

LETTER 28

June 25th 1904

Messrs Pulsometer Engineering Coy Ltd
READING, ENGLAND.

Dear Sirs,

Your Post-Card to hand re Ice machines. I regret not being able to do business in these up to the present. I showed your circular to many Butchers and Dairymen and they all realised the use and benefit to be derived from having a machine in their premises, to save carting their goods to some freezing depots each evening, that is where there is one. As in most cases the chief difficulty is to get the first one sold and in use and unfortunately the single circular you sent me was lent to a likely country client who lost or misplaced it, leaving me without any matter to show clients. I should be pleased to receive a few circulars or any other information to be in readiness for our coming summer, as there is certainly to my mind an extensive opening in this hot climate. The first questions I was asked was could they be used for cooling a small insulated room, say about 9ft square, all butchers shops have these and Hotels in the country have all sent long distances by train. Of course these rooms need only be cooled down below temperate heat although that is many degrees below our summer heat. Perhaps you have experience in this which would enable me to forward your business.

Yours faithfully,
Alf Geo Jackson