

Letter from Gardiner Greene Hubbard to Alexander Graham Bell, February 7, 1878, with transcript

L. 1878 G.G.H. to A.G.B. Telephone England Feb. 7 Wash. Arranged for Cuba & S. America

I enclose herewith a letter just received from Mr. Dobbie, the contents of which surprises me as I supposed you had secured all the patents for Australia.

I have written Mr. Dobbie that if the facts of the case are as he states them, we shall of course appoint him as our agent — and have requested Mr. Cheever to sell him a half dozen telephones.

I have made arrangement for all South America and Cuba with parties who have agreed to introduce the telephone into those countries — which I trust will be satisfactory to you.

Mr. Chauncey Smith called last evening — He is indisposed to have us make any arrangement with the Western Union, excepting an outright sale to them. I do not agree with him as I think the proposed arrangement if carried would be greatly for our interest.

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If the English Company could take one half interest in our patents and pay for it at the rate of £ 150,000 for the whole; £ 50,000 going to the patentees for the stock sold, and the balance £ 25,000 retained in the treasury for a working capital, it might be an agreement mutually advantageous.