

# The Falk, Stadelmann Company of London: A Commercial and Family History

## By Brian Falk

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*The following text is abstracted for the International Guild of Lamp Researchers, Ltd. from a longer history of the Falk family, and strings together those sections dealing with the family firm, Falk, Stadelmann & Co. The vast majority of the script and illustrations covering family history have been deleted. The remaining extracts below may therefore seem somewhat disjointed. Considerable help in correcting and adding to the technical and commercial detail, for which many thanks, has been given by Fil Graff, Anton Kaim and Alex Marrack.*



Salomon Falk (1854-1913), the founder of Falk, Stadelmann & Co Ltd, was born in Hochberg, Württemberg, Germany. In the late 1870s he worked in Germany as a sales representative of the Thurnauers who owned and managed Jean Stadelmann & Cie, then located in Nürnberg. Salomon came to the England around 1880 and started his own business in 1882. Falk, Stadelmann and Co Ltd was founded in 1887. Salomon had three brothers, a full brother Adolf who stayed in Hochberg, and half brothers Max and Viktor who joined him in Falk, Stadelmann & Co. Ltd, as later did Adolf's son Hugo Falk.

*Viktor (standing) and Salomon Falk*

### Jean Stadelmann & Cie<sup>1</sup>. of Nürnberg

The Stadsarchive of Nürnberg includes the following records:

- 26<sup>th</sup> June 1862, a Joh. Gottl. Stadelmann registers (probably for tax purposes) his occupation as gas burner manufacturer employing 1 male and 1 girl worker. At this point, he was designated as a gas fitter/potter. His private address is given as Nürnberg L1297 d.h. Engelhardsgasse 27.

1872 the Stadelmann Company is established in Nürnberg

(information from Anton Kaim)

- 1866-1876<sup>2</sup>, the first mention of a member of the Thurnauer family is found in the Nürnberg Inhabitant's register (census). This reads: Thurnauer Moritz, merchant from Redwitz: Associate of an Iron and Banking firm, Owner of a commission business in manufactured goods, Gas lamp burner manufacturer Jean Stadelmann & Co. Residence (in chronological order): Breite Gasse 47, Unt Turnstrasse 12. Town: Redwitz.
- 1876, the Engelhardsgasse address appears in the commercial directory (previous address books are missing) and names a Joh. Leonard Gottlieb Stadelmann born 1811 noted as a gas burner manufacturer and, in brackets, (Jean Stadelmann and Co.)
- 1878, The commercial register (1877 is missing) lists Stadelmann, Jean & Cie, Gas mantle fabricators, at Turnstrasse 27 as well as Stadelmann Johan Leonard, master potter, at the Englestrasse address. In addition the dossiers show that, from 1887 to 1921, there was standing exhibition of a steam-boiler' at the Turnstrasse address.

(12 & 27 Turnstrasse (Gym Street) no longer exist. Turnstrasse now consists of two streets Obere and Untere Turnstrasse at right angles, containing a new hospital and just outside and south west of Nürnberg's mediaeval fortress walls.)

<sup>1</sup> In the 18<sup>th</sup> and 19<sup>th</sup> centuries some successful German businessmen chose the then fashionable French version of their Christian names: Johann or Hans = Jean, Ludwig = Louis and the description of their business status. 'Cie' is an antiquated short form of Compagnie or trading company.

<sup>2</sup> Register 188 (Bestand C 21/III Nr.188Ifd.Nr.1, Einträge: 1866-1876)

- 1877-1888. The next inhabitants' register shows Moritz has moved to Nürnberg, is reconfirmed as the owner of Jean Stadelmann and Company and is joined by his son Berhardt as a partner. In 1881 Moritz gains Nürnberg civil rights
- 1891: For the first time in the Nürnberg commercial register, the owners of Stadelmann Jean & Cie at the Turnstrasse address are given as father and son, Moritz and Bernh. Thurnauer (or sometimes Turnauer).
- 1905 lists 'Thurnauer Bernh. Merchant and Factory Owner, Steinbühler Strasse 10/1', who is joined by his youngest brother Kuno, also listed as a gas burner fabricator.
- 1898, Clara Thurnauer, Moritz's wife, is recorded as selling her interest in Stadelmann.

The original Stadelmanns were potters, then ceramic manufacturers and moved into gas burner and gas lamp production. It seems that Johan Leonard and Jean were the sons of Johan Gottlieb, and they carried on and developed his business. They were bought out some time soon after 1878 and Stadelmann & Cie developed into both a manufacturer and a trading entity within which the Thurnauers<sup>3</sup> were the driving force. Moritz was the chemist and engineer and Bernhardt provided the business brain. Family rumour from Leonard Falk (Viktor Falk's son) has it that Stadelmann was a (maternal) uncle of the Thurnauers, which may explain why the Thurnauers took over and retained the Stadelmann name.



Bernhardt Thurnauer, born 1855  
Passport application

Some time in the late 1870s Salomon met Moritz Thurnauer and his eldest son Bernhardt (born 1855 and one year younger than Salomon) and was employed as a salesman. Hans Thurnauer, Moritz's grandson (later a noted pioneer in technical ceramics in the United States) recalled that his interest in ceramics was inspired by the Thurnauer Nürnberg factory that "*created gas burners from soapstone and Welsbach mantles for gaslight and was one of the few technical ceramic companies devoted to the gas age.*" [The mantles likely came in the early 1890's.]

56, Basinghall Street,  
London, 16th Jan., 1882.

Salomon Falk moved to and established himself in London around 1880. For the next two years he worked as a sales representative for Ungars. By January 16, 1882 he had set up on his own account, working from a two-room office at 36, Basinghall Street, just off London Wall (see announcement at right). His first known stock list of 1882, set out in Appendix I, includes glassware (globes and sheet), gas chimneys and burners, smoke consumers, cardboard shades and frames for billiards, 1<sup>st</sup> quality (10s 6p per dozen) and 2<sup>nd</sup> quality (9s. 0p per dozen) and speaking-tube fitments.

Dear Sir,

I herewith beg to inform you that I have this day established myself at the above address as

MANUFACTURERS' AGENT AND IMPORTER  
or  
GAS FITTINGS, OPAL GLOBES, GAS BURNERS,  
SILVERED AND POLISHED SHEET AND PLATE GLASS,  
ROLLED PLATE GLASS, OPAL SHEET GLASS, FRENCH GLASS SHADES,  
ETC., ETC.

Being connected with first-class English and Foreign Manufacturers, I am able to offer you any of the above, and other articles, which I had the pleasure of supplying you with during the last six years, at the very lowest possible prices.

Herewith a few special quotations. I shall always be happy to send you lowest prices on enquiry. Detailed and Illustrated Catalogues will follow shortly.

Waiting your esteemed orders.

Yours respectfully.

S. FALK.

<sup>3</sup> The original family name was Koppel. Permission to use the name of their settlement, Thurnau (plural: Thurnauer) was granted by the Duke of Thurnau who ruled from Burgunstadt 10 miles north.

### **London; early years**

In 1930, warehouseman, J. G. Spry<sup>4</sup>, writing the FS&Co staff magazine, remembered those early years: *“I started in the Paraffin Lamp Trade at the age of 15 (1883) with Moses Davis & Co., Paraffin Lamp and Gas Fittings and China and Glass Merchants. There were several lamp houses then – Hinks of Birmingham, Wright & Butler of Birmingham, and several others in that city, Prince & Symons of Commercial Street, E, Leon Clerc, Rowatts of Edinburgh, Defries of Houndsditch, Zimmermann, Dietz of Carter Lane, Cattersons of the Boro’, Unger of Commercial Street, E., where Mr Salomon Falk was representative and Mr. George Ford was counterman ...”* (This recollection confirms Salomon Falk working as a salesman for Ungers but the date 1883 conflicts with the 1882 announcement of his own business.)



### **The founding of Falk, Stadelmann & Company Ltd.**

The early Company and Directors’ meetings minute books are preserved in the London Guildhall records at the London Metropolitan Archive<sup>5</sup>. These formal minutes, starting in 1887, continue until the company’s demise. They are dry records, concentrating on financial issues, share of profits, issue of debentures, preferential and ordinary shares and purchase of Patents and property, but they clarify the relationship between Salomon and his brothers and the Thurnauers.

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 and Bernhardt Thurnauer trading as Jean Stadelmann and Isaac (? *indecipherable*) Foord 47 £10 ordinary shares were issued, together with 50 irrevocable £100 personal bonds, which were sealed and forwarded to Jean Stadelmann and Company Ltd. A “purchase of goods” agreement was entered into with the “Thurnauers on behalf of Jean Stadelmann of Nürnberg”. 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.

From this short minute, it is clear how the Thurnauers funded the start of Falk, Stadelmann & Company Limited with loans and an agreement to provide Stadelmann manufactured products to be imported into Britain. A year after the firm’s founding, the heading on the company’s corporate stationery specifically notes it is operating from London EC “*and at Nuremberg*”.

Salomon is also remembered as insisting on the incorporation of the name Stadelmann in the title of the firm, although no member of later generations could remember any record of a Stadelmann visiting England or taking any part in the firm’s affairs. The records now available show that the continuation of the Stadelmann name affirms the Thurnauers’ contribution to, and involvement in, the enterprise.

There is a possible additional reason for the establishment of the new firm. In the later part of the nineteenth and the first half of the twentieth century, Europe was infected with the disease of rapidly increasing anti-Semitism. Life in England, in the 1880’s and 1890s provided considerable relief compared with the day-to-day restrictions and penalties imposed on Jews

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<sup>4</sup> J. G Spry became Manager of Falk’s branch in Ireland.

<sup>5</sup> Ref. LMA/4015. Due to the final dissolution of the Company these are the only formal records remaining, apart from the recently discovered Letter Books.

in Germany. These curbed movement, limited transfer of funds, taxed savings, capped and controlled all initiatives. The date when the Thurnauers are first officially recorded as owners of Stadelmann's firm, and the date of incorporation of FS&Co are close. It is not beyond the bounds of possibility that Salomon's move to England, his role and prior employment as agent to a seemingly French titled company registered in Germany, the financial control of that company by the Thurnauers, and the investment of company assets into England was a long term plan to remove people and funds to a safer place.

The Thurnauers, through Jean Stadelmann & Co. (Cie), owned and provided sole use of, several German trade marks, especially the Veritas mantle (9TM Nr. 6317-AD1895)<sup>6</sup>. For many years Jean Stadelmann & Co. continued to produce Veritas mantles for gas lamps for export to Britain, all in boxes carefully marked in English to bypass the anti-German sentiments of the time. Such products, mantles and burners under licence, were made the exclusive trading asset of the new London enterprise with Salomon. This would have been either a completely new market for the Thurnauers or one where they previously operated through agents, who they now could bypass.

November 1890 finds FS&Co admitting an infringement of the copyright of James Hinks & Sons patent for 'improvements in lamps for burning light or volatile oils'. They agree to destroy their remaining stock to avoid Hinks taking 'action on proceedings already entered into'.

Business flourished; Salomon sent first for his half-brother Max who arrived in England in 1883, and then for Max's brother Viktor. German records contain an application on July 1882 for the merchant's apprentice, Max Falk to be released from Württemberg nationality and allowed to travel to England and settle there. Four years later, 26<sup>th</sup> July 1886, the unmarried merchant's apprentice, Viktor Falk, also applied to be released from Württemberg. Viktor declared that the reason for his application was to join family in London.

As the business expanded more Falks immigrated to England. Salomon sent for his sister Pauline's (married to David Israel) son, Gustav who changed his name from Israel to Falk, and then Hugo, his brother Adolf's son. Later, when close family members ran out, Salomon called in more distant relatives. It was the classic incremental self-help immigration technique at the turn of century, and continues as such to this day with each immigrant tide.

Salomon Falk, in 1883, from his Basinghall London address had taken out a patent in the UK for '*a combination of a chimney and globe for gas lamps*, his original stock list giving great prominence to such glassware; a patent, dated 1892 is in the title of Falk, Stadelmann and Company who are also registered as the owners of the Stadelmann patents and trademarks in the UK.<sup>7</sup> Salomon was a trader rather than an inventor. The fourteen UK patents in his own name could well be UK protection of Stadelmann inventions or product improvements plus the precaution of retaining them personally until FS&Co was commercially stable.

### **Early Years in the Lighting Industry**

The end of the nineteenth century were years of hectic competition in the lighting industry. J. G. Spry, the Falk's warehouseman records: *... "Each house ran its own special central air draught lamp – Catterson had the Vulcan, Davis the Blitz" ... I joined Falk's when Moses Davies & Co. were forming a new company with Prince & Symons and Dietz, called "Dietz*

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<sup>6</sup> Others are: Wizard (1895); Ariel (1895 and 1909), Candesco (by 1904), Calesco (1905), Lucisca (1907), Efesca (1909) and Trilux (1909); all of which were well known in the UK. Efesca was a trade name adopted by Falk Stadelmann and Company.

<sup>7</sup> Salomon also has the following UK patents registered in his name: 1883 -1735, 1890 – 11803, 1890 – 11625 & 18398, 1892 – 3277, 1893 – 18932, 18933 & 12986, 1894 – 23665, 1896 -13397, 1897 - 13147, 1898 – 12012, 1899 -6921, 1901 – 6364. [Patent Information from Anton Kaim.]

*Davis & Co.,” which was not a success. (FS&Co) had just started in the paraffin lamp trade...I was to see Mr. Victor Falk at Cowcross Street, where they had a warehouse for the paraffin lamp side of the business. Their offices were then at 43 Farringdon Road. I went to Cowcross Street and was introduced to Mr Frank Pettit, who was Warehouse Manager and Secretary to Mr. S Falk. He took me to No. 43, where Mr Victor Falk engaged me at 25/- per week as a fitter. The staff was small (8)...I should think we had the largest wholesale counter trade in London, certainly in the paraffin lamp trade. I myself was not fitting very long. Orders came through quickly. Mr. Max was travelling, and most of us worked late at night, and we were satisfied. Mr. Louis stayed very late... We grew so fast, Mr Louis said to me some years after, “Spry, we have grown very big, we were more happy with only a few of us...” One day in 1889, news came over from 43 that the Governor had taken three warehouses in Farringdon Road (Nos. 83, 85 and 87). Some of us went to look over them, they were not finished, yet we thought what fine buildings they were. We moved into them in the year 1890 – still going strong...There were a few cottages behind the warehouse, and because of this and “Ancient Lights”, the back of the warehouse was only half the height of the front. In a few years, however, the Governor bought the land and built a warehouse in Onslow Street, and had the backs of the Farringdon Road warehouses brought to the level of the front. Tunnels and bridges ran from Nos 83, 85 and 87 to Saffron Hill. We still wanted more room and had it. Meanwhile, Mr. Toms, Showroom manager, had persuaded the Governor to take up the “Veritas” lamp and Mr. Victor asked me what lamps the other houses had and I told him what I knew.”*

Spry’s reminiscences have Salomon being persuaded to “take up” the Veritas name around 1893; and this was a product available through the Thurnauers at Stadelmann. The Lampe Veritas (or Patent-Royal-Lampe)<sup>8</sup> also includes a 1886 patent (Dr. No 40045) granted to a Berlin company, Schwintzer & Graff which deals with the lamp burner mechanism and contains the description: “To lower and higher the flame of the lamp you have to turn a button. Inside the burner this button is connected with two crown wheels and a vertical thread shaft. By turning the button, the shaft will turn too. A nut and clip are connected with the wick.” FS&Co, through Stadelmann, was in contact with Schwintzer & Graff seeking a monopoly licence to use this ‘Royal Lampe’ patent.

This Veritas central air draught safety lamp (with help from the appeal in support of the Offertory Box by the Lord Bishop of Sodor and Man when he, commercially unwittingly, directed contributors to light the Church with “Veritas” Lamps) made Falk, Stadelmann a national name and allowed them increasingly to dominate the market. Climbing on the bandwagon of the Bishop's exhortation, FS&Co could not resist printing a clutch of additional clerical testimonials in their 1896 catalogue listing of the 'Lampe Veritas'.

### **Prosperity**

By the turn of the century the firm is well established. It has grown fast by buying licences and competitors. The minute books note a 1887 purchase of a licence from J. Birnbaum for a non-explosive gas lamp, In 1898 a licence with John Harper and Co. Ltd for a patent to be titled: Falk and Templiner, in 1899 a licence with the Acetylene Purifying Company Ltd. (a venture that brought no success), in 1900 a writ issued against Veritys Ltd for infringing the ‘Veritas’ trademark, in 1902 a licence granted by the Welsbach Company for sale of Veritas and Lynx mantles. FS&Co established a programme of purchasing competing manufacturers such as Palmers, Zimmerman, Defries, Davis, Rowatt. But only considerably later (sometime before 1923) was Hinks bought out. What pleasure that must have given to those who remembered the humiliation of having to destroy stock for infringing a Hinks’ patent.

In 1907, after years of buying goods from Richard Feuer, FS&Co enters into an agreement binding his company, Neue GasGlühlicht [*mantlelight*] ActienGesellschaft, Berlin with the

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<sup>8</sup> Thanks to Fil Graff for proving this information.

British Mantle Works Ltd. of London to work exclusively for Falks for three years, with Salomon having a seat on their Board as director. In 1911 they purchase Welsbach's Australasian Incandescent Gas Light Company and rename it Falks New Zealand Ltd and Falks Australia Ltd.

**Salomon Falk's Managing Director's COPY LETTER BOOKS**

BOOK 1: 24/12/1892 to 9/6/1897

BOOK 2: 3/6/1898 to 12/2/1906

BOOK 3: 2/10/1899 to 18/6/1903

**and Victor Falk and Louis Thurnauer's shared COPY LETTER BOOK**

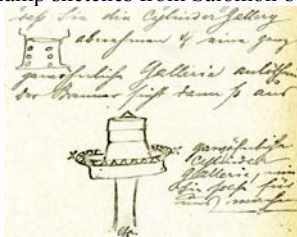
BOOK 4 21/12/1891 to 29/11/1907

Three of Salomon Falk's Managing Director's original Copy Letter Books survive, discovered at the back of a wardrobe in 2004. Letters are mainly handwritten and in German, French and English A fourth Letter Book is shared between Victor Falk, the Company Secretary, and Louis Thurnauer.<sup>9</sup>

The letters in German to Moeller of the Welsbach Company in London, Dr (Max) Graetz and to his company Ehrich and Graetz of ElsenStrasse, Treptow, Berlin, to Richard Feuer of Berlin GasGlühlichter Gesellschaft, to the Auer Company, to Wanzer and Defries, C.F.Kindermann and to Schwintzer & Graeff deal mainly with trading and patent/licence arrangements. The correspondence general pattern is for letters in German to be followed by letters to his London lawyer (A.R. Gery) and to Bernhardt Thurnauer which, when in English, often explain the German subject matter. Salomon is swept along on a trading tide of prosperity; claiming: *"we can do it as cheaply if not better than anybody I do not care who"*.

Many letters deal with buying in new German products, German patents unregistered in England which can be tied to FS&Co's name (or a trading monopoly obtained) and means of undercutting on-cost percentages of rivals.

Lamp sketches from Salomon's letters:



To Moeller of Welsbach



To Thurnauer



To Richard Feuer

Salomon's letters cover his efforts to protect the Veritas mark, endless quibbles over terms of licences and especially the royalty and licence arrangements with Welsbach, (in early years FS&Co's licence was restricted to mantle and lamp selling solely in the London region) and his combative efforts to stop other manufacturers breaching those arrangements. FS&Co's relationship with Welsbach became convoluted and difficult. FS&Co. paid Welsbach royalties on all mantles and burners sold, but then manufactured and sold completed lamps back to Welsbach for them to sell on outside Britain in zones to where FS&Co were prohibited from trading. Welsbach constantly sought to expand their trade share by ignoring their own terms and even entering into agreement with other companies that then undercut FS&Co. There are many letters dealing with the problem of Graetz's Era Company manufacturing Sunlight mantles which are sold to non-Welsbach licensed firms in the UK at lower prices than Welsbach allows its licensees to charge for the Welsbach mantles. Salomon seeks to counter this by organising a trade committee of Welsbach licensees.

<sup>9</sup> Appendix III lists the letters, their addressees and where possible, notes the main contents.

The Welsbach patent rights agreement imposed stringent conditions on sale of burners and mantles to foreign countries. Welsbach concentrates those benefits amongst its own companies, the Austrian Welsbach Company (whose shares are held by the English Welsbach Company) has a monopoly on all sales into Japan and China; the American Welsbach Company has a monopoly for all countries in South America. Salomon objects to these restrictions. He tries to obtain Welsbach consent to trade “imitation burners & mantles” into those countries where FS&Co are forbidden to sell Welsbach goods. He establishes a new purchasing arrangement with Richard Feuer of the Gasglühlicht Co. Schönberg, Berlin, cutting out the Welsbach link and ensuring that all products should be stamped ‘Falks’ and ‘Veritas’. He buys US patents from under the nose of the American Welsbach company, and ultimately buys out the Welsbach Company of Australasia. Finally, he decides that in order to compete with “*German Houses who are capturing the foreign market*” FS&Co must move from solely an Import/ Wholesale House to a manufacturer and thus builds a FS&Co manufacturing and assembly plant in England which is in operation in 1907.<sup>10</sup>

In April 1913 Viktor retires due to ill health. Salomon is listed as chairman in a meeting of 22<sup>nd</sup> July 1913. Six months later he is dead. Max Falk is elected Chairman. In business terms it is an important crunch point, as the entrepreneurial and administrative leadership of the firm moves over to the total control of someone who was (until then) simply and only a salesman!

At the start of World War I, still partly-funded from Germany, the FS&Co factories were classified as part German owned; they were thus confiscated under the penalties set out in the ‘Trading with the Enemy Act 1914’<sup>11</sup>. The link with Jean Stadelmann & Co. is severed. Bernhardt Thurnauer’s permanent position as director is declared vacant. In 1919, Falk, Stadelmann & Co. Ltd., as a British registered company, was able to buy the property back from the Custodian.

### **Falk Stadelmann & Co. between the wars**

In early 1919 the Veritas Incandescent Mantle works, 90,000 square feet of factory is opened in Garret Lane, Wandsworth on a 7 acre site. It is likely that the some of the fabrication machinery was that previously in the ‘British Mantle Factory’, but the new factory was noted for its modern automated machinery and a revolutionary technique of manufacture<sup>12</sup>. FS&Co pioneers the use of poster advertising and, later, drive-in trade counters. Branches are opened in Glasgow, Birmingham, Dublin, Newcastle-on-Tyne, Cardiff, Leeds, Liverpool and overseas, in the British colonies and dependencies.

Branches (from the FS&CO staff journal)



Head Office: Farringdon Rd London



Birmingham 1921



Glasgow 1905

<sup>10</sup> Thought to be ‘The British Mantle Works’ opened in conjunction with Feuer, but this needs confirmation.

<sup>11</sup> This prohibited trade with Germans resident in Austria and Germany. Property confiscated was later transferred to the Custodian of Enemy Property under the aegis of the Board of Trade.

<sup>12</sup> The author remembers being taken through this factory in the late 1930’s. The factory held giant machines that knitted the mantle fabric, like socks. These were automatically fitted onto fire-resistant porcelain bases, dipped into chemical solution and then passed through a furnace. The threads burnt away, leaving the chemical ash as the mantle.



Trade counter  
At Saffron Hill/Castle Street London  
(Previously The Golden Anchor, site of 1865 melee between British & Italian button and picture-frame and looking glass manufacturers. Saratino Pelizzioni accused of murder.)



Dublin 1927



Cardiff 1926



Leeds and Bradford 1930



Newcastle 1926



Manchester & Liverpool 1913

The Veritas Mantle Works enabled FS&Co to dominate the market but it was John Hassell's poster of a lamplighter with ladder over his shoulder breaking the street gas light, but not the mantle (subtitled "Not broken? It's a Veritas" and later simply "Blimey, it must be a Veritas") that gave force to the marketing.



Victor Falk had retired in April 1913 due to ill-health. Salomon Falk died in September 1913, of a heart attack whilst horse riding in Hyde Park. Max became Chairman and devoted his attention first to expanding Falk Stadelmann in the 1920s and then stabilising it during the depression of the early 1930s. In 1921/2 he visits New Zealand and Australia to establish new branches. The company, whose first swift growth had been achieved by buying other companies, now starts another bout of similar expansion as manufacturing subsidiaries such as Stoves (Gas Cookers), Ionlite (Fluorescent Signs) and the Wandleside cable works are brought into the fold. The practice of buying German licences was restarted; Falks obtained the rights of the sale in Great Britain, Northern Ireland and the British Colonies and dependencies of the German incandescent gas mantle patents of Neue Gluhlampen Gesellschaft of Dresden. The firm became the sole selling agents in South Africa of Orion lights manufactured by

Ungarische Woframlampenfabrik. Max had spent more than quarter of a century travelling extensively for Falk's. From a start-up staff of four the firm, by 1922, employed 2,200, by 1936, 3,000 and 78% of its products were of British manufacture and its capital value had grown to one million pounds, fully paid up.

In 1928, Falk, Stadelmann was floated on the stock exchange and became a public company. No reason for such a move is now apparent. In Germany, Jean Stadelmann & Co. has disappeared from the scene. By 1924 the business is taken over or merged with another and becomes Geppert & Stadelmann. This broke all previous personal connections, and Geppert claimed back the 'Thurnauer' investments made in Falk Stadelmann. The firm did not change after incorporation; its character remained that of a family firm and it continued to operate as such.

### **The Veritas & Efesca Progress: The FS&Co Staff Journal 1934 to 1939**

The Staff Journals of FS&Co. are typical of their time, seeking to inform, involve and extol the staff. They well reveal the character and atmosphere of the company. FS&Co. of the Thirties replicates social conditions before the First World War. The company is a curiously dated amalgam of Court, Family, Public School and Regiment. Commercial structure and job hierarchy seems rigid. Veritas Efesca Progress mixes articles on sales and technical issues; it stresses that FS&Co is a manufacturer, not solely a sales agent, but then lists branch sales successes. The role of the representative is given predominance with recognition that sales are transferring from the old-fashioned ironmonger to the building trade, and that electricity is catching up on gas. (Even as late as 1939 the British Industries Fair, at Castle Bromwich Birmingham the lighting "by electricity" is still deemed unreliable enough to require high power gas installed as a stand-by.)

Max Falk viewed the firm's progress, progress being the essence of his business philosophy, as covering three cycles; the first based on the Veritas Central Air Draft Device and the second on the incandescent Veritas gas mantle. The third, he identified as the Firm's move into electrical goods. FS&Co published two brochures, one in 1930 called '50 years of progress' and a second to coincide the Festival of Britain in 1951 rather unimaginatively titled '70 years of Progress'. Neither publication can now be found.<sup>13</sup>

### **Falk, Stadelmann after the Second World War**



Geoffrey, Hugo and Cecil  
on the front steps of 91 Farringdon Road

When Falks became a public company, Hugo Falk was made director, and in 1941 was appointed joint managing director with Gustav Falk. He became sole managing director in 1947 and Chairman in 1948. The running of the firm, under Hugo, moved to the next generation, Cecil, Geoffrey Falk and Walter Thurner, son of Louis. Following Falk tradition, Hugo's two abiding interests were the company and all who worked in it, and his family. It was Hugo Falk, Chairman, who would be met in the corridor of the directors' first floor, walking excitedly up and down, in shirtsleeves, snapping his red braces and muttering 'Business is so exciting'. (He also kept in his top desk drawer a book recording the number of sugar lumps each of his visitors required in their tea and coffee, thus ensuring that on the next visit he need not ask.)

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<sup>13</sup> But the subject matter is virtually summarised in an issue of Veritas-Efesca Progress

These were years of consolidation and more expansion both in the United Kingdom and overseas. The company was awarded the Royal Warrant for Electrical Appliances. Lavish electric light fittings showrooms were established, first in Mount Street, Mayfair and then in Proctor Street opened by the Conservative Prime Minister, Douglas Home. By the time of Hugo's death, 1962, the company consisted of nine factories, 23 branches and employed 3,300 staff and a large force of 100 sales representatives.

Falk, Stadelmann's activities remained wide-spread, possibly too wide, from gas mantles to oil lamps, switches, switch gear, cables, all kinds of lighting ... domestic, commercial, industrial, special display signs, etc. The firm had continued to expand for the first six decades of the 20<sup>th</sup> century. It successfully survived the two World Wars. It productively and profitably passed control from the first to the second generation of Falks. But many opportunities were lost, as there was no central commercial strategy. Valor, a competing company, could have been bought for little, but in the end itself bought Falk's own oil and gas factory, which was then sold on to the managers who had left Falk's gas mantle manufacturing works. A not so friendly approach was made by Thorn's, a large lighting firm, seeking to merge, and this one was rejected.

### **The Falks News Letters, 1956-1969**

In a curious way, as the earlier Veritas-Journals of the thirties illustrated how the character of the firm reflected its earlier pre-World War One social structure, so the 155 issues of the new Newsletters seem to record a company structure that would have been prevalent before World War Two. Those leading the firm had received their training pre-War and ran the firm as they had been taught. Progress and change during the war years was non-existent. The speed of change that made the 1960's so frenetic seems to have had little impact on Falks the firm. The firm reorganised, slowly, into independent divisions, each separate organisations and identified profit centres guided by the central holding company. In a time when the Wind of Change was to discard the Empire, Falks increasingly concentrated on maximising export sales to countries that, achieving independence, would inevitably turn elsewhere than to Britain as a supplier.

By the late 1960's FS&Co was failing; failing to meet the needs of the times; failing to recognise that opening the company to the stock market had made life more competitive and more dangerous; failing to recognise that values had shifted and new skills were needed. Suffering under the deadening influence of World Wars and excessive socialist taxation on enterprise, FS&Co further failed to take advantage of beneficial offers, and failed to use its commercial strength and backing capital. It would take no risks. Management control atrophied.

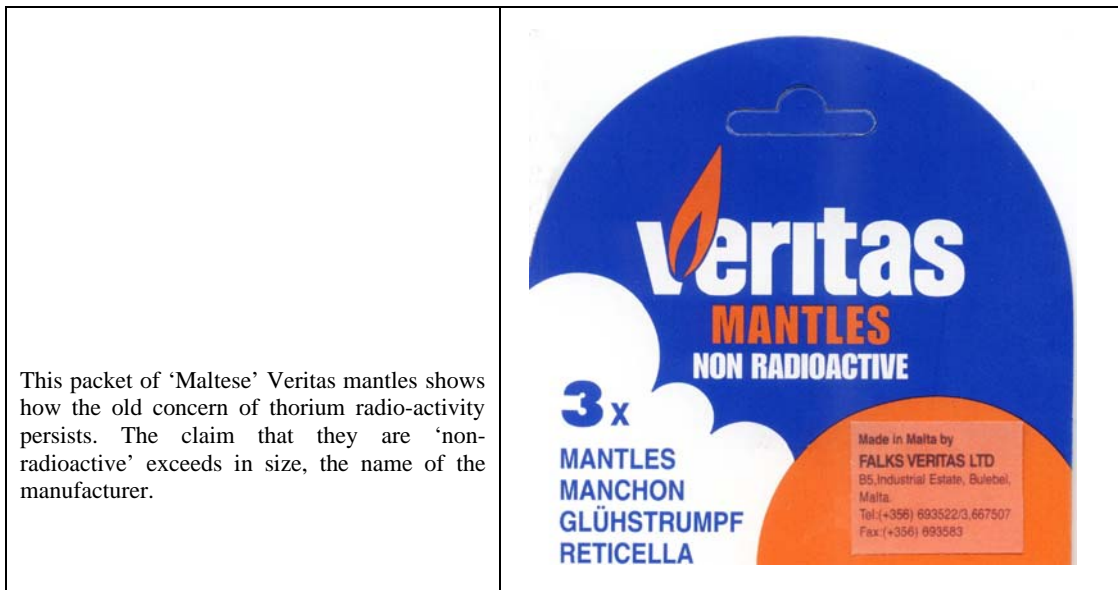
### **The demise of FALKS**

By the late sixties, the percentage number of Falks' shares held by family members ceased to be a sufficient block to maintain control. In 1970 a hostile offer to purchase was completed in the form of Jessel Securities Ltd. 9½% Unsecured Loan Stock 1995/2000 plus Jessel Securities warrants. Falks passed into the control of Jessel who quickly proved the asset stripper of his reputation. It turned out that Jessel had purchased the Falks' shares with funds loaned against the Falks' assets, mainly property; the cost of the purchase was then more than recouped by sale of branch freeholds. The firm was split up and sold. In 1962, after nearly eighty years, the firm's name had been changed to 'Falks<sup>14</sup>', Stadelmann finally disappearing into history. It is ironic that without the 'protection' of Stadelmann's (aka Thurnauer) name, it took only seven more years before Falks itself ceased to exist.

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<sup>14</sup> And almost immediately to 'Falk Industries'.

Within a couple of years, Jessel Securities were declared bankrupt due to the failure of its insurance division. It was a complete shock to the market and to Jessel shareholders. The shares were suspended and had no value, carrying with them the warrants that instead of bringing returns over time were also worthless, as was the Unsecured Loan Stock. By 1990, twenty years after the Jessel takeover, one of the group subsidiary companies, “Falks Veritas”, had passed through the ownership of four other companies. At the turn of the century, there remained only two small entities trading under the old name, Falks Veritas in Valetta, Malta and Falks, Lighting Importers and Distributors of Dublin, Ireland.



----- Original Message -----

**Sent:** Wednesday, March 08, 2006 11:21 AM

**Subject:** Re: Falk, Stadelmann history Graven-Stone edit

All Ok and may the Gods of word processing go with you.  
Brian

**Note:** As of March 8, 2006, the author and the Guild Secretary are in complete agreement on the contents of the article. This version is now “graven in stone”. Any additional changes should be addressed to the Guild Secretary. Unless they are of major import, they will be noted, but may not appear in published versions.

# S. FALK,

## 36, BASINGHALL STREET, LONDON, E.C.

### WHOLESALE PRICE LIST.

#### A.—OPAL GLOBES.

*(In Original Cases of 8 Dozen.)*

	Per doz.
	s. d.
German Pines, 6½-in. . . . .	4 3
„ Jets, 6½-in. (any fitting) . . . . .	4 0
„ „ 7-in. „ . . . . .	4 9
„ „ 7½-in. „ . . . . .	5 9
„ Comets, 7-in. . . . .	4 6
„ Shades, 10-in. (any shape) . . . . .	8 6
„ „ 11-in. „ . . . . .	9 6
„ „ 12-in. „ . . . . .	11 0
„ Callottes (per case of 120 dozen) . . . . .	1 6
„ „ (per case of 12 dozen) . . . . .	1 9
„ Comets, complete, in full cases, with coronets . . . . .	14 6
<i>(Not less than 12 dozen.)</i>	
Do. do. with patent holders . . . . .	15 6

**BEST FRENCH QUALITY—**

Pines, 6½-in. „ . . . . .	8 0
Jets, 6½-in. (any fitting) . . . . .	7 0
„ 7-in. „ . . . . .	8 0
„ 7½-in. „ . . . . .	9 0
7-in. Comets . . . . .	9 6
10-in. Shoulder Shades, for Gas or Paraffin . . . . .	9 6
11-in. „ „ „ . . . . .	10 6
12-in. „ „ „ . . . . .	14 0

#### B.—GAS CHIMNEYS.

	Per gross.
6-in. to 8-in., best quality . . . . .	14 0
9-in. to 12-in. „ . . . . .	16 0

#### C.—OPAL SHEET GLASS.

	Per sq. ft.
15-oz. pot (200 feet cases) . . . . .	4½d.
21-oz. „ . . . . .	6d.
15-oz. flashed (200 feet cases) . . . . .	5½d.
21-in. „ „ . . . . .	7d.

Articles A., B. & C., will be delivered free in London, Manchester, Liverpool, Leeds, Bradford, Newcastle-on-Tyne, Glasgow, Edinburgh, Dublin, and Belfast. If at least 3 Cases are ordered, to enable direct shipment, cases and packing free; breakage not allowed.

#### D.—GAS-BURNERS.

	Per gross.
	s. d.
Patent Enamel Regulators, Brass case, Lava top . . . . .	2 0
<i>(Or 4s. per gross in quantities of 25 gross)</i>	
Imitation Bronner Burners . . . . .	18 0
<i>(Or 16s. 6d. per gross in quantities of 6 gross)</i>	
Imitation Bronner Burners (economizers) best quality . . . . .	24 0
<i>(Or 22s. in quantities of 6 gross.)</i>	
<i>These burners will be stamped with any customer's name if 12 gross are ordered.</i>	
Alexandra Burners (Argand) . . . . .	10s. per doz. 108 0
<i>(Holders for ditto 7s. 6d. per doz.)</i>	
Alexandra Burners, complete with opal shade, cup, and chimney, in cases of 3 dozen . . . . .	Per doz. 30 0
<i>Above burners (D) will be delivered free anywhere in the Kingdom in quantities of not less than £5.</i>	

#### E.—SMOKE CONSUMERS.

	Per gross.
Terra Cotta Coronets . . . . .	63 0
Mica Coronets . . . . .	63 0
Callotte Coronets . . . . .	63 0
<i>The above assorted up to 4½.</i>	
Flat Mica Covers . . . . .	15 0
Chimney Mica Covers . . . . .	12s. and 15 0
<i>Mica Chimneys from 12s. per dozen.</i>	

#### F.—CARDBOARD SHADES & FRAMES.

	Per doz.
Argand or Fishtail Shades and Frames 12-in. . . . .	6 0
„ „ „ 14-in. . . . .	7 0
„ „ „ 16-in. . . . .	8 0
Ditto for open lights . . . . .	10 0
Billiard Shades, 1st quality . . . . .	10 6
„ „ 2nd „ . . . . .	9 0
„ Frames . . . . .	10 6
„ Burners . . . . .	18 0

#### G.—SPEAKING-TUBE FITTINGS.

	Per doz.
Cocus or Ebony Mouthpieces, round . . . . .	8 6
„ „ „ oval . . . . .	10 6
<i>Indicator 1s. extra.</i>	
¾-in. Speaking Tube 9d. per foot.	

Articles E., F. and G., Free, London.

Terms—2½ % Discount for Cash within One Month.

1882 original Salomon Falk Price List

**Appendix II: Ca 1900 Warehouse Report to Managing Director of Falk Stadelmann & Co. Ltd.**  
(from Salomon's Letter Book, and confirmed from 1900-1901 catalog)

"The following is a list of Petroleum Burners which we catalogue and sell

FLAT WICK BURNERS

Ordinary slip burners in 1/2", 3/4" and 1"  
American Eureka burners in 3/8<sup>th</sup>, 5/8<sup>th</sup>, and 7/8"  
Queen Anne burners in 3/8", 3/4", and 1"  
Windsor burners 5/8", and 7/8"  
American Hinge Burners, 3/8", 5/8", 7/8", and 1"  
Queens Burners, 1 1/2" wick  
Bijou Burners, 1/2" wick  
Gem Burners, 3/8" wick  
Gem Artic Burners, 3/8" wick  
2-line Night-light burners, 1/2" wick  
Eclipse Burners, 3/4" and 1"  
Victoria Burners, 1/2", 3/4", 7/8" and 1 1/2"  
Anucapnic Burners, 5/8", 3/4", 7/8", 1 1/4"  
American Sun Duplex Burners, 1" wick  
English Duplex Burners 1 1/2"  
Hurricane Burners 5/8", 7/8" and 3/4"  
Wedge Burners, 1" and 1 1/2"  
Convex Burners, 5/8"  
Calendar Burners, 3/8" and 5/8"  
Free Burner, 1/2" and 5/8"  
Dual Burners, 5/8" and 7/8"  
Diamond Burners, 3/8", 5/8" and 7/8"  
Silver Burners, 3/8", 5/8" and 7/8"  
Zenith Burners, 5/8" and 1"  
Barton Burners, 1/4", 3/8", and 5/8"  
Simplex Burners, 1" and 1 1/2"  
Chimneyless Ship Burners, 1" wick  
Price's Patent Chimneyless Burners, 1" wick  
Paragon Burners, 1 1/2" wick  
Liliput Burners, 1/16" wick  
Luna Burners, Benzoline wick  
Little Harry Night Light  
Eden Night Light  
Wanzer or Mechanical Lamp

ROUND WICK BURNERS

Wizard Burners, 10, 15, 16, 20, and 30-line  
Kosmos Burners, 5, 8, 10, 12, 14, 16, and 18-line  
Ophir Burners, 15 and 20 line  
Veritas Central Draught Burners, 20, 30, and 80-line  
Martin's Lamps, round wick, but composed of 2 flat wicks  
Mitrailleuse Burners composed of a quantity of small solid wicks, 10, 12, 16 and 20-pipe  
Reading Lamps, 12, 14, 16, and 18-line  
The Rochester Burners, Nos. 0, 1, 2, 10, round wicks

There are numerous kinds of round wick burners and central air draught lamps with different sizes and kinds of wick, which are far too many to mention here. 1/2", 2", 2 1/4", 2 1/2", 2 3/4", 3", 3 1/4", 3 1/2", 3 3/4", 4", 4 1/16", 4 1/4", 4 1/2", 4 5/8", 4 3/4", 5", 6", 8"

All these wicks are used for various kinds of flat wick Stoves, every maker using his own size. In addition there is a great number of round wick Stoves, for which special wicks are used, which we cannot specify here.

In conclusion, we beg to remark that there are a great many of various kinds of lamps and burners used for various purposes, such as miners lamps, van lamps, photographic lamps, Doctors' lamps, Light-houses, ships and Railways, which it is impossible for us to mention here."

**Appendix III:** The letters in Salomon Falk's Managing Director Books dealing with issues of interest to the Guild

**BOOK 1: Letters in English:**

**Selected interesting comments from letters :** (T = typed, in bold letters to Thurnauer)

Page	Date	To & Address	Subject & Extract
5	31 Dec 1892	Mr Clay Webb of Croydons	re: his new model lamps and adjustment to fit Falk's burners
12	8 Mar 1893	Mr Clay Webb of Croydons	Purchase of his specification 22514 of 8/12/92 re extinguisher (for Central Air Draught lamps). £105, £20 cash down & balance April, to include all foreign rights.
20	29 Apr 1893	<b>B Thurnauer Nürnberg</b>	"I propose we call our General Meeting in the course of the month of May & that we declare a cash divi of 20% on our share capital carrying forward the whole balance of profits to be dealt with next year. Pl let me know by return of post if you consent & oblige
25	15 Sep 1893	Mr Baines	"I think you should now have some of our stoves in your showroom, as I believe you could take orders for them from West End Houses. Our selling price is 54/- net and 56/- if with raiser & extinguisher. We will deliver the goods for you and allow you a special discount of 4/- a stove"
29	5 Oct 1893	<b>Thurnauer</b>	Your telegram to hand re automatic burners. As regards the flaps (shutters) which extinguish the flame, ?soon he must adopt for <u>all</u> his burners, no spring needed. At the same time give him to understand that this particular arrangement is our patent & that <u>nobody</u> but us in <u>Germany</u> or England must have it. I am going for a big game, viz <u>all</u> our burners to have safety Automatic Extinguishers to prevent loss of life and fires."
42	13 Dec 1893	<b>Thurnauer</b>	"Please write to (named people) for samples etc." "We are awfully busy & I hope we have a great result"
55	5 Dec 1893	Mr A. R. Gery, Vere St. solicitor	Re: infringement of FS&Co patent 11625 24/7/90 (lever or raiser for raising gallery in order to light lamp.)
112	23 May 1894	D.C.Defrice ( <i>?Defries</i> )	Order for mechanical lamps, includes sketch of disc.
132	2 Oct 1894	Mr Perry Gray	"...my partner (who resides in Germany)..."
158	9 Nov 1894	Jean Stadelmann	<i>(in a different hand)</i> order from a 'shipping house' for South Africa: electric lights, carbons etc. Asks JS to buy within price offered to FS&Co. as they can buy on the spot with profit for both.
174	14 Nov 1894	<b>Thurnauer</b>	Re Welsbach mantles, worries over Thorium content and patent.
178	15 Nov 1894	Apothecaries Hall	Welsbach mantle sent for analysis
180	20 Nov 1894	Mr Webb, an inventor	"If you like to call & see me I will give you once more 5 minutes, not longer to give you a chance of settling this amicably. But remember after paying you £100 for a useless invention you have neither moral nor legal right to enforce terms on us."
198	31 Jan 1895	<b>Thurnauer</b>	Enclose order draft "subject to sample being approved (so we risk little & they are bound to...I have seen the Sunlight Incandescent Co. They are serious...It is a red light. Meantime I ordered of Hariwitz 3 gross burners at 1/- each. We can sell these daily at 3/6 each.
240	9 May 1895	<b>Thurnauer</b>	"We have about £3,000 in the Bank & everything paid, so I think we can spare £1,000 now better than later on, to wipe off debentures. Enclosed cheque £3,000. Send us back certificates to be cancelled.
278	22 Jul 1895	<b>Thurnauer</b>	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
286	2 Nov 1895	Wanzer & Defrice (? <i>Defries</i> ) Patent Safety Lamp Manufacturers	FS&Co. take over their premises at 101 Farringdon Road (£17 rent p.a.)
<b>296</b>	<b>25 Nov 1895</b>	<b>Thurnauer</b>	Arranges trip to Nürnberg & Cannstadt (? Christmas break with Zerlina's family, the Pappenheimers)
<b>314</b>	<b>14 Jan 1896</b>	<b>Thurnauer &amp; Frischmann</b>	"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."
316	16 Jan 1896	Möeller (on Fuertlanger;s intro.)	"I was in Vienna a few weeks ago and saw ?Dillenous (probably "Deissler's") new Petroleum Incandescent Lamp. The lamp strikes me to be good and 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. In that case I should like to be in on the affair. You know what I mean, ground floor."
334	14 Apr 1896	Mr. Shel Drake	"...I am ready to start with you next Thursday for Berlin to introduce you to the Patentees of the new Incandescent Mantles, but in consideration of this introduction and my assistance I would require 1500 fully paid up shares in your Company..."
352(T)	5 May 1896	Editor Pall Mall Gazette	Long letter about the safety of lamps claiming it is the oil not the lamp that causes accidents... signed Fair Play
356	12 May 1896	Mr Reddich	"...could you tell me the cost of strengthening burned off mantles by dipping them in collodion. I believe I have a better method which does not clash with Rawson's patent.
389(T)	1 Jul 1896	Secretary, Petroleum Association	Translation of German statistics on lamp safety. "it is believed the population in villages & small towns are more careful with lamps than people of large cities where they rely on the Fire Brigade."
417	8 Dec 1896	A. R. Gery	re: Dr Hehrer and his mantles and a breach of Welsbach patents if it is possible to obtain pure Thorium (Scandium) free of Cerium. Thus (£20) tests are needed rather than paper specifications.
470(T)	10 May 1897	Leopold Meyer	Ends FS&Co monopoly contract with Universal Gaslighter Co. Ltd, Hamburg, for sale of electric lighters (Kröger's patent) in Great Britain and Ireland, and assigns future provision of 150,000 p.a. FS&Co, after buying 20,000, can manufacture themselves for a royalty of 6p each.
481	1 Jun 1897	Mr Cooke	re: his breach of copyright by use of FS&Co product photos in his catalogue.
490	9 June 1897	G.A.Seddon, New York	Re: Graetz's US Patent Applications 621775 of 3/2/97 Incandescent Petroleum Lamp. FS&Co trying to buy "if Welsbach do not" for £5,000 cash (including Canadian rights) involves Moeller in Germany.

### **BOOK 1: Letters in German**

(T = typed, \* are likely letters of interest, in **bold** are letters to **Thurnauer**)

Page	Date	To and address	Contents where noted
10	1 Mar 1893	Johannes Schneider, Leipzig	
<b>21*</b>	11 Sep 1893	Stadelmann & Co.	
<b>52*</b>	4 Dec 1893	Stadelmann & Co	re: supplies, Welsbach & 10% profit. Ends in English: "there is only one way, give them our lowest prices & if they are too dear let them buy where they like."
<b>66*</b>	13 Dec 1893	Müller	
84	24 Feb 1894	Freisnher	<i>(illegible)</i>

106	2 May 1894	Elrlich	
129	8 Sep 1894	Hermann Brerk: Vurwigsberg	
<b>139*</b>	<b>19 Oct 1894</b>	<b>Thurnauer</b>	
<b>159*</b>	<b>10 Nov 1894</b>	<b>Thurnauer</b>	
165	10 Nov 1894	Rodelfo Wdochke	
168	12 Nov 1894	C. F. Kindermann, Berlin	
<b>177*</b>	<b>14 Nov 1894</b>	<b>Thurnauer</b>	re shipping: Nürnberg & Strasburg via Calais
184	21 Nov 1894	C. F. Kindermann, Berlin	
193	29 Jan <u>1895</u>	Neue Gas Glühlicht Actien Gesellschaft, Berlin	<i>(in different hand) ? re: purchase (Richard Feuer's company)</i>
196	30 Jan 1895	“	
<i>(loose)</i>	9 Jan 1895	Herr Helffft	mentions Thorium
206	9 Feb 1895	“	re: Berlin & New York & lamp shades
<b>215</b>	<b>4 Mar 1895</b>	<b>Thurnauer</b>	
221	20 Mar 1895	Neue Gas Glühlicht Actien Gesellschaft, Berlin	<i>(Richard Feuer's company)</i>
<b>285*</b>	<b>1 Nov 1895</b>	<b>Thurnauer</b>	re Welsbach
288*	2 Nov 1895	Stadelmann & Co, Nürnberg	
292	8 Nov 1895	Harowitch	re: Clarkes Burners
<b>300*</b>	<b>28 Nov 1895</b>	<b>Thurnauer</b>	
<b>324*</b>	<b>17 Mar 1896</b>	<b>Thurnauer</b>	
<b>328*</b>	<b>31 Mar 1896</b>	<b>Thurnauer</b>	
329	2 Apr 1896	Robert Noa(?h), Berlin, SW	
331	13 Apr 1896	“	<i>(copy Kindermann) re: Knöfler</i>
332	14 Apr 1896	“	<i>(copy Kindermann)</i>
336*	16 Apr 1896	C.F.Kindermann & Co., Berlin	
345*	26 Apr 1896	Dr. Knöfler, Berlin	
346	24 Apr 1896	C.F.Kindermann & Co., Berlin	
347	24 Apr 1896	?Harowitz & Saafée, Berlin	
348	24 Apr 1896	Fitmar, Vienna	
350	24 Apr 1896	Helft	re: petroleum & patents
360	20 May 1896	“	re: Zapron
365	22 May 1896	Herr Doctor	
380*	9 Jun 1896	Dr Knöfler, Berlin	
381*	17 Jun 1896	Carl Karfinkelstein, Berlin	
393	8 Jul 1896	C.F.Kindermann & Co, Berlin	
415	30 Nov 1896	Helft	
421	14 Dec 1896	Willey	
435	23 Dec 1896	Robert Noa, Berlin	re: patents
437	28 Dec 1896	“	
441	30 Dec 1896	Le Nilley (or ?Willey again)	
443	31 Dec 1896	Robert Noa, Berlin	
449	2 Jan <u>1897</u>	Robert Noa, Berlin	
453	20 Mar 1897	Braundhold & Co., Berlin	
465	7 Apr 1897	C.F.Kindermann & Co., Berlin	
465	24 Apr 1897	Herr Graetz, Berlin	
469	8 May 1897	Herr Grätz, Berlin	
474	12 May 1897	Herr Graetz, Berlin	re: patent
476	22 May 1897	“	
478	28 May 1897	“	
486	2 Jun 1897	Universal Gas Lighter Company	
488	8 Jun 1897	Herr Graetz, Berlin	

## BOOK 2: Letters in English

Selected interesting comments from letters : (T = typed, in bold letters to Thurnauer)

Page	Date	To & Address	Subject & Extract
23(T)	20 Jun 1898	Bernard Wright	re: Petroleum Committee recommendations on lamp safety.
<b>44*</b>	<b>30 Jun 1898</b>	<b>Thurnauer</b>	Encloses private cheque for £240 being 10% commission on sale of Graetz Era lamp(s). "...they had £12,000 in cash and will get £3,000 in shares as well on which I also get 10%. I do not pass this through the books of FS&Co for various reasons. I explained this to Louis and he is satisfied. I simply divide the £1200 into 5 parts and each of us gets £240 – though I deserve more. Besides we get 5% on all goods supplied by Graetz to Welsbach or Era Co. This already amounts to over £100 ...so altogether I don't think I have done so badly out of Graetz."
49	1 Jul 1898		Obtains 50 fully paid up shares in the Era Incandescent Oil lamp Co.
114	15 Dec 1898	Mrs Graetz	"I think I know of a nice and I believe very good thing, which would be v. suitable for you in case you are open <u>yourself</u> to take up some business ... I have not mentioned this to <u>anybody</u> ."
<b>125</b>	<b>5 Jan 1899</b>	<b>Thurnauer</b>	Cheque for £523 10s dividend on Pref. Shares and 2 small cheques for Guiterman and Friedmann – pl credit their accounts. Louis' cheque I also credit to his account."
134	13 Jan 1899	Walker & Hall	Gift for Ernst Thurnauer in Paris
139	16 Feb 1899	Guissepe	<i>(in French)</i> for 2 pictures, cheque for 600 marks in your favour on the Bank of Italia, "salutations also from Mad.(am) Falk."
151(T)	17 Feb 1899	Mr F.S.Worth of Acetylene Illuminating Co. Ltd.	<i>(Ref SF2)</i> re: Acetylene Purifying Co. SF joins Board, receives share issue of 2/5 (Worth receives 2/5, Fluerschein 1/5) relates to a Mr Frank patent.
157(T)	28 Mar 1899	A. R. Frank	Contact through Dr. Döllner of Charlottenberg
<b>193</b>	<b>18 Sep 1899</b>	<b>Thurnauer</b>	"Balance sht. Not as good as first thought due to a stocksheet error of £1500...also half of Louis' Australian experience written off...other half this year...but position is <u>very</u> sound £123,171 assets against £19,000 debts ... will invest £5000 every year for the next 3 years towards our Building project.
280	22 May <u>1901</u>	M. de Fonblanque	R a Mr Rubenstein of Berlin, patentee of a new lamp.
286	-	Professor Lewis	Re: Acetylene Purifying Syndicate: "a company that did not turn into a success"
324	25 Jul 1901	A. R. Gery	Cheques enclosed for SF, VF & LT for shares in Manganese Syndicate.
351	19 Dec 1901	A. R. Gery	Continental Inc <sup>d</sup> Gas Co. "The Wizard Gas Leak Detector is copyrighted by our Catalogue No 119, page 564 but their sketch is not exactly ours ...there is every likelihood of us having to pay our own costs even if we are successful & I therefore think that it would be safer to go on the patent alone."
354(T)	4 Jan <u>1902</u>	Baxendale & Co Brassware purveyors	"... the various Welsbach companies have binding agreements amongst themselves not to compete with each other in certain markets. South America for instance has been conceded to the American Company and although they hold no patent in a country like Uruguay, we are absolutely forbidden to send Welsbach goods to Montevideo. The same applies to the East, there is no patent in Japan or Shanghai, & yet the Austrian Co. by agreement have the sole right to sell in these places. As the English Welsbach Co. holds the Austrian shares there is some reason there why they should protect the Austrian

			Co. Should your enquiry refer... to Egypt, the Austrian Co. also have the monopoly there... By our agreement with the Welsbach Company we are absolutely forbidden to do an export trade. I have been trying for some time to get this rule altered or omitted and on 1 <sup>st</sup> April shall insist upon it
356(T)	4 Jan 1902	The Welsbach Incandescent Gas Light Co. of England	"We beg to thank you kindly to inform us whether there is no alteration as regards that clause of our agreement with you that your goods must not be sold for export. We have had repeated enquiries lately for Welsbach burners & mantles from foreign countries where no Welsbach patent rights exist at all... We further beg to ask you kindly to inform us also whether there is any objection on your part if we sell imitation burners and mantles in foreign countries. If we are banned from selling your own we should at least have the right to sell others. In the meantime the foreign market has been thoroughly captured by German houses, and we see no reason why we should not be allowed to compete."
363	25 Jan 1902	M. de Fonblanque	re: obtaining the Era Lamp for FS&Co.
389	13 Feb 1903	A. R. Gery	Buys shares in the Era Lamp Co. £530
394	3 Apr 1903	A. R. Gery	Confirms contract with Era Lamp Co. can be carried out £1100.

## **BOOK 2: Letters in German**

(T = typed, \* are likely letters of interest, in **bold** are letters to **Thurnauer**)

Page	Date	To and address	Contents where noted
6	8 Jun 1898	Herr Gutmannn	
7	8 Jun 1898	Herr Horowitz	
<b>9*</b>	8 Jun 1898	Herr Graetz, Berlin	Mentions L Thurnauer, contract, patent & profit on the lamp
<b>11</b>	<b>9 Jun 1898</b>	<b>Thurnauer</b>	
<b>18*</b>	17 Jun 1898	Herr Graetz, Berlin	re: Era and Acetylene, mentions "gasometer in England"
<b>29*</b>	23 Jun 1898	Ehrich & Graetz, Berlin	re: payments
<b>30*</b>	23 Jun 1898	Herr Graetz, Berlin	Ends inviting him to Henley Regatta on 5/7
<b>36*</b>	25 Jun 1898	Herr Graetz, Berlin	Mentions America and patents
<b>39*</b>	29 Jun 1898	Ehrich & Graetz, Berlin	re: Era Lamps & Welsbach Co.
<b>51*</b>	1 Jul 1898	Herr Graetz, Berlin	Re: shares, patents & payments, again mentions gasometer
59	5 Jul 1898	L Rudolph ???	
70	13 Jul 1898	Herr Graetz, Berlin	
74	15 Jul 1898	Ehrich & Graetz, Berlin	
<b>82*</b>	9 Sep 1898	Ehrich & Graetz, Berlin	
87	7 Oct 1898	Alfred Schoerer, 27 Leadenhall St.	
<b>89*</b>	<b>19 Oct 1898</b>	<b>Thurnauer</b>	
<b>91*</b>	19 Oct 1898	Herr Graetz, Berlin	
95	20 Oct 1898	Ehrich & Graetz	re: 1,350 Era shares
98	26 Oct 1898	"	"
<b>105</b>	-	<b>Thurnauer</b>	
108	30 Nov 1898	C.F.Kindermann & Co., Berlin	re: Dr Knöfler
<b>118*</b>	29 Dec 1898	Directors Bankanstadt, Stuttgart	Encloses £20 for 400 marks to be paid to Adolf Falk in Hochberg
120	29 Dec 1898	Adolf Falk, Hochberg	Note confirming 400 mark payment
<b>126</b>	<b>7 Jan 1899</b>	<b>Thurnauer</b>	Re: cheques of £475, £500 & £600. Winkler,(Schick) & Kindermann.
140	18 Feb 1899	? Linburn	Mentions Zerlina
142	18 Feb 1899	Directors Bankanstadt, Stuttgart	400 marks for Adolf Falk

<b>146*</b>	<b>10 Mar 1899</b>	<b>Thurnauer</b>	re: Bank arrangements
<b>165</b>	<b>3 May 1899</b>	<b>Thurnauer</b>	Mentions “airspray”, acetylene and “poker markers”
<b>171</b>	<b>11 May 1899</b>	<b>Thurnauer</b>	<i>(in another hand)</i> mentions Jubilee Consols, the Queen’s Jubilee and “poker chips”.
<b>176</b>	<b>11 May 1899</b>	<b>Thurnauer</b>	
184	30 Jun 1899	Secretary Raynes Park Golf Club	Salomon resigns, no reason provided
<b>188</b>	<b>12 Jul 1899</b>	<b>Thurnauer</b>	<i>(virtually illegible)</i>
195	12 Oct 1899	Frau Gräfin	re: South Africa and a Miss Jackson
<b>197*</b>	<b>8 Nov 1899</b>	<b>Thurnauer</b>	
210	22 Feb <u>1900</u>	Directors Bankanstadt, Stuttgart	1600 marks credited to Fanny Falk in Hochberg
214	23 Mar 1900	Directors Bankanstadt, Stuttgart	1000 marks credited to Fanny Falk in Hochberg
<b>215*</b>	28 Mar 1900	Möeller, of the Welsbach Co. London	<i>(virtually illegible)</i> re: Welsbach
<b>227*(T)</b>	12 May 1900	Herr G Buhlmann, Berlin	<i>(first ref SF3)</i>
<b>229*(T)</b>	<b>12 May 1900</b>	<b>Thurnauer</b>	re: Buhlmann
234	4 Jul 1900	F. Theodor Werner	
<b>240*</b>	14 Jul 1900	C.F.Kindermann, Berlin	re: Sunlight Shares
<b>269*</b>	1 Apr <u>1901</u>	Ehrich & Graetz, Berlin	Mentions 1897, Moeller & Welsbach Co. and 35 Karl Strasse Cannstadt
<b>274*</b>	16 Apr 1901	Ehrich & Graetz, Berlin	Re Era Co. and discrepancy in supply of mantles to Welsbach (16,000 not 20,000 claimed) and resulting impact on share value.
295(T)	21 Jun 1901	Workmeister, Cannstadt	<i>(signed by Albert Pappenheimer)</i>
<b>298*</b>	1 Jul 1901	Hildebrandt	Re: Auer Co. <i>(produced the Welsbach mantles coated with rare earth compounds)</i>
301	2 Jul 1901	Frau Gräfin	
303	3 Jul 1901	C. Keller	<i>(see Book 2: English p. 305)</i>
307, 315	8,12 Jul 1901	“	<i>(both virtually illegible)</i>
<b>327*</b>	7 Oct 1901	Herr Max Graetz, Berlin	re: Era Co, Moeller & Welsbach patents
<b>332*(T)</b>	<b>12 Oct 1901</b>	<b>Thurnauer</b>	
369	29 Sep <u>1902</u>	Schwintzer & Graeff, Berlin	
<b>370*</b>	<b>1 Oct 1902</b>	<b>Thurnauer</b>	
<b>375*</b>	20 Oct 1902	Herr Graetz	Mentions Moeller, de Foullanque & Era Co.
<b>377*(T)</b>	27 Oct 1902	Ehrich & Graetz	
<b>378*</b>	3 Nov 1902	Herr Graetz, Berlin	re : Era Co. and shares
402	22 Nov <u>1904</u>	Herr Blank	
403	24 Nov 1904	Ferd. Hochfeld, Bruxelles	
404	6 Dec 1904	Directors Bankanstadt, Stuttgart	100 marks for Adolf Falk
<b>405*</b>	6 Dec 1904	Schultheiss Alberht, Hochberg	100 marks. <i>(This is the first of the Falk Brothers ‘Christmas monies’)</i>
<b>406*</b>	19 Dec 1904	“	50 marks each from Max and Victor, <i>(plus a further 50 marks unattributed.)</i>
407	22 May <u>1905</u>	Isador	
<b>410*</b>	22 May 1905	Directors Bankanstadt, Stuttgart	500 marks for Frau Davis Israel, Hochberg <i>(Salomon’s sister Pauline)</i>
415	12 Feb <u>1906</u>	Richard Feuer	Must sell to Falks and not others <i>(see English Letters, Book 3 page 415)</i>

### **BOOK 3: Letters in English**

**Selected interesting comments from letters : (T = typed, in bold letters to Thurnauer)**

Page	Date	To & Address	Subject & Extract
<b>13</b>	<b>16 Dec 1899</b>	<b>Bernh. Thurnauer</b>	Transfer of 15,000 shares
19(T)	9 Oct 1899	Director General of Stores, India Office, Whitehall	Sale of Methylated Spirits imported from Hamburg

66	22 Dec 1899	Mr Foutlangne	Re: oil lamp trade being killed off by electricity and incandescent gas
80(T)	22 Mar 1900	Dr. Otto Hehnor	Sample mantle enclosed made with 3% cerium for checking "amount of light they give"
82(T)	30 Apr 1900	Redfern & Co, solicitors	Complaint by Veritys at use of Veritas name as too similar to theirs. SF claims: 1. FS&Co "have stocked electric appliances for many years", but agrees not to use Veritas name for electrical goods. "Veritas name registered Nov 1885 in Class 15 for Glass Globes and shades"
116	28 Jul 1900	Lloyd & Hardy	Encloses shares in Sunlight owned by Dr. O Knöfner (6,750) of Berlin & Dr Rudolf Homberg (750) of Charlottenberg. Victor to arrange sale on instructions from owners.
118	13 Sep 1900	Mr Gitch	Re: selling mantles at 3/- doz to the trade and need to sell cheap Sunlight mantles on the market to compete and allow FS&Co to sell them ( <i>currently not permitted under Welsbach licence</i> )
119/20	9 Sep 1900	( <i>illegible</i> )	Arrangements for fixing ( <i>rigging</i> ) wholesale mantle prices
124	none	none	"Max & Victor have the <u>active</u> management of the business & without them I can do nothing"
127	6 Oct 1900	Mr Peters Welsbach Co. Ltd. York St. London	Encloses 2 sample burners for approval at 62/- free Berlin, quite net. First 10,000 to be delivered in 4 weeks
150	2 May 1901	Mr Brooks	re: Welsbach terms mtg with Peters. No more wholesale agents to be appointed. Better terms to Traders rather than Wholesalers not to be permitted 33 1/3% & 2 1/2% disc in place of 30% & 5%. "The latter means 1 1/2 % to us , but I am doubtful if I can get it. It would mean nearly £2000 to them as they do abt £120,000 a year through wholesale agents."
181(T)	9 Jul 1901	Welsbach Incadescent Co. Ltd	re: supply of Magnesium rods
223	19 Sep 1901	Mr. Retallack	Re: SF's "friend" Zemplimer "who seems again to have several inventions, whether good or bad I cannot say. He mentions something of a cast iron press for milk or flour puddings, which he would like to show you."
224	19 Sep 1901	Baxendale & Co. Manchester	Complains that Welsbach will allow agents to sell inferior Sunlight mantles at 4 1/2d "leaves us no margin". "They merely keep the Sunlight on to sell to more agents, i.e. infringers, either to kill their trade or to prevent them to get them from Germany, but for the present it is quite impossible to argue with Welsbach Co....The 1893 Patent must be decided sooner or later when perhaps they will adopt a less independent attitude."
226(T)	23 Sep 1901	Welsbach Incandescent Co. Ltd.	Formal complaint about their Sunlight mantle policy
233	23 Sep 1901	John Mitchell, Brit. Consul General at St. Petersburg	FS&Co intend to open up trade in Russia for English Lamps and gas fittings and seek rep. who can also speak French and German. FS&Co have a man of German nationality (Ludwig Brüll) & Jewish (known in Russia to be a great drawback). FS&Co. can get German passport but need permission from the Petersburg Foreign Religions Department.
260	11 Oct 1901	Welsbach Incandescent Co. Ltd.	Advising of a burner stamped with their name but not theirs and advising they take legal action in the UK
277	28 Oct 1901	Mr Cook, Elife Palmer & Co.	Complaining customers can get 5% discount for cash payments, FS&Co only offers 2 1/2%. Suggests Palmer & Co. alter their terms.
288	7 Nov 1901	James Milne & Son	Advises that Welsbach have agreed to withdraw

		Milton Works Edinburgh	Sunlight mantles selling at 4½d or 3 for 1s (undercut FS&Co.'s price of 7½p each)
312	10 Dec 1901	A. R. Gery	Action to be taken against Continental Gas Light Co. for infringing FS&Co. patent rights
320	17 Dec 1901	Mr G Tucker esq.	"The burner we supplied was a Welsbach with Bypass the price of which is 5/- ea less 20%, but for an order we can allow 25% off. This does not include the chimney & shade which are 18/4 a doz net. If what you have already fixed are Welsbach Burners, we can alter them to our system at 1/- a doz.
333(T)	8 Jan 1902	Baxendale & Co	Points out that the English Welsbach Co. sold their patent rights in Australia to the Australian Incandescent Co. who will now protect that patent against importation of Welsbach goods made under licence in the UK. <i>(FS&amp;Co later bought this Australian Co.)</i>
340(T)	13 Jan 1902	Directors of Gas Specialities Ltd (of Farringdon Road	Advising that their predecessors ( Incadescent Accessories Co. Ltd.) were selling a chimney with lateral air holes infringing a patent No. 2679/1895 of FS&Co's principals, Schott of Jena
346(T)	14 Jan 1902	New Export Incandescent Light Co	ditto
348	14 Jan 1902	Dalston Incandescent Supply Stores	ditto
350	3 Apr 1902	Louis Thurnauer	"We safely returned 2 days ago" Re: patents, products, terms and licences. Seeking alternatives to Welsbach. Lowest poss. Price for 500,00 to 1m. mantles a year. Also obtaining magnesium rods from Fletcher & Hildebrandt
378	30 May 1902	George Brooks of S. Gratrix Junr & Bro. Ltd.	Re: possibility of breaking with Welsbach as provider
388(T)	10 Jun 1902	Welsbach Incandescent Light Co. of England	New Licence signed and sealed
411(T)	9 Jul 1902	Ditto <i>(part illegible)</i>	In defence of licence and FS&Co as licensee asking Welsbach to take action against Vivid Mantle Co. and Incandescent Trust Ltd
415(T)	12 Jul 1902	Richard Feuer	Complaint about Feuer selling mantles to others after his promise to keep them in FS&Co hands.
428	24 Sep 1902	Thurnauer <i>(in English)</i>	(Answering his of 21/9) re: expenses and costs of the electrical depart. & 5% div. on ord. shares. Capital to be increased next year – "it costs money and there is always time for it" On property £32,000 for new bridges, £2,000 for internal alterations. Victor's pencil note (letter 18/9/02) refers to Arbitrator's fees, a £25 salary. "They want more, but I consider it enough. We are busy and have plenty of orders. As regard mantles: price of 15d pf is no good. We buy at 14½d pf anywhere...For the present Feuer keeps us going. He delivers now from 8-10,000 a day which is sufficient...Beck's agent was here & told me that he has 10% com. – so Beck has not given you his lowest price – his mantle is not A1 & his price not tempting, so please for the moment drop him as we shortly have to make totally different arrangements for which I must come over to Germany myself."
436	14 Oct 1902	Austral Asian Welsbach Co.	Seeking licence to sell Veritas mantles in Australia
443	20 Oct 1902	Brüll	Letter to salesman trying to open up Indian market and commiserating with the difficulties
445	23 Oct 1902	Welsbach Co. London	Enclosing quarterly royalty cheque of £126.12.11
454	24 Oct 1902	ditto	Recording that Welsbach will be terminating FS&Co's licence by 8/11 when a new royalty licence will be required
459	24 Oct 1902	V.M. Fabriken von	Sketch of lamp

		Haller & Co., Berlin	
465	12 Mar <u>1903</u>	Herr Müller	Sketch of burner
474	3 Apr 1903	Yarve & Loader, solicitors	Seeks meeting with Counsel to discuss threatening letter from Moffats Lamps, and Lucas specifications.
487	18 Jun 1903	Ellis & Openshaw, FS&Co customer	re: FS&Co granting indemnity against action by Welsbach as Veritas mantles do not infringe the Welsbach licence. Also refers to “thorium, the price of which has doubled in the last 6 months and the price of good mantles will go up as soon as the season begins.”

### **BOOK 3: Letters in German**

(T = typed, \* are likely letters of interest, in **bold** are letters to **Thurnauer**)

Page	Date	To and address	Contents where noted
3	2 Oct <u>1899</u>	Herr Graetz	
5	2 Oct <u>1899</u>	G.F.Kindermann & Co	Representative/Agent/Lawyer in Germany
<b>9*</b>	<b>? 1899</b>	<b>Thurnauer</b>	
8	4 Oct 1899	Willy	
<b>13*</b>	<b>6 Oct 1899</b>	<b>Thurnauer</b>	
17(T)	7 Oct 1899	R Frister	
23/24/25(T)	10 Oct 1899	Richard Feuer	German Manufacturer
<b>26*</b>	<b>12 Oct 1899</b>	<b>Thurnauer</b>	
28	12 Oct 1899	G Skaruppe	
35(T)	16 Oct 1899	Petroleum Gluhlicht 24 Sebastian Strasse, Berlin	
47	4 Nov 1899	Georg Dollman	English patent
<b>53*</b>	<b>18 Nov 1899</b>	<b>Thurnauer</b>	<b>Celuloid tubes (inc. diagram)</b> 'I think the maker of these has us'
55(T)	18 Nov 1899	Richard Feuer Berliner Gasgluhlicher Gesellschaft (BGG)	Patents
<b>57*</b>	<b>20 Nov 1899</b>	<b>Thurnauer</b>	
59(T)	20 Nov 1899	R Frister	<i>(illegible)</i>
60(T)	20 Nov 1899	Georg Doellner	
73	27 Feb <u>1900</u>	Kindermann	
<b>73*</b>	<b>9 Mar 1900</b>	<b>Thurnauer</b>	
88(T)	16 May 1900	Dr Georg Doellner	
90(T)	16 May 1900	G Buhlmann	
93	29 May 1900	Schott & Glenossen, of Jena	
98/99	20 June 1900	Dr Knoller	<i>(not in SF handwriting)</i>
102	25 Jun 1900	Kindermann	
105	28 Jun 1900	Ahrendt & Co	
106	? Jul 1900	Kindermann	Re Sunlight
<b>108*</b>	<b>10 Jul 1900</b>	<b>Thurnauer</b>	<b>£500 &amp; (26/7/05) 740 shares in New Sunlight Incandescent Co Ltd</b>
111/112	Jul 1900	Marquardt, Stuttgart	Long document re Welsbach shares <i>(not in SF handwriting)</i>
114(T)	14 Jul 1900	Dr. O Knöfler & Co Berlin	Welsbach shares
<b>117*</b>	<b>Jul 1900</b>	<b>Thurnauer</b>	<i>(one sentence in English)</i> <b>“Business here alright, I think we are doing well this year”</b>
125	5 Oct 1900	Ahrendt & Co	
130*	2 Nov 1900	Nürnberg	
134	5 Nov 1900	Ehrich & Graetz, Berlin	Re Welsbach
140	23 Mar <u>1901</u>	Ernst Hildenbrandt, 8 Flora Strasse, Berlin	
141	23 Mar 1901	ditto	
143	16 Apr 1901	Dr. O Knöfler & Co	

144	16 Apr 1901	E Hildenbrandt	
145	18 Apr 1901	ditto	
146	18 Apr 1901		
161(T)	5 May 1901	Dr Frank, Charlottensberg	New terms of sales for goods to New South Wales, New Zealand, Australia, Cape of Good Hope, Natal & India
168	28 May 1901	Dr. Frank	
180	9 Jul 1901	E Hildenbrandt	
203	22 Jul 1901	E Hildenbrandt	Re: Welsbach order for 2 million rods
208	5 Jul 1901	E Hildenbrandt	
225	19 Sep 1901	Zempliner	Inventor
230	27 Sep 1901	E Hildenbrandt	
253*	7 Oct 1901	Weng, At Cannstadt	Refers to 8 Earls Court Square
254	7 Oct 1901	Paul Kowalsky, Berlin	
268(T)	18 Oct 1901	Paul Kowalsky, Berlin	
294	25 Nov 1901	Schott & Glenossen	Marked private, re patents
294	2 Dec 1901	Hirschorn, Berlin	? re licences
299	2 Dec 1901	E Kindermann	Mentions: Novelty Manufacturing Co, John Harper & Co, Birmingham (baffle plates & Peerless), Leakey Aluminum Co. of 127 Farringdon Road and Ideal Mfg Co. of Detroit.
308*	5 Dec 1901	Jean Stadelmann & Co, Nürnberg	Re licences & patents ( <i>not in SF handwriting, but signed</i> )
317	16 Dec 1901	?	
321	19 Dec 1901	Hildenbrandt	Orders & discounts
<b>329</b>	<b>1 Jan 1901</b> <i>(sic)</i>	<b>Thurnauer</b>	<b>Mentions Friedmann, encloses cheque for pref. share dividend</b>
341	13 Jan 1902	Hildenbrandt	
353(T)	19 Apr 1902	A Graetz of Kramer & Graetz, Dresden	
358	3 May 1902	Martin Schneider, Leipzig	
363(T)*	15 May 1902	Richard Feuer, Gasglühlight Co. Schönerberg, Berlin	Possible first arrangements for manufacture of mantles for Falks sale in UK
366(T)*	14 May 1902	ditto	
369(T)*	16 May 1901	ditto	
371(T)	27 May 1902	Ernst Hildenbrandt	
372(T)*	27 May 1902	Richard Feuer	
374	28 May 1902	Ernst Hildenbrandt	
375(T)*	28 May 1902	Richard Feuer	Ordering VERITAS & SUPERIOR VERITAS incandescent mantles under licence from The Welsbach Incandescent Gaslight Co and to be marked: "Manufacture in Germany by The Veritas Lamp Works"
379(T)*	31 May 1905	ditto	
381(T)*	2 Jun 1902	ditto	re: VERITAS EXTRA QUALITY and VERITAS XX mantles
383	7 Jun 1902	ditto	re: Numbers and discounts
389	13 Jun 1902	ditto	re: Licence with Welsbach for Great Britain
391(T)	13 Jun 1902	Schwintzer & Graeff 18 Sebastian Strasse, Berlin	<i>Manufacturer of the Patent-Royale-Lampe burner patent 1886 known as the Veritas in England.</i>
393 (T)	13 Jun 1902	J.C.Spinn & Sohn ActienGescellschat vorm	
396	19 Jun 1902	Richard Feuer	
398	23 Jun 1902	ditto	
400	24 Jun 1902	Brainistein	
402	25 Jun 1902	Richard Feuer	re: Era Mantles

404	27 Jun 1902	Schott & Genossen, Jena	re: Patent ( <i>not in SF handwriting</i> )
407	2 Jul 1902	Richard Feuer	
409	5 Jul 1902	ditto	
413	12 Jul 1902	ditto	
417	12 Jul 1902	Müller	re: _Plox and Veritas lamps
<b>425</b>	<b>18 Sep 1902</b>	<b>Thurnauer</b>	<b>re: Feuer and mantles</b>
430	7 Oct 1902	Richard Feuer	re: Welsbach
432	8 Oct 1902	ditto	
434	11 Oct 1902	ditto	
446	24 Oct 1902	ditto	
451	24 Oct 1902	Schott & Genossen, Jena	re: Patents
454	24 Oct 1902	Richard Feuer	re: Royalties
458	24 Oct 1902	M Fabriken, Haller & Co. Berlin	Contains sketch of oil lamp
465	12 Mar 1903	Müller	Contains sketches of burners
467	13 Mar 1903	Winkler	re: Patent 23222/1900
469	19 Mar 1903	Richard Feuer	re: Welsbach licence
471	19 Mar 1903	ditto	
489	3 Nov 1904	ditto	<i>(illegible)</i>

### **BOOK 4: Letters in English**

**Selected interesting comments from letters : VF: Victor Falk, LT: Louis Thurner)**

Page	Date	To and address	Contents where noted
1	21 Dec 1891	VF to Salomon	Reports Moeller buying shades and complaining of breakage percentages.
6	1 Jan 1892	VF to Salomon	Sch. & Graeff should adopt longer wicks. Complaints about the Prismatic lamp with short wick..runs out of oil. £500 cash today.
8	5 Jan 1892	VF to Salomon <i>(John Falk notes: FS&amp;Co were still buying Burners from Sherwoods in the 1950's)</i>	Redmann here, he will most likely make the Caliope lantern, also Silber Burners. He will also make the Veritas Back lamps <u>in every respect equal</u> to Sherwoods at 3/- per doz cheaper & free London... We have been summoned again about cases in the street. Gery will defend
21	11 Jan 1892	VF to Salomon	Yrs of 8 <sup>th</sup> & 9 <sup>th</sup> to hand. Re New Wonder Lamp by New Stove. I bought a Latin dictionary & enclose a selection of words from which you will have no difficulty to select the best for the new lamp... "The business about our empty cases came on yesterday... Gery defended & attributed everything to the Xmas holidays & the fog. We got off without a fine. New Cathedral Stove from Martin, price 9/- against Harpers 11/-. I am negotiating the exclusive sale of this pattern.
27	15 Jan 1892	VF to Salomon	Shades patent for Veritas Extinguisher has been granted. How will you deal with same, through G.M. Thurnauer or Patent Agent.
34	17 Jan 1892	VF to Salomon	The stoves he illustrated (Riegeman) are made in Ghent (Lampe Belge). Cash today £425.
61	10 Jul 1895	LT to Pearse, Bradford	re: Globes and fittings
101(T)	12 Apr 1899	VF to William Eyre & Nephew	Setting out agreement terms for representing FS&Co by securing orders from exporters in Liverpool & Manchester, to exclude trade with Australia & New Zealand and India and South Africa if local agents appointed in the latter two. On all orders 5% commission on nett, payable every 3 months 3 year agreement Direct business to have 5% in place of 2½ % discount. All prices subject to 50% trade discount and 2½% for cash

			5% charged in advance for brass items and Austrian chimneys, 10% on German chimneys and shades.
143	30 Mar <u>1903</u>	VF to Crossling & Co	“Are you still exclusively bound to the Welsbach Company? We should very much like you to stock the Veritas mantles and...we will give you exceptional prices.
172	7 Jun <u>1904</u>	VF to The Incandescent Supply Agency	Confirms that FS&Co are still selling Welsbach, Kern & Sunlight mantles & burners.
198	17 Mar <u>1905</u>		VF refers to “our telephonic conversation of this morning.” <i>(After a few letters the book ends on 29 Nov 1907)</i>