	Bk 2 –German- pp 269 .....	85
Bk 2 –EL- pp 114 .....	66	Bk 2 –German- pp 274, 275 .....	85
Bk 2 –EL- pp 115 .....	66	Bk 2 –German- pp 295 .....	88
Bk 2 –EL- pp 118, 119 .....	66	Bk 2 –German- pp 298, 299 .....	88
Bk 2 –EL- pp 120 .....	66	Bk 2 –German- pp 327, 328, 329 .....	93
Bk 2 –EL- pp 121, 122, 123 .....	66	Bk 2 –German- pp 332, 333 .....	95
Bk 2 –EL- pp 125 .....	66	Bk 2 –German- pp 370, 371, 372, 373 .....	117
Bk 2 –EL- pp 127 .....	67	Bk 2 –German- pp 374 .....	114
Bk 2 –EL- pp 134 .....	67	Bk 2 –German- pp 377 .....	123
Bk 2 –EL- pp 139 .....	67	Bk 2 –German- pp 378, 379 .....	123
Bk 2 –EL- pp 151, 152 .....	67	Bk 2 –German- pp 410 .....	128
Bk 2 –EL- pp 157 .....	67	Bk 3 –EL- pp 001, 002 .....	69
Bk 2 –EL- pp 173 .....	68	Bk 3 –EL- pp 008 .....	71
Bk 2 –EL- pp 184 .....	68	Bk 3 –EL- pp 019, 020 .....	72
Bk 2 –EL- pp 185, 186 .....	69	Bk 3 –EL- pp 021, 022 .....	72
Bk 2 –EL- pp 190, 191 .....	69	Bk 3 –EL- pp 051 .....	75
Bk 2 –EL- pp 193, 194 .....	69	Bk 3 –EL- pp 063 .....	76
Bk 2 –EL- pp 211 .....	77	Bk 3 –EL- pp 066 .....	77
Bk 2 –EL- pp 280 .....	87	Bk 3 –EL- pp 069, 070 .....	76
Bk 2 –EL- pp 286, 287 .....	88	Bk 3 –EL- pp 116 .....	83
Bk 2 –EL- pp 292 .....	88	Bk 3 –EL- pp 118 .....	84

Bk 3 –EL- pp 119, 120 .....	84	Bk 3 –German- pp 111, 112.....	82
Bk 3 –EL- pp 124 .....	84	Bk 3 –German- pp 114, 115.....	83
Bk 3 –EL- pp 127, 128 .....	84	Bk 3 –German- pp 117.....	83
Bk 3 –EL- pp 134 .....	84	Bk 3 –German- pp 140.....	85
Bk 3 –EL- pp 149 .....	86	Bk 3 –German- pp 141, 142.....	85
Bk 3 –EL- pp 150 .....	86	Bk 3 –German- pp 144.....	86
Bk 3 –EL- pp 159, 160 .....	87	Bk 3 –German- pp 146.....	86
Bk 3 –EL- pp 190 .....	89	Bk 3 –German- pp 168, 169.....	87
Bk 3 –EL- pp 195 .....	90	Bk 3 –German- pp 180.....	89
Bk 3 –EL- pp 221, 222 .....	90	Bk 3 –German- pp 203, 204.....	90
Bk 3 –EL- pp 223 .....	91	Bk 3 –German- pp 208.....	90
Bk 3 –EL- pp 226, 227 .....	91	Bk 3 –German- pp 225.....	91
Bk 3 –EL- pp 232, 232 .....	92	Bk 3 –German- pp 230.....	92
Bk 3 –EL- pp 233, 234 .....	92	Bk 3 –German- pp 269.....	95
Bk 3 –EL- pp 242, 243, 244, 245.....	92	Bk 3 –German- pp 294, 295.....	96
Bk 3 –EL- pp 250 .....	93	Bk 3 –German- pp 299, 300.....	97
Bk 3 –EL- pp 260 .....	94	Bk 3 –German- pp 306, 307.....	97
Bk 3 –EL- pp 277 .....	95	Bk 3 –German- pp 317, 318.....	98
Bk 3 –EL- pp 288 .....	95	Bk 3 –German- pp 321, 322.....	99
Bk 3 –EL- pp 312 .....	98	Bk 3 –German- pp 324, 325.....	99
Bk 3 –EL- pp 320 .....	99	Bk 3 –German- pp 329.....	100
Bk 3 –EL- pp 333, 334 .....	101	Bk 3 –German- pp 341, 342.....	102
Bk 3 –EL- pp 340 .....	101	Bk 3 –German- pp 353.....	104
Bk 3 –EL- pp 343 .....	101	Bk 3 –German- pp 358.....	104
Bk 3 –EL- pp 346 .....	102	Bk 3 –German- pp 363, 364, 365.....	105
Bk 3 –EL- pp 348 .....	102	Bk 3 –German- pp 366, 367.....	104
Bk 3 –EL- pp 350, 351, 352.....	103	Bk 3 –German- pp 369.....	117
Bk 3 –EL- pp 377, 378 .....	106	Bk 3 –German- pp 369, 370.....	105
Bk 3 –EL- pp 385, 386 .....	108	Bk 3 –German- pp 371.....	106
Bk 3 –EL- pp 388 .....	109	Bk 3 –German- pp 375, 376.....	106
Bk 3 –EL- pp 411, 412 .....	114	Bk 3 –German- pp 379, 380.....	107
Bk 3 –EL- pp 415, 416 .....	115	Bk 3 –German- pp 381, 382.....	107
Bk 3 –EL- pp 419, 420 .....	116	Bk 3 –German- pp 383, 384.....	108
Bk 3 –EL- pp 428, 429 .....	117	Bk 3 –German- pp 389, 390.....	109
Bk 3 –EL- pp 436 .....	119	Bk 3 –German- pp 391, 392.....	109
Bk 3 –EL- pp 443, 444 .....	119	Bk 3 –German- pp 393, 394.....	110
Bk 3 –EL- pp 445 .....	120	Bk 3 –German- pp 396, 397.....	110
Bk 3 –EL- pp 461, 462 .....	123	Bk 3 –German- pp 400, 401.....	111
Bk 3 –EL- pp 465, 466 .....	124	Bk 3 –German- pp 402, 403.....	111
Bk 3 –EL- pp 467 .....	124	Bk 3 –German- pp 404, 405, 406.....	112
Bk 3 –EL- pp 474 .....	126	Bk 3 –German- pp 407, 408.....	113
Bk 3 –EL- pp 481 .....	126	Bk 3 –German- pp 409, 410.....	113
Bk 3 –EL- pp 483, 484 .....	126	Bk 3 –German- pp 413, 414.....	114
Bk 3 –German- pp 003, 004 .....	70	Bk 3 –German- pp 417, 418.....	115
Bk 3 –German- pp 005, 006 .....	70	Bk 3 –German- pp 423, 424.....	116
Bk 3 –German- pp 007 .....	70	Bk 3 –German- pp 425, 426.....	116
Bk 3 –German- pp 009, 010 .....	71	Bk 3 –German- pp 430, 431.....	117
Bk 3 –German- pp 013, 014 .....	71	Bk 3 –German- pp 432, 433.....	118
Bk 3 –German- pp 017, 018 .....	72	Bk 3 –German- pp 439, 440, 441, 442.....	121
Bk 3 –German- pp 023, 024, 025 .....	72	Bk 3 –German- pp 446, 447, 448, 449.....	120
Bk 3 –German- pp 026, 027 .....	73	Bk 3 –German- pp 451, 452, 453.....	121
Bk 3 –German- pp 035, 036 .....	74	Bk 3 –German- pp 454, 455.....	122
Bk 3 –German- pp 047 .....	74	Bk 3 –German- pp 456, 457.....	122
Bk 3 –German- pp 053, 054 .....	75	Bk 3 –German- pp 458, 459.....	122
Bk 3 –German- pp 055, 056 .....	75	Bk 3 –German- pp 469, 470.....	125
Bk 3 –German- pp 059 .....	75	Bk 3 –German- pp 471, 472.....	125
Bk 3 –German- pp 060 .....	76	Bk 3 –German- pp 489, 490.....	128
Bk 3 –German- pp 088, 089 .....	79	Bk 4 –EL- pp 001, 002, 003, 004, 005 .....	14
Bk 3 –German- pp 090, 091 .....	80	Bk 4 –EL- pp 006, 007 .....	15
Bk 3 –German- pp 099, 100 .....	80	Bk 4 –EL- pp 008, 009 .....	16
Bk 3 –German- pp 102, 103 .....	80	Bk 4 –EL- pp 010, 011, 012, 013, 014, 015 .....	16
Bk 3 –German- pp 107 .....	81	Bk 4 –EL- pp 016, 017, 018, 019, 020 .....	16
Bk 3 –German- pp 108 .....	81	Bk 4 –EL- pp 021, 022 .....	18



Bk 4 –EL- pp 023, 024 .....	19
Bk 4 –EL- pp 025, 026 .....	19
Bk 4 –EL- pp 027, 028 .....	19
Bk 4 –EL- pp 029, 030, 031.....	19
Bk 4 –EL- pp 032, 033 .....	20
Bk 4 –EL- pp 034, 035 .....	20
Bk 4 –EL- pp 041, 042, 043, 044.....	22
Bk 4 –EL- pp 061, 062 .....	37
Bk 4 –EL- pp 079 .....	51
Bk 4 –EL- pp 081, 082 .....	58
Bk 4 –EL- pp 083, 084 .....	58
Bk 4 –EL- pp 102, 103, 104.....	68
Bk 4 –EL- pp 105, 106 .....	68
Bk 4 –EL- pp 122 .....	77
Bk 4 –EL- pp 123 .....	77
Bk 4 –EL- pp 143 .....	125
Bk 4 –EL- pp 149, 150 .....	127
Bk 4 –EL- pp 157, 158 .....	127
Bk 4 –EL- pp 172 .....	127
Bk 4 –EL- pp 173 .....	127
Bk 4 –EL- pp 174 .....	127
Bk 4 –EL- pp 175 .....	127
Blackburn, Mr. ....	62
Blanck, Mr.....	128
Blenkarne, Mr. ....	14
Block Light Company .....	129
Böhm .....	107
Boileau, Mr. E.J. ....	16, 19, 22, 45, 127
Bollicher.....	18
Bonny, Mr. ....	58
Bötcher .....	16
Bousfield, Q.C. ....	46, 48, 126
Braunstein, Jacques .....	111, 125, 137
Bray patent burner .....	24
Bray, George .....	24
Breidenstein, Jurgen .....	2, 34, 37
Breidenstein, Jürgen .....	13
Brendel & Loewig .....	23
Brewis, Hr. Traveler of FS&Co.....	58
Brewis, Mr. ....	14, 18
Brighton Lamp .....	5
British Consul.....	67
British Made Veritas Mantles & Burners .....	139
Lessenberg, C.H. ....	31
Brokelmann, Jager & Co .....	41
Brooks, George .....	86, 106
Brüll, Ludwig .....	92, 119
Brumberg.....	16
Buchanan, Mr. ....	45
Budweg & Sohn .....	23
Buhlmann, G. ....	78, 79, 80, 109, 119, 121
Bunsen, Robert Wilhelm.....	9
Burne .....	16
Busse's Pat No. 2679 .....	90
Butzke & Co, Aktiengesellschaft fur Metall-Industrie, F. ....	73
Butzke Gas Glühlicht AG .....	60, 73

## C

CA1886-No.24994.....	29
Calliope lanterns.....	16
Calypso trade mark.....	104

Candesco .....	112, 117
Carbide lighting .....	10
Castle Brand .....	102
Cathedral Stoves .....	19
Catterson & Sons, Ltd. S.F. ....	29, 92, 95, 101, 111
Catterson's Blenheim Stove .....	29
Central Air Draught Extinguishers .....	33
Cerium.....	9, 48, 73, 75, 76
CH1891-No. 3711 .....	96
CH1893-No.06885.....	36
CH1898-No.17815.....	52
Chataway, Mr. ....	33
Collodion .....	45
Colonial Gas Association .....	114
Coninco mantle .....	91
Conradty.....	30
Continental Gasgluhlicht Gesellschaft AG 'METEOR' .....	44
Continental Incandescent Gaslight Company Ltd.....	98
Conto Meta .....	24
Cooke, Mr.....	57, 95
Cranston, Thomas James.....	61, 65, 70, 93
Crossling & Co, T. ....	125
Crown Mantle Company, Ltd. ....	79
Cyclop.....	36

## D

Dalston Incandescent Supply Stores .....	102
Dawin & Co.....	17
DE1880-No.015420 .....	6
DE1885-No.033906 .....	6
DE1892-No.070764 .....	56
DE1894-No.082261 .....	32
DE1895-No.019032 .....	32
DE1897-No.107571 .....	67
DE1900-No.126135 .....	123
DE1900-No.138210 .....	126
DE1901-No.138747 .....	115
Defries & Sons .....	17
Defries Safety Lamp .....	6
Defries, D.C.....	2, 5, 6, 17, 29
Deimel burners.....	30
Deimel case, The .....	76
Deimel's trial .....	31, 32
DeMare Company .....	50
DeMare Gaslight System, Ltd. ....	48
DeMare Incandescent Gaslight System, Ltd. ....	46
Denayrouze, L.....	126
Deutsche Gasglühlicht Aktien Gesellschaft .....	9
Deutsches Reichs Gebrauchs Muster = DRGM.....	85
Diamond optic.....	14
Dietz, Davis & Co, Ltd. Lion Lamp Works.....	18
Directors Bankanstadt.....	66, 128
Dirsby .....	17
Ditmar, Firm R. ....	40, 43, 45, 46, 48, 50
Ditmar, Rudolf .....	43
Ditmar. R. ....	11
Ditmar's Spiritus Lamp .....	44
Dixon, Mr. ....	14
Dollner, Dr. Georg- .....	67, 74, 76, 79, 83
Donald Currie & Co.....	14
Draples Automatic.....	33
Dresden Bank .....	90, 95

DRGM .....	85, 97, 100
Drossbach, Dr. G.P. ....	116
Duffek, A. ....	54
Duncan, Mr. ....	80, 81, 82, 83
Duplex burner .....	16
Duplex Lifter .....	17

## E

Ehrich & Graetz. 2, 16, 61, 62, 63, 64, 65, 70, 84, 85, 96, 97, 100, 123, 129, 131	
Ehrich & Graetz Duplex Burner .....	19
Electrical Review, 1904 .....	128
Electricity .....	11
Ellis & Openshaw .....	126
Elster, Mr. ....	30
Emanuel & Sons, Ltd, A. ....	92
Enamelled shade .....	19
English consulate .....	76
English Welsbach Company holds the Austrian shares .....	100
Era burner .....	56, 65, 85
Era Company .... 59, 61, 62, 63, 65, 84, 85, 94, 108, 111, 116, 120, 123, 124, 125	
Era Incandescent Oil Lamp Co. Ltd .....	62, 125
Era lamps .....	77, 111, 120, 123
Era shares .....	65
European Patent Office .....	2
Evans, Mrs. Ethel .....	69
Evered & Co .....	77
Evolution of the Kerosene Mantle Burner, The ... 40, 43, 50	

## F

Fagg, Mr. ....	75
Faithful & Owen .....	59, 61, 124
Falk, Adolf .....	3, 66, 67, 128
Falk, Bernhardt .....	3
Falk, Brian .....	2, 13
Falk, Brian (BF) .....	16, 21, 41
Falk, Cecil .....	36
Falk, Fanny .....	78
Falk, Hugo .....	3
Falk, John (in 2006) .....	16
Falk, Max .....	2, 16, 84, 127
Falk, Max 1866-1945 (MF) .....	3
Falk, S. Secretary of the meeting .....	92
Falk, Salomon .....	105, 129, 131
Falk, Salomon 1854-1913 (SF) .....	3
Falk, Stadelmann & Co., Ltd .....	10
Falk, Stadelmann & Co., Ltd. ... 2, 3, 92, 98, 104, 128, 129	
Falk, Victor .....	58, 76, 83, 84, 99, 117, 129
Falk, Viktor 1868-1929 (VF) .....	3
Farringdon Road 83, 85 and 87 .....	3
Farringdon Road 57 .....	26
Ferron, C.A. ....	5
Feuer & Co, Richard .....	72, 75, 139
Feuer, Richard ... 104, 105, 107, 108, 109, 110, 111, 113, 114, 115, 116, 117, 118, 119, 120, 122, 125, 128, 129	
Fischer .....	31
flame spreader .....	6

Fletcher, Mr. ....	103
Flurschein, Mr. .... 59, 63, 65, 67, 78, 79, 80, 92	
Föcker, Mr. F. ....	117
Fonblanque, F.R. de ... 40, 52, 59, 60, 61, 63, 64, 65, 77, 87, 88, 108, 111, 116, 119, 120, 123, 125	
Fortescue, Mr. ....	16
Francis Thomas Cotton Esq .....	127
Frank, Mr. A.R. ....	67, 74, 87
Frank, Mr. A.R., associate to Dr. Dollner .....	76
FRANKOLIN trade mark .....	76
French Auer Company .....	54
Fricke, Mr. ....	126
Friedman, Jacob .... 19, 20, 22, 24, 35, 38, 45, 59, 66, 74, 90, 95, 98, 100, 101	
Friedman, Jacob. Head glassware department .....	16
Friedmann Company in Saxony .....	33
Frischer .....	19
Frischmann .....	40
Frister & Co, R. .... 64, 70, 72, 73, 75, 109, 138	
Fuel indicator .....	97
Fürstenheim, Mr. F. ....	96

## G

G.W.R. ....	116
Gas lighting .....	8
Gas mantles .....	9
Gas Specialities Company, Ltd. ....	101
Gasglühlicht nach System Dr. Auer v. Welsbach .....	94
gasometer .....	63
Gautch, Karman .....	30
Gautsch Gas mantle Ltd .....	35
GB1877-No.01315 .....	5
GB1881-No.05428 .....	6
GB1884-No.11285 .....	6
GB1885-No.15286 .....	9
GB1886-No.00296 .....	7
GB1886-No.09806 .....	9, 50
GB1890-No.11625 .....	27
GB1892-No.00773 .....	19
GB1892-No.14844 .....	56
GB1892-No.22514 .....	22
GB1893-No.02689 .....	35
GB1893-No.05138 .....	22
GB1893-No.13066 .....	31
GB1893-No.18314 .....	39
GB1893-No.22029 .....	112
GB1894-No.16295 .....	24
GB1895-No.06026 .....	68
GB1895-No.11038 .....	42
GB1895-No.18987 .....	91
GB1895-No.19032 .....	43
GB1896-No.04486 .....	43
GB1896-No.24083 .....	48
GB1896-No.28491 .....	126
GB1897-No.00139 .....	60
GB1897-No.02295 .....	67
GB1897-No.05783 .....	54
GB1897-No.06159 .....	53
GB1897-No.13147 .....	91
GB1897-No.28706 .....	54
GB1898-No.11803 .....	60
GB1899-No.03577 .....	108

GB1899-No.06948 .....	65
GB1899-No.23619 .....	126
GB1900-No.13222 .....	124
GB1900-No.14553 .....	126
GB1900-No.17759 .....	93
GB1900-No.23222 .....	126
GB1901-No.02679 .....	90
GB1901-No.04159 .....	93
GB1901-No.06364 .....	85
GB1901-No.15688 .....	96
GB1901-No.24610 .....	99
GB1903-No.01234 .....	123
GB1903-No.06048 .....	127
GB1906-No.11733 .....	129
GB1906-No.14793 .....	129
GB1906-No.14797 .....	129
Gearing, E.C. ....	10
Gem burners .....	107
Gem mantles .....	107
Gery, Alfred R ...	16, 18, 25, 38, 48, 67, 77, 98, 112, 116, 124, 125
Giddings & Dacre Ltd .....	92
Gillard, Mr. ....	88
Goldberg .....	112
Goodrich Esq., E.R. ....	128
Graetz, Adolf .....	60, 61, 63, 64, 65, 123
Graetz, Max ....	53, 54, 56, 57, 58, 60, 61, 62, 63, 64, 65, 93, 104, 119, 123
Graetz, Mrs. ....	66
Graetzin-Light .....	9, 123, 137
Graf, Fil .....	2, 13, 62
Gratrix Junior & Brothers, Ltd., S. ....	86, 92, 106
Grave, Mr. ....	128
Gray, Perry .....	30
Great Western Railway Company .....	116
Greater County Council London Metropolitan Archive 1810-1988 .....	4
Greiner .....	64
Guinness disease .....	127
Guisepe, Carlo di-. (1866-1910) .....	59, 64, 66, 67
Guiterman, Mr. ....	66
Gülzow, Martin .....	39
Gutch, Mr. ....	84, 93, 94
Gutmare .....	15

## H

Haller & Co. ....	122
Harper & Co L'd, J. ....	18, 20, 25, 97
Harrison & Co .....	66
Hassel, John .....	139
Hay, Mr. ....	59
Hayran, Mr. ....	45
Haywood .....	16
Heaters and stoves .....	10
Hehner, Dr. Otto .....	48, 51, 76
Heine, Mr. A.B. ....	57
Helfft, Oscar .....	21, 34, 36, 44, 46, 48
Hempel, Heinrich .....	62
Henley regatta .....	61
Hildebrandt, Ernst ..	85, 86, 88, 89, 90, 97, 99, 102, 103, 106
Hill Company .....	125

Hilpert, Mr. ....	30, 31
Hinks & Son, J. ....	5, 15, 56, 77
Hinks, J.J. ....	5
Hirschfeld, Mr. ....	35
Hirschhorn, Firm J. ....	96, 97, 98, 100
Hirschhorn, Jacob .....	96
Hirschhorn's Lampe International .....	7
Hirsh .....	31
Hitchcock Lamp Company .....	5
Hochberg .....	3
Hochfeld, Ferdinand .....	128
Hoffmann, Friedrich .....	24
Holland, Mr. ....	14
Holy, Firm Carl- .....	41
Homburg, Dr. Rudolf .....	83
Horne-Payne Esq. Q.C .....	68
Horwitz & Saalfeld .....	35, 39, 43
Horwitz, Mr. ....	39
Hulett & Co. Ltd, D .....	92
Hume .....	115

## I

Ideal Mfg Co. of Detroit .....	97
Illustrierte Zeitung für Blechindustrie, 1898 .....	60
Imperial Institute (Reichsanstalt) .....	110
Incandescent Gas Light Co .....	40
Incandescent Trust Ltd .....	114
Incandescent Accessories Company, Ltd. ....	101
Incandescent Gaslight Company, Ltd. ...	9, 48, 52, 53, 57
India Office, Whitehall .....	72
International Guild of Lamp Researchers .....	2
Introduction .....	2
inverted gas lamp .....	123
inverted mantle .....	139
Ironmongers Chronicle of July 1 <sup>st</sup> , 1902 .....	114
Ironmongery Departments .....	128
Iverna mantles .....	113
Iverna XX .....	122

## J

Jean Stadelmann & Co .....	3, 30, 97, 105, 126
Jena & other glass .....	94
John Russell & Co., Ltd .....	92
Johnson, Jeff. ....	139
Jones, trading as Messenger & Sons .....	77
Jones's Office, Mr. ....	127
Journal of Gas Lighting 1902 .....	113
Journal of Gas lighting No.1643, November 6 <sup>th</sup> , 1894	76
Journal of Gas Lighting, 1902 .....	116

## K

K S.K. 7 department .....	115
Kaim, Anton .....	13
Karfunkelstein, Carl .....	47
Keller, C. ....	69, 88, 89
Kern mantles .....	114
Kern mantles in XX and XXX quality .....	118
Kerosene Mantle Lamp .....	10
Kiesow, August .....	32, 46
Kiesow's safety burner .....	33

Kindermann & Co, C.F...	2, 30, 31, 32, 33, 36, 42, 43, 48, 50, 51, 52, 62, 65, 66, 70, 73, 80, 81, 82, 83, 97, 99, 100
Kindermann, Paul	99
Kindermann's Sunlight Mantles	32
Kleemann, C.A.	23
Klett, Mr.	89, 99
Klöpfel, E.	23
Kneusel, Carl	23
Knofler & Company	83, 86
Knofler, Dr. O.	42, 44, 46, 48, 51, 62, 65, 80, 81
Knofler's patent	43, 48
Koblenzer, Mr.	112
Kosmos burners	21, 41
Kralik, Mr.	33
Kramer & Graetz, Dresden	104
Kramins	36
Kray, Max	14, 36
Kroll, Berger & Co	44
Krone Gasglühlicht Gesellschaft	78, 79, 80, 121
Kruger & Friedeberg	71
Krüger, Director J.	53, 57, 63, 64, 119, 123
Kuhnt & Deissler	60, 87, 97

## L

L&B	<i>See Lempereur &amp; Bernard</i>
Lampe Belge	7
Landsberg & Ollendorff	36
Larsen, Mr.	50
Lempereur & Bernard	6, 7, 20
Lenner, Alfred	108
Lewis, Professor	88
Liebermann, S.L.	102, 107
Liliput mantles	107
Lloyd & Hardy	82, 83
London Gas Company	39
London Standard Argand	68
Lotz, Mr.	53
Louis Leakey Aluminum Co.	97
Louis Sepulchre as a Pioneer	6
Löwenstein, G.	71
Lucas lamps	124
Lucas patent No.14553/1900	124
Lucas patent No.23222/1900	124
Lucas, Paul	44, 122, 126
Lucas-Lampe	122
Luna	41
Lyre No. 500/l	122
Lyster, Mr.	65

## M

Macile Esq, Mr. D.	95
Magnesia	89
Manchester Assurance Company, Hr. Lowter	75
Mannesmann, Dr. Otto	123
mantles meant for a kerosene lamp	111
Martin & Co. E.	18
Marx	15
Master of the Rolls	76
Mcfie, C. SA. Chairman	92
McLean & Rigg	39

Mendlesohn, Mr.	15
Messenger	5
Meteor Company	44, 48, 56
Meteor Gas Incandescent Company	40
Methylated spirit mantle lamps	11
Mexican Industrial & Finance	68
Meyer, Mr. Leopold	54
Meyer, Mrs.	60
Midget Logophones	128
Mills Walker	14
Milne & Sons, James	92, 95
Mitchell, John. British Consul General at St. Petersburg, USSR	92
Moderator Lamp	5
Moeller, Julius	14, 16, 35, 40, 51, 52, 53, 54, 56, 57, 58, 59, 60, 65, 72, 76, 77, 78, 85, 88, 93, 104, 119, 123
Moffats, Ltd.	124, 126
Monazite	121
Montevideo Gas Company	30
Morris, Mr.	48
Mosbacher	88, 89, 104
Mücke, Mr.	59, 60
Müller, Mr.	115
Müller, Richard	26, 124

## N

Natal	73
National Bank of Indico Ltd	90
National Co. & Feuer are one and the same	125
Neue Gas Glühlicht Aktien Gesellschaft	34, 37, 43
new electrical department	117
New Export Incandescent Light Company	102
New Incandescent Gaslight Company (Sunlight patent)	48
New Sunlight Incandescent Company, Ltd	48
Newbald of the Fremantle Gas Company	114
Newcastle District	127
Noa, Robert	42, 43, 50, 51
Novelty Manufacturing Co	97

## O

oil level indicator	96, 97, 99
Orsa	71
Orsa mantle burner	74
Orsa mantle lamp	87
Osborne Stove, The	97
Oxalate	51

## P

Paisley	14, 16, 19, 20
Pall Mall Gazette, 1896	44
Pall Mall Gazette, 1898	58
Palmer & Co	57, 95
Pandora stove	36
paraffin oil	5
Patent Lantern	127
Pease, R. Mr.	37
Peerless Stove, The	97
Perkeo	41
Peters, Mr.	84, 86



petroleum.....	5
Petroleum Committee.....	61
Petroleum Glühlicht "Orsa".....	74
petroleum incandescent burner.....	84
Pettit, Frank.....	3
Pfeil mantles.....	139
Phlox Company.....	115
Phlox lamp.....	115
Pintsch & Co.....	36, 72, 73, 75, 109
Pintsch gas mantle.....	72
Pintsch, Julius.....	9, 36
Pittner lamp.....	108, 111
Pittner, Wilhelm.....	108
Pohl & ?Heltig.....	23
Pontings, High Street, Kensington.....	128
Poyet, Louis.....	40
Prismatic lamps.....	15
Public Street Lighting.....	127
Purifying Company.....	79, 87
Putzler Brothers.....	121

## Q

Queen's Council.....	75
Queen's Jubilee.....	68
Queens Reading Lamp.....	23
Quitmann, Carl.....	112, 121

## R

R.H. Incandescent Company.....	46
Radeberg.....	64
Rakenius, Carl.....	23
Ramie.....	93, 116, 121
Ramie mantles.....	121
Raphael, Mr.....	45
Rath, Mr.....	48
Rawson's Patent.....	45
Raynes Park Golf Club.....	67, 68
Reddich, Mr.....	45
Redfern & Co.....	72, 76, 78
Redfern, G.F.....	17
Redman & Co, W.....	16, 17, 18, 19
Reich & Co, S.....	14, 15, 16, 20, 32, 125
Reich & Schreiber & Nephews.....	96
Reinhold, Mr.....	120, 123
Reinhold, Mr. of the Era Company.....	123
Reiss, Carl.....	138
Holland, Mr. J.....	77
Phelp, Mr.....	77
Retallack, Charles.....	18, 20, 25, 26, 29, 91, 97
Revera.....	36
Richardson & Sons, Henry G.....	90
Riegermann, Albert.....	20
Robin, Mr.....	129
Robinson Ltd, Peter.....	69
rods, hollow.....	90
rods, hollow mantle hanger.....	89
rods, improved Magnesium.....	89
rods, Magnesium.....	97, 103
rods, mantle hanger.....	88, 89
Ross, Mr.....	46
Rossberg, Gustav.....	64, 96

Roth.....	16
Rowan gas burner, the.....	68
Rowan, Thomas.....	68
Rowatt & Sons, Thomas.....	5
Royal-Lampe.....	4
Rubinstein, Josef.....	71, 87
Russia.....	92

## S

Saalfeld.....	64
Salisbury.....	16
Scandium.....	48, 50
Scarr's Lifter Duplex burner.....	14
Schmelzer.....	30
Schneider AG.....	2
Schneider AG, Hugo.....	14, 17, 18, 20, 23, 33, 41, 103
Schneider, Johannes.....	21, 41
Schneider, Martin.....	2, 104
Schneider, Martin John.....	41
Schott & Co.....	102
Schott & Genossen.....	41, 90, 96, 101, 112, 121
Schott, Messrs. Dr.....	99
Schülke Brandholdt & Co.....	51
Schultheiss Alberht.....	128
Schulze, F.F.A.....	23, 36
Schuster & Baer Factory.....	15
Schwintzer & Graff.....	4, 14, 15, 17, 23, 26, 27, 97, 100, 109, 117, 124
Schwintzer, Willy.....	2, 13, 49, 50, 71, 117
Secretary of the Petroleum Association, The.....	47
Seddon, G.A.....	57, 58
Sepulchre, Louis.....	6
Seyr & Co.....	37
Sheldrake, John Holmes.....	42, 46, 48, 50, 51, 52, 73, 82
Sherwood & Sons.....	15, 16, 17
Silber burners.....	16
Silber Light Company.....	5
Silbermann, Albert.....	73
SK&Co.....	14
Slater Esq., Mr. H.Y.....	99
Slip Burner.....	41
Small, Tom.....	125
Smith, Fred.....	2
Smith, J. & W.B.....	92, 111
Sommerfeld, Eduard.....	17
South Africa.....	73
Spackman, Mr.....	127
Sparta burners.....	111
Spencer & Kiesow's Safety Lamp.....	46
Spiel, J.....	48, 49, 50, 51, 53
Spiel's mantle burner.....	50
Spinn & Sohn, J.C.....	64, 73, 100, 103, 110, 111, 117, 125
Spinn gas burners.....	111
St. Barbnabas Home.....	58
St. Lukes Home.....	58
Stadelmann & Co.....	22, 24, 39, 46
Stadelmann & Co. Jean.....	4
Steadman, Van Praagh & Gaylor.....	123
steatite.....	103
Stella Stove.....	97
Stobwasser & Co, C.H.....	104, 122
Strangfeld.....	14

Such .....	64
Sun button .....	21
Sunlight & Welsbach are one & the same in 1901 .....	91
Sunlight burners .....	106
Sunlight Company.....	50, 51, 52, 62, 65, 80, 81, 82, 83
Sunlight gas burner .....	103
Sunlight Incandescent Company .....	35, 83
Sunlight Mantles.....	84, 91, 93
Sunlight Mantles & Burners.....	127
Sunlight shares .....	83
Sunlight versus Welsbach .....	81
Superintendant of Police .....	49
SUPERIOR VERITAS Incandescent Gas Mantle .....	106

## T

Taxameters .....	48
Taylor, Mr. ....	36, 47, 84
Tee, H.....	92
Thorium .....	9, 31, 32, 35, 48, 73, 76, 121
Thurnauer .....	40, 71, 74, 75, 79, 98, 117
Thurnauer, Bernard .....	32
Thurnauer, Bernhard Photo of .....	22
Thurnauer, G.M. ....	19, 24, 36
Thurnauer, Louis.....	4, 41, 52, 62, 99, 117
Thurnauer, Moritz .....	3
Tiano, Mr. ....	50
TM1899-No.88657.....	4
Tosse Incandescent Supply Agency .....	127
Trendel & Mücke .....	60
Tropical Sperm Candles .....	69
Tucker Esq., Mr. G. ....	99

## U

Ungar & Co. Julius.....	3
Union Discount Co. Ltd .....	90
Universal Gas Zünder Gesellschaft .....	57
Universal Gas-lighter Co., Ltd .....	54
US1897-No.594395.....	56
US1898-No.631200.....	61

## V

Vase Lamp .....	16
Velden, Wim van der .....	13, 33, 34, 37, 41
Venema, Willemina J. ....	13
Venema, Willemina.J. ....	2
Vereinigte Metallwaaren-Fabriken, formerly Haller & Co .....	122
Verges, Mr. ....	121
Veritas burner .....	17
VERITAS Extra Quality .....	108
Veritas harp lamp 8599 .....	16
VERITAS Incandescent Gas Mantle .....	106
Veritas Lamp 8558.....	17
Veritas Lamp Works.....	72, 106
Veritas mantles.....	107, 109, 110, 117, 125, 139
Veritas Tropical Sperm Candles .....	69
Veritys Ltd. Plume Works .....	72, 78

Viennese gas incandescent society i.e. Austrian Welsbach Company .....	86
Viennese lamp.....	54
Vivid Mantle Company .....	114
Vöpel, Mrs. M.....	117

## W

Wanzer .....	5
Wanzer & Defries Patent Safety Lamp Manufacturing Co. Ltd.....	38
Waschke, Mr. Rudolfo.....	31
Webb, Henry Clay.....	21, 22, 33
Weeda, Mr. ....	74
Weikard, W .....	23
Weiss & Biheller .....	104
Wekenmann, Jörg .....	9, 15, 16, 26, 48, 96, 109, 129
Welsbach 'Sunlight' mantles .....	96
Welsbach chimneys.....	15
Welsbach Co. Ltd.....	84
Welsbach Co., London' versus 'The Deimel Light Company, Ltd .....	76
Welsbach Company....	24, 31, 36, 38, 58, 61, 62, 73, 75, 78, 80, 81, 82, 84, 85, 88, 95, 100, 102, 105, 106, 107, 114, 116, 117, 120, 121, 125, 126
Welsbach Company's wholesale agents.....	92
Welsbach franchise .....	125
Welsbach Incandescent Gaslight Co., Ltd....	9, 52, 72, 89, 91, 92, 94, 101, 106, 109, 114
Welsbach Kern burner .....	124
Welsbach License, under- .....	107, 109, 113, 117
Welsbach mantles .....	32, 84, 93
Welsbach monopoly.....	81
Welsbach, C.A. von.....	50
Welsbach, Carl Auer von-, .....	9
Welsbach, Dr. Auer von- .....	94
Wendel, Albert .....	23
William Eyre & Nephew .....	68
Williams, Mr. ....	57, 58
Wilson Bristows & Carpmael.....	69
Winkler, Mr. ....	66, 124
WJV .....	See Venema, Mrs. W.J.
Wonder Lamp.....	17, 18
Wordsley Flint Glass Works.....	90
Worth Esq, F.S. ....	67
Worth, Mr. ....	83
Wright & Butler .....	5
Wright, Bernard .....	61

## Y

Yarve & Loader.....	126
Yotto mantle .....	91

## Z

Zapon .....	46
Zempliner, Alfred .....	91
Zerlina Falk Pappenheimer.....	60
Zielenziger, S. ....	124
Zimmermann & Co .....	18, 25

LAMPE VERITAS

(REGISTERED TITLE)

BRILLIANT WHITE SILENT LIGHT

50 & 100 CANDLE POWER

OVER 100,000 ALREADY IN USE

PERFECT SAFETY

PROVIDED WITH RAISER & EXTINGUISHER

ADAPTED FOR ALL PURPOSES