

LETTER 64

9<sup>th</sup> July 1907

Dear Dewar,

Yours of June 28<sup>th</sup> to hand. I forwarded Cable to Heath and yourself and hope you were successful in gaining(?) the Clocks. Heath himself I believe is in Melbourne so they may make this an excuse of non delivery.

You need not be afraid Dewar of obtaining the agency on fair terms or that I shall go back on you in any way, if you deal fair with me and I am not Knox, but I must say again that you have yourself to blame in the first instance I not paying for the Clocks you had, which gave a loophole for the offering elsewhere and the idea that you did not intend to follow up, but that is now done with, and my reason for saying 'to go a little slow' was because of the recent improvements on which we are now working both in the Controller and the Turret Clocks are my own invention and my own Patents and those I am now patenting putting through in New Zealand so that you can rest assured whatever business you bring you will get a good commission and in fact if I come over to make a success of the working I hope you will sell the Patents for me, as it would be impossible for me to work all Australia.

Your terms of agency are fair except for length of term which should be under the proviso of selling out, or that the Agent gets a certain commission on sale of Patent Rights, also that stock be taken back at a fair valuation because agent may keep old stock, which becomes shop worn and which would be very dear at cost price, toherwise you can count on having the agency say for two years and I think we both ought to do sufficient not to want to keep it longer than that if we work together.

I am sending specification of clock without Bells and some catalogues etc,  
also memo and specification of price for converting old turret clock into  
Synchronome clock etc.

I am also sending you a sample arm made out of iron bar which can be made  
anywhere very cheap as no doubt you will realize at once.

Yours faithfully,

Alf Geo Jackson