

34

6 Burns Street,
Forest Hills 75, New York

May 18, 1956

Mr. X.
X Street,
X,

LIBRARY
BOSTON ARCHITECTURAL CENTER

Dear Mr. X:

Your two letters - one to Mr. Fuller dated April 24th and one to Geodesics, Inc., Cambridge, dated May 4th - have come to hand and Mr. Fuller feels that they require immediate clarification of what he meant in his letter to you of April 5th, by granting to you priority of consideration in your geographical area in "a very informal way, depending on how things finally work out," in relation to his remark that "it is too early to see exactly what the next few years may bring about in the way of organization and distribution of the structures. I haven't considered or granted any territorial rights as yet."

We feel that it is very clear that Mr. Fuller had neither the intention of granting nor of considering the granting of any territorial franchise.

It is a strict discipline and principle of Mr. Fuller's strategy of conduct of his research and development work, - which you asked permission to aid and to which he welcomed you, - to eschew promotion, sales and exploitation of whatever technical advantages may accrue to his search and experience.

When in the natural course of evolutionary events, the results of Mr. Fuller's work become visible to others who have problems the solution of which seems to them to be inherent in Mr. Fuller's findings and developments, and then on their own spontaneous initiative ask Mr. Fuller or his associates for counsel and technical aid regarding their needs, then Mr. Fuller and his associates may consider whether the problem seems appropriate for their further exploration. It will only be appropriate for further exploration if it is directly related to Mr. Fuller's long adopted responsibility for shepherding his technical gains in such a manner that the gains may become naturally gestated and thereafter spontaneously integrated into the commonwealth network of increasing advantage of men in respect to their environment. Only under these responsibly husbanded circumstances do Mr. Fuller and his associates entertain and accept negotiations of expanding activities. Only at such a time could any aid be given by any of Mr. Fuller's friends or volunteer representatives outside of his official team of associates.

Mr. Fuller's above stated strategy of responsible conduct of research and development is widely known and has been broadly published for many years.

Your written assertion of eagerness to be of assistance after several years of enthusiasm for Mr. Fuller's work - especially after recently visiting his Cambridge office and being told about Mr. Fuller's "lifelong efforts in the research and development of [his] unusual theories", where you also received copies of various articles on Mr. Fuller's work which you had "closely studied", - caused Mr. Fuller to assume that you understood his above stated principle strategy and that your wish to help him was based upon those premises.

It therefore comes as a shock to both Mr. Fuller and his associates for them to receive your letter stating that Mr. Fuller has "granted [you] permission to represent him for the sales and promotion of Geodesic structures in the ██████████ City area." Nothing could have been more remote from Mr. Fuller's intent.

There are many extremely well qualified graduate students of Mr. Fuller's university visits now spread about the United States who assert that they are eagerly awaiting the day when they may be able to foster his developments in their respective areas. At the time of your writing, - and to the best of Mr. Fuller's knowledge, - none of these qualified graduates were available in your immediate vicinity.

All that Mr. Fuller had in mind in granting you priority of consideration should further developments make it appropriate, would be to notify you as he would the qualified graduates in each of their respective areas, should a spontaneous development be initiated within your vicinity by others than Mr. Fuller and his associates - as outlined above - which Mr. Fuller and his associates might find inconvenient to handle entirely by direct communication with the present Fuller Geodesics, Inc. offices.

Under such circumstances, if the spontaneously self-developed client proves to be willing to take on and pay for the services of the nearest of the widely-deployed qualified graduates, or yourself, then Mr. Fuller or his associates would recommend those graduates, or in your vicinity yourself, to that client.

It was however mutually obvious to our exchanged communications that in such specialized matters you would be considerably handicapped in that you do not as yet have the qualifications of Mr. Fuller's university graduates. He did not propose diverting any of the busy time of his associates towards development of your special education in order to bring you to parity with his previous students' qualifications.

The answering of your general education questions in your letter of May 4th, is therefore inappropriate. It also would be extremely inappropriate and contrary to the spirit of his letter to you for you to represent yourself to anyone as Mr. Fuller's formal representative in any sense whatsoever.

If all the above is clear, Mr. Fuller and his associates continue to welcome your informal availability for prior consideration within your area for the potential performance of the services hereinbefore outlined.

Faithfully yours,

John Dixon,
Assistant to Buckminster Fuller

X Street
X, X
X
May 22, 1956

Mr. John Dixon
Assistant to Mr. Buckminster Fuller
6 Burns Street, Forest Hills 75,
New York, New York

Dear Mr. Dixon,

Thank you for your informative letter of May 18. It appears that my anxiousness to serve Mr. Fuller and my ignorance of his strategy of conduct of research and development work have caused considerable disturbance in your organization and in Mr. Fuller's mind. Please accept my apologies for causing such confusion. Your letter has explained clearly to me Mr. Fuller's principles and thinking concerning research and promotion of his Geodesic structures. I must admit that I did not understand the total situation as it actually stands. In my short visit in the Cambridge office and in reading the dozen or so articles in national magazines about Mr. Fuller's work I was given no lucid explanation nor even the slightest hint of the strict discipline and strategy of Mr. Fuller's for responsible conduct of research and development. However I will be most happy to submit to any policy as you have stated, and will do all in my power to repair any mistrust or confusion caused in your minds by my letters to you. I will first assure you that I have in no wise represented myself to anyone as Mr. Fuller's representative, informal, formal, or otherwise. I have not used this subject as a matter of conversation to anyone.

Prior to your letter when I had no definite basis upon which to understand Mr. Fuller's policy of sales and promotion I assumed that his promotion policy was identical to that used by almost all industries and enterprises in the world today - that of advertise and sell. The business world today believes that this is the only logical method of promotion possible in the strongly competitive twentieth century. However I now see through your letter that Mr. Fuller's principle strategy of promotion is more desirable and suitable to the enterprise under discussion. Therefore I will anxiously honor Mr. Fuller's strategy and assume my position of informal "Stand-by", hoping for the possibility that Mr. Fuller or his associates may consider any conceivable service that I could offer.

Until I hear from you further I will attempt to develop my general education in Geodesics along the most useful lines without troubling the efforts of the associates or officers of Geodesics, Inc.

I will gladly honor any and all decisions and principles formulated by Mr. Fuller, you, or his associates, and will refrain from taking any steps on my own for the sales or promotion of the structures.

I thank you for the patience with which you have dealt with me and I ask your pardon for the shock which my letters have caused. If anytime in the future you feel that I can in any way be of service to Mr. Fuller or to you, it will be my purpose in life to fulfill that service.

Sincerely yours,

/S/ X

6 Burns Street
Forest Hills 75, New York

Mr. X.
X Street
X, X

Dear Mr. X:

Mr. Fuller and his associates deeply value your reply of May 22nd,
and we have the highest estimation of your integrity and sincerity.

We appreciate your thoughtfulness and understanding and extend
to you our warmest regards.

Faithfully yours,

John Dixon
Assistant to Buckminster Fuller