

LETTER 76

15th. November 1907

The International Coy.
Columbus O. U.S.A.

Dear Sirs,

Yours of the 20th September to hand. Perhaps you are aware from our friends Messrs. Alfred H. Post & Co. that we have been handling the Union Register. We made good sales and could have done a big business had the machines been satisfactory, but owing to defective parts which the Union Coy. have admitted to, the whole of the machines had to be taken back from our clients. This was most unfortunate as we had spent considerable money in posting out Hustlers and advertising &c. and as no doubt Messrs. Post & Co. would tell you we have returned most of the machines to the Union Coys. at their request. One of the chief difficulties we had to contend with was the small variety of machines we could obtain, but from Your letter you state that you make 300 styles which should meet the varied needs of our customers. We ask should machines of this type work on the decimal system and not be reliable on the English denomination and have you experience of your machines with pounds, shillings, pence, and half-pence the last being absolutely necessary for grocers machines. We have been connected with National Cash Registers for many years, and having done a bigger business in this State with multiple drawer machines, than in the others we found the business handicapped by the Union Coy. not supplying these. The writer brought out and patented a multiple drawer device which he made up in a four drawer machine as per the photograph enclosed, this took on very well and would have sold well had the machine mechanism not been defective. You will see from the U.S. patent No. 847479 of this multiple drawer device that it is specially adapted where an operating key is used, the key corresponding to the drawer being first pressed, and then the operating key which opens the drawer. I used a special clutch as shown in patent which makes it impossible for the drawer to be pulled down(?) till electrically released. The device was worked out on account of the Union Coy. writing me that the N.C.R. people had the mechanically operated drawers pretty well tied up in patents and could not supply multiple drawer machines, and of course I hoped it would be a saleable invention to them if we could order machines on this pattern. We would like your opinion about this with fuller particulars of your machines when I would place the whole before my Directors when business may result I may mention that besides the smaller sized key operated machine for Hotel Bars the tape, coupon and multiple drawer machine like the 95 National is the machine that takes best here.

Awaiting your further esteemed communication
I am,

Yours faithfully,
Alf Geo Jackson

Enclosure