

Ball Valley, Veyo, Utah,
February 18, 1947.

Messrs Clove, Martineau,
et al, Enterprise, Utah.

Gentlemen:

In developing the license agreement discussed for the perlite block-making machine I believe there are more factors involved than you have considered, particularly the usual terms for such agreements.

In order that I may not be accused of being "hard to deal with" I suggest that you procure copies of usual licensing agreements covering inventions and use of "know how", etc., examine same, then let me examine them, and I believe we can get together on something fair to both parties.

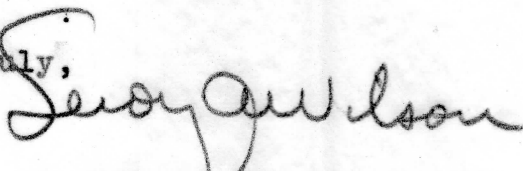
I think you can see that ~~the~~ licensor would have no inducement for tying up his inventions or designs in some lucrative territory, for example, to a licensee who would not make some reasonable guarantee of minimums, for unless that were done, a licensee could tie up that territory and then never do anything and keep others from operating therein. There must be some provisions against that sort of thing. There must be obligations and responsibilities on both sides or else there is no agreement worth writing. It cannot be a matter of merely tying up some valuable rights and then doing nothing in return. Such an agreement would be one-sided, and if the licensee intends to operate and market he should have no hesitation to agree to do so.

When a man locates a mining claim it is a sort of similar agreement. The Government agrees to his occupying and owning said land on condition he develop said land, and a minimum of so much assessment work is made as the minimum conditions upon which said land can be held.

The more territory you hold or the larger the area you serve, logically the larger must be the minimums and the more you must invest in equipment in order to serve that region. That's only fair, I think you'll all agree. Logically, the larger the region you serve the larger should be your returns.

Without some consideration your agreement wouldn't be worth much to you.

Very truly,



Leroy A. Wilson.