

Charles Kay Ogden

May 30th 1928:

Discount on ALL models supplied through Mr C K Ogden

10% to Mr Ogden

5% to the customers

Signed: EM Ginn May 30 – 28

Oct 2nd 1928:

Dear Mr Ogden

Many thanks for your *extended* order by Phone for 2. Cabinet Models and 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, are they Oak, Mahogany or Walnut, in order that I may place further orders with my cabinet maker.

With reference to the “Cylinder” 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 record, for the simple reason that these models are “gear driven”- the gear has to be cut to the same number of turns as the grooves in the record (per inch)

But he says that it is quite safe *towards* the records as he can adapt and cut any specific gear to suit the record. 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 further improving the appearance of the cabinet. I’m cleaning up the lines in various ways. The modern tendency in cabinet design is much better than any previous design and ties in with any scheme of furniture. It is very simple in its appeal, everything flush. No awkward corners, carving, beading no dust-traps. The lines of the cabinet, the beauty of the wood used, (by careful matching of grain) is the only offence to the eyes. Such a cabinet needs very accurate expert cabinet work.

I enclose my leaflet in the cabinet but if you desire to find your own price for this model

I will have a supply of these leaflets made for you with the price left blank or any price you wish to put in.

Trouble at work again. The day manager would be pleased to know if he’s to reserve both the Oak or the Walnut cabinet for you

Aug 9th 1928:

Dear Mr Ogden

Very many thanks for your kindness in sending your cheque for £74.16.0 for the two cabinet models. I am sure I did not want for you to pay for these models until they were at least ready for delivery.

I have tuned the *second* sound box for the £18.0.0 model & this is here ready for delivery when you wish.

I have also given my cabinet maker orders to have more of the new Oak cabinets in hand as soon as possible.

Please accept my sincere thanks for your kindness.

Yours very sincerely. EM. Ginn

27/03/1928

Dear Mr Ogden

Mr West has phoned me today re' meeting you and himself at dinner on Saturday next.

I informed Mr West that I will be away from Friday until Wednesday and he asked me to tell you he cannot see you on Saturday but will arrange some future date upon which we can all meet to discuss any deposit proposition you have to offer. Mr Green will of course will be present with me at any future meetings.

Yours sincerely. EM Ginn

("It had been at Herbert West's suggestion, even insistence, that Ginn should appoint a business manager to co-ordinate the work of all departments, and supplies of materials to them, so that a smooth flow of machines was achieved. Ginn had taken on a man from his old regiment, the R.A.S.C., called George Green")

14/02/1929

Thanks given to Mr CK. Ogden of 10 King's Parade Cambridge, the sole option for a period of three months on my Cabinet Gramophone Mark VII for the sum of £5,000 towards the mould for the production of the horn etc. All drawings for same with Registration Protection also. Made of special.... for mass production & a design for a dual purpose S-Box which can be produced by mass production.

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

EM. Ginn

No date:

Option for 10 days

EM Ginn himself gives £25,000

Apart from £5,000 <

We stipulated a ¼ of

Excess over £5,000

I name a figure above

£25,000 cash loan to

EMG to cover my interests.

& EM G give me the difference

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 mostly different than when I was trading in Holborn. I say here definitely that I cannot afford to give Mr West 25% and you 15%. Also I should like you to note that any orders you may have must of necessity be confirmed in writing accompanied by the name & address of customers to whom the machines is going & also to whom I am to send the account. Yours sincerely,

EM. Ginn

Mr Ogden R.T.Club

21/02/1929

Motor	1-7-6
Horn	2-0-0
Tonearm	17-6
Cabinet	8-10-0
S Box	7-6
Fittings	2-6
	13-5-0
Labour	10-0

I would require a Royalty of £1.0.0 on the first 500 models produced and £1.0.0 for making all future models.

EM. Ginn

8.3.1929

Dear Mr Ogden

I have received a lot of papers dealing with the Patent from Dr Mansfield. Will you kindly ask him to call so that I can fill them in with his assistance

Most sincerely: E.M. Ginn

CKO/ EMGinn

Correspondences 1928/1930

In arrangements for commissions on sales

+ Options on capitalisation

+ E.M. Ginns relations with H.E. West
(Instrumental Orthophonic Archives)

25-03-1929

Dear Mr Ogden.

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:

EM. Ginn

No date:

To Mr C.K. Ogden

Re: Mass production option.

Within the next fortnight.

If this can be concluded on the tenure ahead offered to you. I agree to giving you anything on any capitalization of my entire business a Commercial mass production and which I found undeniable myself.

E.M. Ginn

16th April 1929

CKO note on side:

This was all Cancelled by agreement of July 25, 1929

Dear Mr Ogden.

Enclosed please find cheque value £35-11-0 being balance due to you as Commission on sales up to & including todays 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 Teak Model is now £17.10.0 not £16.0.0 as heretofore the reason for this is I am fitting a larger more powerful motor.

Yours Faithfully:

EM.Ginn

5-4-1929

Dear Mr Ogden

In reply to your letter. I will be able to deliver the Cabinet Models by Monday next.

I have spoken to Mr West and he is of the opinion that we should devote our sole attention to the production of our high class hand made products. Completely ignoring all other persons.

I confirm Mr West's opinion. All reference to any matter dealing with the above can now be considered already.

In the future any program 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've to make up the books.

Your EM. Ginn

23rd July 1929

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 N.1

Mr E.M.Ginn agrees to allow Mr C.K. Ogden the CASH discount of fifteen per centum on a Gramophone manufactured by the said E.M.Ginn known to them both as a "Mark Seven" and Ten per centum in all other models produced by Mr E.M. Ginn. It is definitely agreed between them that the aforesaid mentioned commission will only be allowed Mr C.K. Ogden on definite orders received by Mr E.M. Ginn in writing. It is also agreed this commission will only be paid to Mr C.K. Ogden when the gramophone or gramophones are actually paid for either by Mr C.K. Ogden or the purchaser.

Signed and witnessed this twenty third day of July 1929

Or delivered to Mr C.K. Ogden at the Royal Societies Club, St James's Street. London N.1

Signed.

9th November 1929

Dear Mr Ogden

Your letter to hand this morning. With reference to the names mentioned therein.

You have already been paid commission for 2 of them. Mr Eyre and Mr *James* Taylor. The other two men have up to date not made any orders.

Mr Ginn assumes 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 absolutely fair. Imagine for a minute each of 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 convey to you that should either Mr Chance or Mr Powell eventually buy a machine you will not be entitled to any commission on the sale.

Yours very sincerely

P/P E.M.G.

Ester Ginn

12/12/1929

Dear Mr Ogden,

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

1. Electrical Outfit. These have proved to be a far greater loss to me than they possibly could have been for you, personally I have lost about £700-0-0 on these big outfits.
2. Your Commission, the last cheque paid to you included every model that we could trace directly to you. You must remember that really every one of my customers is sent here by someone & 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 profits in this 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 this 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 staffs time that has been wasted by your good self admittedly with the best intentions but with little or no result you would be exposed.

We'll always be pleased to supply yourself & many of your friends but you must give me more definite means of tracing your orders if you wish to draw any commission on same.

Mr Davey may join my staff in the new year & then I will re-enter the Radio field with every confidence.

Yours very sincerely E.M. Ginn

April 1st 1930

Ingerthorpe Gr North Rd, Highgate N6.

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 on fact 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 EMG.

He also refused to allow me a second chance, he says that you have caught him twice 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.

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. Ginn. You know at (Grape) Holburn.

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 a ridiculous figure proves in itself that the sale was forced does not stop me starting again. Under my own name EMGinn & which name is far 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 "Gramophone", 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 EMG have ever produced. This will

be marketed under the name of the EMGinn "Expert" model. A new range of hand-made soundboxes will also 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, wire or phone.

Yours very sincerely. EMGinn

5/4/1930

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 to 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 it was £1,500. But let that pass. I know you well enough to know that you are far too clever & same to do anything wrong. I in fact owe you an apology for thinking that "the other fellow" meant yourself.

Re the very *informality* affair of your dealings with me at Grape St. I was under the domination of others & all along their advice and actions seemed like to discredit myself in the eyes of my friends, including yourself. Of course I am wise after the event but all along I have been 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'll let you know.

I will also be advertising in the "Gramophone".

Again wishing you a speedy recovery.

Yours very sincerely

EMGinn