

E.M.G. HAND MADE GRAMOPHONES.

THE STAMP OF INDIVIDUAL CRAFTSMANSHIP IN GRAMOPHONE PRODUCTION.
EXPERTS & SPECIALISTS IN THE REPRODUCTION OF SOUND IN ALL ITS BRANCHES.

OPEN UNTIL 7 P.M.

267, HIGH HOLBORN, W.C.1,

PHONE: HOL. 1753.

HAVE YOU TRIED E.M.G.
TREATED FIBRE NEEDLES
2/ FOR 50.

E.M.G. HAND MADE
SOUND BOXES 30/- EACH
STEEL OR FIBRE.

TRY THE E.M.G.
MELTROPE SOUND BOX
12/6 POST FREE
STEEL OR FIBRE.

*Discount on all models supplied
through Mr. G. H. Ogden,
10% to Mr. Ogden.
5% to the customer.*

*Chas. Swan.
May 30-28.*

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STEEL OR FIBRE.

Aug 2-28.

Dear Mr. Ogden.

Many thanks for your esteemed order by
"Phone" for 2 Cabinet models, & 1 horn model.
I can do next week.

1. Oak Cabinet model

1. Walnut "

and as many horn models as you require.
Will you kindly let me know if you can place the
walnut model,

will you also kindly let me have some idea of
any future Cabinet models you may require.
Oak, Walogany or Walnut? in order
that I may place for the order with my Cabinet
maker.

With reference to the "Byler de" machine, I have
phoned an old friend of mine who has specialised
in these models for years, & he tells me that it is
impossible to give a firm price until he sees the
actual records, for the simple reason that these models
are "gear driven" - the gear has to be cut to the same
number of turns on the grooves on the record (per inch)
but he says that it is quite safe to order the records
or he can adapt and cut any special gear to
suit the records. as a rough estimate he says
that £8.00 should cover the entire cost of the
complete outfit;

With reference to the Cabinet-models. I am still for the
improving the appearance of the Cabinet-etc, cleaning
up the lines in various ways, the modern tendency in
cabinet-design, is much better than any period design
& lines with any scheme of furniture, it is very simple in
its appeal, everything flush, no awkward or overhanging
beading, no dust-traps. The lines of the cabinet & the
beauty of the wood used (by careful matching of grain)
is the only appeal to the eye, such a cabinet needs
very accurate & expert cabinet-work.

I enclose my leaflet on the cabinet; but if you desire
to see your own piece for the model I will have
a supply of these leaflets printed for you with the
piece left blank, or any pieces you wish put in.
I will be at work again Tuesday morning & will be
pleased to know if I am to receive both the Oak & the
Walnut cabinet for you.

Yours very sincerely,

Chas. P.

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STEEL OR FIBRE.

Aug 9.28.

Dear Mr. Ogden.

Very many thanks for your kindness
in sending your Cheque for £44-16-0 for
the two cabinet models. I am sure I did
not want you to pay for these models until they
were at least ready for delivery.

I have turned the Fibre Sound Box for
the £18-0-0 model & this is now ready for
delivery when you want.

I have also given my Cabinet maker order
to get more of the new Oak Pedestal in hand as
soon as possible.

Please accept my sincere thanks for your
kindness.

Yours very sincerely
O. M. Shaw.

E.M.G.

HAND MADE GRAMOPHONES.

(PROPRIETOR: E. M. GINN.)

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OPEN UNTIL 7 P.M.

11, GRAPE STREET, W.C.2.

PHONE: GERRARD 7418

E.M.G. Hand-made Sound Boxes for
any make of Machine.
Steel or Fibre 30/-

E.M.G. "Centrelock," helps to save
your Records and gives better
reproduction, 2/-

E.M.G. Fibre Needles.
Special Treated, 2/-
White Unoiled. 2/6 per 100.

E.M.G. Alto Fibre Cutter. 4/6d.
E.M.G. Record Cleaning Brush,
"It gets to the bottom of the
Grooves." 3/-

E.M.G. Special Cork Turntable Mat
Supersedes Rubber. 1/3

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Halls and Cinemas Etc., supplied
with every description of sound
reproducing devices at short notice.

Cabinets in any special design or
wood, made on the premises, to
order.

27. 3. 28

Dear Mr. Ogden.

Mr West has phoned me to day
re meeting you + himself at dinner
on Saturday next. In regard to
my visit that I will be away
from Friday until Monday.
+ he asks me to tell you that he
cannot see you on Saturday, but
will arrange some future date
upon which we can all meet to
discuss any definite proposition
you have to offer. Mr Green will
of course be present with me at
any future meeting.

Yours truly

Edwin Davis

E.M.G.

HAND MADE GRAMOPHONES & WIRELESS.

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11, GRAPE STREET, W.C.2.

PHONE: GERRARD 7418.

14-2-29.

E.M.G. Hand-made Sound Boxes for any make of Machine. Steel or Fibre 50/-

E.M.G. "Centrelock," helps to save your Records and gives better reproduction, 2/-

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I hereby give to Mr. C. H. Ogden of 10 Kings Parade Cambridge the Sole Option for a period of three months on my Cabinet model Gramophone "Mark VII" for the sum of £5.000. This is to include the money for the production of the horn etc. all drawings for same, with Registration protection, also model of special tone arm for mass production, & a design for a dual purpose s. box which can be produced by mass production.

I also will give advice & help in the mass production of the above model.

Chas. G. G. G.

14-2-29.

E.M.G.

*£20 a week
a week
a week*

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TEN
Options for 10 days
Ck 0

E.M.G. himself
2 years £25,000 cash
Ck 0

apart from £5000
the stipulated 1/4 of
excess over £5000 Ck 0
Ck 0

I name a figure also
£25,000 cash clear to
E.M.G. to cover my interest
& E.M.G. gives me the
difference
Ck 0
Ck 0

E.M.G.

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13th March 1929.

Dear Mr. Ogden

The time I think
has now arrived when you
should be informed just how
matters stand between you & me.
Heretofore I have allowed you
15% on Gramophone sales - this
I regret to say in future must
cease - my expenses in Grape St
are totally & fundamentally vastly
different than when I was trading
in Hatbarn - I say here definitely
that I cannot afford to give
Mr. West 25% & you 15%. Also I
should like you to note that
any order you may have must
of necessity be confirmed in writing
accompanied by the name &
address of customer to whom the
machine is going & also to whom I
am to send the account.

Mr. Ogden.
P.T. Club.

Yours sincerely,
E. M. Ginn

21/3/29

E.M.G.

HAND MADE GRAMOPHONES.

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E.M.G. Hand-made Sound Boxes for any make of Machine. Steel or Fibre 30/-

Motion 1-4-6
Hook. 2-0-0
Tone Arm 14-6

E.M.G. "Centrelock," helps to save your Records and gives better reproduction, 2/-

Label 8-10-0

E.M.G. Fibre Needles. Special Treated, 2/- White Unoiled. 2/6 per 100.

S. Box 7-6
Fittings 2-6

Rough estimate

13-5-0

E.M.G. Alto Fibre Cutter. 4/6d. E.M.G. Record Cleaning Brush, "It gets to the bottom of the Grooves." 3/-

Rabon 10-0, *Best Code*

E.M.G. Special Cork Turntable Mat Supersedes Rubber. 1/3

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I would require a Royalty of £1,000 on the first 500 models produced and £1,000 per annum on all future models.

All makes of Wireless Accessories and parts to order, at ordinary retail prices. Expert advice given on all matters in connection with the Reproduction of Sound.

E. M. Ginn

21.3.29.

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E.M.G. HAND-MADE GRAMOPHONES,

PROPRIETOR E. M. GINN.

The Stamp of Individual Craftsmanship in
Gramophone Production,

11, GRAPE STREET, W.C.2.

PHONE: GERRARD 7418.

Dear Mr Ogden. 8.3.29

I have received a lot of papers
dealing with the patent from Dr
Hoadfield. Will you kindly
ask him to call on Mr. Dean
tell them in with his assistance.

Yours sincerely

E. M. Ginn

C.K.O. | E.M. Ginn

Correspondence, 1928/1930

re arrangements for
commission on sales,

+ Option on
capitalization

+ E.M. Ginn's relations
with H. & West.

(International Orthophonic Archives)

E.M.G.

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25-3-29.
Dear Sir,

*Mr. West has just phoned me
to say that I must have
nothing at all to do
with any proposition from
Decca in any form at all.
Yours in haste.*

Ben Hur

E.M.G.

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*L. J. P. K. Ogden.
Re man production option*

*within the next ~~ten~~ ^{fortnight} days
if this can be concluded on
the terms ^{already} offered to you, I agree to
~~as you~~ giving you an option on
any capitalization ^{of my entire business} or commercializable
^{system}
man production amt which I ~~do~~
~~not~~ do not undertake myself.*

Tom Jones

undated

E.M.G.
HAND MADE GRAMOPHONES.

(PROPRIETOR: F. M. GINN.)

*see CKO's Note
at file*

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*This was
all cancelled
by agreement
of July 25 1929
CKO*

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16th April 1929.

Dear Mr. Ogden

Enclosed please
find cheque value £35-11-0
being balance due to you as
Commission on Sales up to +
including to-day's date.
As I have previously pointed
out I cannot perpetuate a
15% commission - but only
5% on all Personal orders
in future. Will you kindly make
a note in your price list that
the Overseas Treat Model is
now £17.10.0. & not £16.0. as
heretofore the reason for this
is I am fitting a larger &

3115

more powerful Motor.

Yours Faithfully
E. J. Quinn

E.M.G.

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5-4-29

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Dear Mr. Ginn
In reply to your letter.
I will be able to deliver
the Overseas models by
Monday next.
I have spoken to Mr. West
& he is of the opinion that
we should devote our sole
attention to the production
of our own high class hand
made products, completely
ignoring all other forms.
I concur in Mr. West's opinion, &
all reference to any matter
dealing with the above
can now be considered closed.
In the future any proposal must
first of all be submitted to Mr. West
before I consider same.
In the meantime will you
kindly let me have your
account, as I wish to make up
the Book.
Yours etc. E. M. Ginn

E.M.G.

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This Deed made the Twenty third day of July 1929 between Ellis Michael Ginn "Gramophone Manufacturer" of 11 Grape Street London W.C.2 and

Ogden Esq. of Royal Societies Club St. James Street London W.1.

W. B. M. Ginn agrees to allow W. C. H. Ogden the Cash discount of Fifteen per Centum on a Gramophone manufactured by the said B. M. Ginn known to them both as a "Mark seven" and Ten per Centum on all other models produced by W. B. M. Ginn - it is definitely

~~was~~ agreed between them that
the aforesaid mentioned commission
will only be allowed W.C.H.
Ogden on definite orders received
by Mr. E.M. Sinn in writing - it is
also agreed that this commission
will only be paid to W.C.H. Ogden
when the Gramophone or Gramophones
are actually paid for either by W.C.H.
Ogden or the purchaser.

Signed & Witnessed

this Twenty Third day of July 1929.
& delivered to W.C.H. Ogden at
the Royal Societies Club St James
Street London W.1

Witness the signature of
E.M. Sinn

E. M. Sinn A.M.I.A.E.
F.I.M.T.

Thersey
Edgwarebury Lane
Edgware
Middlesex



Michael Sinn

E.M.G.

HAND MADE GRAMOPHONES.

(PROPRIETOR: E. M. GINN.)

THE STAMP OF INDIVIDUAL CRAFTSMANSHIP IN GRAMOPHONE PRODUCTION.
EXPERTS & SPECIALISTS IN THE REPRODUCTION OF SOUND IN ALL ITS BRANCHES
SPECIAL HAND-MADE WIRELESS & "PICK UP" SETS TO CUSTOMERS REQUIREMENTS'

OPEN UNTIL 7 P.M.

11, GRAPE STREET, W.C.2.

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E.M.G. "Centrelock," helps to save
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Records sent by post, all orders for
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Halls and Cinemas Etc., supplied
with every description of sound
reproducing devices at short notice.

Cabinets in any special design or
wood, made on the premises, to
order.

9th November 1929.

Dear Mr. Ogden.

Your letter to-hand
this morning. With reference to
the names mentioned thereon -
you have already been paid
Commission for 2 of them Mr. Eyer,
a Mr. Walter Taylor, the other two
we have up to date not rec^d
any orders. Mr. Ginn observes that
he is not prepared to pay any
Commission on orders that do not
come absolutely from your own
personal introduction - which
to my mind is perfectly fair -
imagine for a moment each of
the four persons mentioned in your
Comm. introducing one each & they
in turn introducing someone else
a position would eventually be

created which would be intolerable.

The foregoing will doubtless counsel
to you that should either W. Chase
or W. Powell eventually buy a machine
you will not be entitled to any
Commission on the Sale.

Yours very Sincerely
P. P. K. M. R. Johnson.

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PHONE: TEMPLE BAR 6458

12/12/29

Dear Mr. Ogden.

I have just returned from a very busy day and Mr. Green has explained to me all your trouble. we will take them in rotation.

1. Electrical Outputs, These have proved to be a far greater loss to me than they possibly could have been to you, personally I have lost about £400-00 on them by outputs.
2. Your Commission, the last to be paid to you is done every model that we would trace directly to you. you must remember that nearly every one of my customers is sent here by some one, & it is quite impossible to trace the exact origin of any sale, in addition all my salesmen are paid a Commission on every machine they sell, therefore unless I have some really ^{definite} means of knowing that any order is directly influenced by yourself. I can neither trace or pay Commission.
3. Your position, Mark 10 was introduced after my arrangement to pay you 15% commission, & the profit on the model are cut down to a minimum. Therefore your Commission must be 15% on all models in production at the moment except Mark 10 on the you will receive 10%.

I have no desire to be rude to you, but if you could possibly estimate the value of my own and my Staff time that has been wasted by you grossly admittedly with the best intentions, but with little or no result you would be surprised.

I will always be pleased to supply yourself or any of your friends but you must give me more definite means of tracing your order if you wish to draw any commission or same.

Mr Darcy may give my Staff in the New Year - then I will re-enter the Ladies field with every confidence.

Yours very sincerely
C. G. Lewis

Phone, Mountview
6815.

Apr 1. 30. 1930

Ingershoppe

Gr: Norwich Rd
Highgate. N.6.

Dear Mr Ogden.

You will be surprised to hear from me but as no one knows the true facts of my case better than you. I thought I would put you au fait with the latest details.

You will remember that it was through your introduction that I met Mr West. You will also remember the trouble we had to come to terms over the Agreement. Now I appear to have broken the Agreement & Mr West has got my business in his own hands. After paying me £1,000 for the name Emb.

He also refused to allow me a second chance. He says that you have caught him time for a very considerable amount. & that he was not going to be caught again. Mr West did not tell me this direct: but through a third party, he has refused to see me personally, still your dealings with Mr West are nothing at all to do with me, & having myself lost my business through Mr West's bitterness. I think I can better realise your position. However this is all past: now for the future.

Yours
J. Over
X

You must have realised, from the methods in force
at Grape St. & from the treatment meted out to you,
that you were not dealing with the old Mr. Gunn
you knew at (Grape) Holborn. The true facts are
that I was acting under the influence of persons
whose will and personality were stronger than
my own, & who were working for their own ends.
The last month has amply proved this.

The forced sale of my business for £1,000 which
ridiculous figure proves in itself that the sale
was forced, does not stop me starting again.
As too well known by the experts at home and
Overseas to waste, I intend to start again. My
first step was to see Maj Stone, of the "Lampshade"
he has agreed to accept my adverts, & told me to
get into touch with you at once. I have the designs
all ready & in fact have started production of
a new model which will be very far ahead of
anything that C.M.G. have ever produced.
This will be marketed under the name of the
Gunn "Expert" model. A new range of hand-
made Sound Boxes will also be sold under
the same name. I am sure of the
results, and would very much like to see
you as soon as possible. I think that we can
do a very big business in some form of combination.
I will be pleased to see you at any place or time
you desire, if urgent. With love to those.
Yours very Sincerely
Gunn

5/4/30

(E.M.C)

Ingershorte
D. North Rd
Highgate
N.B.

Dear Mr Ogden

I am very sorry indeed to hear of your illness and wish you a very speedy recovery to good health.

Re my remarks re yourself & Mr West. I can only say that, he said to a friend "the other fellow let me down twice and mentioned a sum I think is near £1,500, but let that pass. I know you well enough to know that you are far too clever & sane to do anything wrong, & in fact I owe you an apology for thinking that "the other fellow" meant yourself.

Re the very unfortunate affair of your dealings with me at Graft St. I was under the domination of others & all along their advice and actions, seemed to be to discredit myself in the eyes of my friends including yourself. Of course I am wiser after the event, but all along I have been very weak and guided by others.

Re the future, I am sure my new model will be a success, & if I can do anything to make up to you for what you have lost in the past, please let me know. I have not fixed up a new address yet, but as soon as I do so I will let you know. It will also be advertised in the "Gleaner".

Again wishing you a speedy recovery.

Yours very Sincerely
E.M.C