

SECTION X.
COMMISSIONS AND CONSIGNMENTS.

124.—Re Consignments of Hog Hair.

London, 5th April, 19..

MESSRS. TRELAWNEY & SONS,
New York.

Gentlemen,

We cabled you to-day with reference to Hog Hair that Werner & Co. had reduced the selling price here of their consignments of Western Fine Winter Hog Hair from 23s. to 19s., London terms, viz., 2½ per cent. discount. These instructions only arrived this morning, and the undersigned saw the cable with the name folded down, but as we know that the parties who received the cable are agents for Werners, we are not wide of the mark in fixing the identity of the sender.

You will thus see that your limit of 22s. c.i.f. was quite out of the question. As we have told you from the start, we could only sell on the spot from samples here, and if you had sent on a good consignment when we first asked you some four or five months back, we might have been able to make fair sales, but we have now apparently for the present missed the market.

Yours truly,
per pro. POUNDS & Co.,
H. SALTER. (189)

125.—Consignment of Soaps. Acknowledgment of Account Sales.

MESSRS. ROBERTSON & Co., *London, 5th April, 19..*
Bombay.

Gentlemen,

I am in receipt of your favour of 20th February enclosing Account Sales of my consignment per s.s. *Pomeroy* in November last, and have passed the amount of £50 10s. to your debit with thanks.

\$ 243.00

I appreciate the consideration you have shown in charging only half commission, since the loss on cost is unfortunately very heavy. I can quite see that while the duties on soaps remain so heavy it is absolutely impossible to do any business in your market, and shall, therefore, be compelled to refrain from shipping further consignments for the present at any rate, and, as for the duties, I suppose we have nothing to do but submit.

I sent you a statement of account up to January in my last letter showing a balance of £251 in my favour, and would now advise you that I have drawn upon you at thirty days' sight, through the Agra Bank as usual, for the amount of £301 10s., and shall be glad if you will give my draft due protection.

When you see a possibility of a profitable business in my goods being done in your market, I trust you will communicate with me, as I like the manner in which you have conducted this business and regret we cannot continue it with a working profit.

Yours very truly,
CHARLES MATTHEWS. (245)

126.—Consignment of Hollow-Ware.

London, 6th February, 19..

MESSRS. TOMPKINS, LORD & Co.,
Buenos Ayres.

Gentlemen,

We are in possession of your favour of the 3rd January, and also received a communication from our mutual friends, Messrs. Boarden, Williams & Son, of your City, by the same mail.

We are favourably impressed by our friends' information concerning your firm, and are ready to enter into the business which you propose, as we have long been convinced that a good trade is to be done upon a consignment basis, provided a thoroughly reliable firm could be found willing to take up and push such a trade.

Our difficulty has been to find a firm which we considered suitable. We have had many offers, but there always seemed to be too great a risk involved, since we could not be assured that the consignments we might send would find a market, and

there appeared every probability that, after remaining in South America for some months, our goods would either be sold off at a considerable loss or returned as unsaleable.

But our friends to whom we wrote specially upon the subject inform us that you have a good connection in the Hollow-Ware trade, and that you already import largely from this country, and acting entirely upon their advice we are sending you a consignment as a trial.

The goods will be shipped per the s.s. *La Plata*, sailing on the 13th inst. We enclose herewith Consignment Note, and Bill of Lading will follow by next mail.

We also send you with the consignment a number of our catalogues, and in our next letter will include full particulars as to discounts and terms both to importers and the retail trade.

If it will be any advantage to have the catalogues printed in Spanish we shall be willing to have some done.

We think your proposals with regard to Account Sales, viz., to render same monthly, quite satisfactory, and we will draw at three months for the amount of such sales, which will be rendered with your commission deducted.

We are willing to allow you the extra $2\frac{1}{2}$ per cent. for *del credere*, as we, of course, could not risk any losses through bad debts.

We will insure all goods, and pay freight, and our prices will be quoted free Buenos Ayres.

We will write more fully on the various points when sending you the prices, etc.

In regard to our productions, we would say that you can rely upon it that what our friends have claimed for us is perfectly warranted. We do a very large trade with other South American States, and our factory is one of the most important in the United Kingdom. In our own peculiar lines we take the lead, and a comparison of our goods with those of our competitors in your market will convince you of this.

Anything in reason that we can do to assist you to create a demand for our product in your market shall be done, and trusting the present consignment will reach you safely, and lead to a mutually profitable connection between us,

We remain, Gentlemen,

Yours very truly,
WHITE, HANLON & WHITE. (532)

127.—Reply *re* Consignment of Hollow-Ware.

Buenos Ayres, 10th March, 19..

MESSRS. WHITE, HANLON & WHITE,
London.

Gentlemen,

We are favoured by your esteemed letter of 6th February, advising the despatch of a consignment per s.s. *La Plata*, and upon arrival of the goods will use our best endeavours to bring them under the notice of the trade here generally. As our mutual friends have already pointed out to you, we are in touch with some of the largest dealers in your class of goods in Argentina, and if the shipment you are sending us proves to be of the superior quality which we anticipate, we have not the slightest doubt that a business mutually satisfactory can be eventually done between us.

Of course, as you are aware, there is great competition on the part of both Germany and the United States, and the representatives of the former are ubiquitous.

In Hollow-Ware the German article is doing great mischief to the English. The quality of the former is certainly inferior, but it is also much cheaper. The following figures will give you a practical illustration of this. For enamelled articles, such as saucepans, frypans, etc., the following prices are quoted for German goods:—

2 pints.	3 pints.	4 pints.	1 gall.
10½d.	11d.	12d.	14½d.

while English agents quote 14, 17, 19, and 23 respectively. You will see that the much lower cost gives the German article a great advantage. The American also competes successfully in these articles.

Then again the German wrought iron enamelled ware has simply shut out the British.

The German maker has also a decided advantage in regard to freight, since steamer from Antwerp is 18/6 per ton, while from Liverpool it is 23/6 per ton.

It therefore resolves itself into a question of cheaper production and profits closely calculated if a good business is to be done in this market.

We give you the foregoing figures as a guide to what prices are to be obtained. For our own part we shall be content to

work on a small commission, as we believe that the English article has a good chance, provided the prices are put on a competitive basis.

We now await the shipment and the particulars promised by next mail, and will write you further when we have had an opportunity of testing the market.

In regard to your proposal to send us catalogues printed in Spanish, we think this a good idea, and we will see that these catalogues are well distributed.

We note your confirmation of the terms proposed, and awaiting your favours,

We remain, Gentlemen,
Yours faithfully,
TOMPKINS, LORD & Co. (445)

128.—Consignment of Sugar.

Bridgetown, Barbados, 3rd April, 19..

MESSRS. SPENCE & FOWLER,
Liverpool.

Gentlemen,

Our friends, Messrs. Vinto & Co., of this port, have given us the name of your firm as a house of good standing and reliability, and we have, therefore, upon their suggestion, shipped you, as per Bill of Lading enclosed, a consignment of 20 hogsheads of Sugar per s.s. *Petrel*, sailing on the 5th inst., which we would ask you to kindly sell to the best advantage for our account, and hold the net amount realized at our disposal.

This Pure Raw Sugar is of very fine quality, and if you can place this shipment satisfactorily we shall be pleased to forward larger consignments. The goods are fully insured, which would also be done with all future shipments.

We should furthermore be pleased to take care of any consignments of goods suitable for this market which you may be disposed to send us, and our friends, Messrs. Vinto, will give you any information concerning us you may desire.

We hope our shipment will reach you safely, and that we shall hear favourably from you.

Yours very truly,
PORTEOUS & VERDON. (192)

129.—Reply as to Sugar. Account Sales sent, and Proposal to Ship Whisky.

Liverpool, 26th May, 19..

MESSRS. PORTEOUS & VERDON,
Bridgetown, Barbados.

Gentlemen,

We thank you for your esteemed communication of 3rd April, and are much obliged to our friends, Messrs. Vinto & Co., for having recommended our firm to you. The shipment of Sugar which you advised per the s.s. *Petrel* has duly arrived, and in accordance with your instructions we have sold it.

You will see by the Account Sales, which we enclose, that we were fortunate enough to dispose of these 20 hogsheads just previous to the fall of prices in this market, and so obtained fully 4 per cent. more than it would be possible to obtain to-day. We are pleased that in this first instance we have been enabled to give you such a satisfactory report, and you can be assured that future shipments would receive our best care and attention.

The net proceeds, viz., £209 os. 10d., we hold at your disposal as desired.

In regard to your proposal to import from us, we do not deal in Soft Goods, Machinery, etc., which, as we are aware, are the commodities principally required in your market, but we are large exporters of Whisky, and have great pleasure in sending you our price current. We should be pleased to send you a sample case of our brands if you think it would lead to business mutually profitable, and in that event should be glad of particulars of the requirements of the Customs authorities; also respecting Duties on such goods. A list of the brands favoured in your market would also be useful for comparison.

Meanwhile, we remain, Gentlemen,

Yours very truly,

SPENCE & FOWLER.

(For Account Sales see next page.)

129—(continued).

ACCOUNT SALES.

Account Sales of $\frac{c}{s}$ 20 Hogsheads of Sugar *ex s.s. Petrel*
@ Barbados. Sold by Spence & Fowler by order, and for
account of Messrs. Porteous & Verdon, Barbados.

					£	s.	d.
#	1/20	273 cwt. 1 qr.,	@ 20s. per cwt.	273	5	0	
		Charges.					
		Freight		£46	13	4	
		Primage and Pier Dues		1	13	6	
		Dock Dues		7	13	4	
		Brokerage $\frac{1}{2}$ per cent.		1	7	4	
		Commission $2\frac{1}{2}$ per cent.		6	16	8	
				64	4	2	
		Net proceeds		£209	0	10	

E. & O. E.

Payable at 60 days.

London, 26th May, 19..

SPENCE & FOWLER. (418)

130.—Brazilian Importer proposes Business on
Consignment Basis.

Rio de Janeiro, 3rd May, 19..

Messrs. RICHARDSON & SPENCER,
London.

Dear Sirs,

I am desirous of doing business with a leading English manufacturer of Hardware Goods for farm, camp, and domestic use, and your firm has been favourably mentioned to me by Mr. B. Thomas, of this City, as one of the best houses in the trade. I shall, therefore, be glad to receive by an early mail your complete catalogue and price list, together with best discounts and terms. Please also despatch by next steamer a sample case of your goods suitable for this market. My shipping agent, Mr. H. Johnson, of Aldgate Street, London, E.C., will arrange freight, insurance, etc., on my account, and will also settle the amount of your invoice. If your product should prove right for my trade here, I would propose that in future you send me shipments of your goods on consignment, as I believe I could do a good trade for you on such a basis. There is a considerable

demand for this class of goods here, and I would do my utmost to push your product.

Account Sales would be mailed to you monthly, and at the same time I would instruct my London Agent to remit you the amount by cheque.

I shall be glad to hear if you are willing to entertain my proposal, and can refer you to Messrs. Sporten & Flinder, of Eastcheap, London, E.C., and Messrs. Wendler & Sprite, of Leadenhall Street, London, E.C., with whom I do considerable business, and who will be in a position to give you full information as to my commercial status.

Awaiting your favourable reply,

Yours faithfully,

JUAN ALVAREZ. (282)

131.—Reply. Samples sent and Proposal agreed to.

SEÑOR JUAN ALVAREZ,
Rio de Janeiro.

London, 3rd June, 19..

Dear Sir,

We are much obliged for your esteemed communication of the 3rd ult., and accept your proposal in regard to the shipment of consignments to you. We think you will find our product sell readily in your market, especially as we are already exporting large shipments to other South American States. Moreover, our prices are closely calculated in order to compete with the product of our Continental competitors. You will convince yourself of this by comparing our catalogue and price list, which we enclose, with those of the German and French manufacturers, and since we have had some experience of South American trade, we should propose to ship you only the medium and cheaper grades, unless of course you have a demand for the better article; but in order to work up a trade in your market we are willing to assist you to the utmost in regard to the production of goods which shall compete with those offered by our rivals.

A case of samples comprising—so far as we can judge—the most saleable lines, will be despatched to your shipping agent in good time for shipment per next mail steamer, and, as desired, we will present our invoice to this gentleman for payment.

We agree to your proposal in regard to Account Sales monthly, and by next mail will send you particulars of the best discounts and commission we can offer you on the various lines contained in the sample case.

Should there be, and we presume there will be, any desirable lines which are not included in the sample case, we shall be pleased to quote for them on hearing from you.

Trusting that the sample case will reach you safely, and that we shall soon hear favourably from you,

We remain, dear Sir,

With compliments,

Yours faithfully,

RICHARDSON & SPENCER. (317)

132.—*Re Consignment of Clarets.*

London, 5th Jan., 19..

Messrs. HENRI POITIERS & Co.,
Paris.

Gentlemen,

Your letter of the 1st inst. to hand. I must confess that your remarks respecting the conduct of my Liverpool friends are very unpleasant to me, as I cannot but feel that your observations are not intended for them alone, but, as I have confided your property to their care, you hint very plainly that I also am very much open to criticism in this matter.

Allow me, however, in vindication both of my friends and myself, to inform you that I am absolutely certain no house in Liverpool could have handled your goods in a better manner than my friends have done. It is an impossibility to force a sale with the market in a flat condition without sacrificing the property in such a manner as would be quite unjustifiable. If this had been done, your complaint would have been a real one, but, considering the circumstances, I am bound to believe that whatever grounds it is based upon are simply imaginary ones. It is to be regretted that the Clarets were sent to Liverpool at all, but since they are there, the expense of sending them back would only increase the loss. Had they remained here I might have placed them before this, but certainly not at £50, as prices of Clarets of all descriptions have lately dropped

very much, and although your brand has undoubtedly given satisfaction, it would, nevertheless, have suffered under the general depression of this market. I have instructed my friends to sell as quickly as possible, and this even if a small sacrifice has to be made.

I am just as anxious that this transaction shall be closed before undertaking new business as you are yourselves, and, as I fear that the proceeds of these Clarets will not indemnify me for the whole of my advances, I must be excused from putting myself under further engagements until those in hand are settled.

Messrs. Jordan & Co. have had more success than our Liverpool friends, as you will notice from the Account Sales, which, together with a copy of their letter, I enclose herewith. Their draft for the net amount of the proceeds, £300 15s. od. sterling, has been duly honoured, and the amount placed to your credit.

You will observe that not more than 42/- per dozen could be realized, but this is probably more agreeable to you than to have kept them on hand indefinitely.

Trusting that future operations will be productive of greater success,

I remain,

Yours faithfully,

JAMES PRINGLE. (439)

133.—*Consignment of Umbrellas.*

London, 9th April, 19..

Messrs. JOHN WALDER & SON,
Calcutta.

Gentlemen,

We are in possession of your communication dated 1st March, and would inform you that we accept your proposal to ship you consignments of our goods upon the terms set forth in your letter.

We are, therefore, forwarding a sample collection of our various lines per s.s. *Malta*, sailing on the 30th inst. Invoice for same is annexed, and Bills of Lading and Insurance Policy will follow by s.s. *Wardour*. As instructed, we have valued upon you this day, in our draft at thirty days' sight, for the

amount of £50 10s., and trust you will give same due protection.

In accordance with your desire, we give you a few particulars regarding the various lines which we have forwarded.

Ladies' Laventina, with very showy celluloid handles, or silver-mounted handles. This umbrella is a remarkably cheap line, which sells well in the home trade, as for ordinary rough wear it is just the thing, and looks worth double the money.

Ladies' Gloria, mounted in silver, ivory, and natural handles, is a great favourite, as gloria, being a mixture of silk and cotton, wears well, and does not split so easily as pure silk will if subjected to constant use. We sell many thousands annually.

Ladies' Pure Silk. Sterling silver mounts; showy. This umbrella is a genuine article, and for lightness and compactness, combined with genteel appearance, cannot be beaten.

Ladies' Durable Twill. This line is the acme of perfection. It is mounted in best ivory, agate silver, and gold plate, and altogether makes a splendid presentation umbrella.

All the above remarks apply also to the different varieties of Gents' Umbrellas. The new Iron Tubes or Natural Sticks can be fitted to any of the series. The various qualities of Imitation Silk and other materials used in the manufacture of our umbrellas are the best in the market for appearance, lightness, strength, and durability, and are guaranteed Fast Black.

We have taken the liberty to include a dozen of assorted Sunshades with this shipment, as we think you should have a good outlet for these in your market, and we know that better value cannot be obtained anywhere. We shall always be pleased to render you any assistance in our power with a view to pushing a profitable and mutually remunerative trade in your market, and trusting that the present shipment will arrive safely and meet with your approval,

We remain, Gentlemen,

Yours faithfully,

WEEKES & BELLOW. (421)

134.—Consignments of Cutlery and Soft Goods, etc.
Account Current asked for.

MESSRS. BLUNDELL & Co.,

London, 5th January, 19..

Rio de Janeiro.

Gentlemen,

Since writing you on the 25th ult., I have received your favour of 10th November, the contents of which I have duly noted and find the same satisfactory.

The result of the consignment per *Boldero* indicates very plainly that there is no demand for the cheaper grade of goods in your market. I sent this lower grade really to test the market, and this experiment has taught me that in future I must confine myself to the better qualities only.

I note your explanations *re* consignments per *Londo* and *Volli*, and thank you for meeting me in this matter by agreeing to a debit of half the loss. I have, therefore, debited your account with £25, and hope we shall mutually recompense ourselves for this loss by satisfactory and profitable transactions in the near future.

I shall be glad to hear that you have closed out the balance of the consignments per *Morro*, *Francis III.*, and *Belleville*, and hope to receive some further orders from you by the next mail.

If you have not already done so, please send me in your next letter an account current to date, as I am closing my financial year on the 6th inst., and would like to clear up any differences which may exist in our books.

Enclosed I beg to hand you Bill of Lading and Consignment Note of five cases of Cutlery, two cases of Soft Goods, and one case of Electro-plated Ware, which I am shipping by the *Andalusian*, sailing on the 20th inst. I trust these goods will reach you safely, and find a ready sale.

I shall shortly send you another lot of Scotch Whisky, and hope you will be as successful in placing it as you were with the last consignment.

I will write you further in regard to the present consignment by next mail, as I am pressed for time, and it is now close upon time to post.

I am, Gentlemen,

Yours truly,

VERNON BOLDMAN. (346)

135.—Reply as to Provisions and Fruit. Consignment Basis only.

London, 1st October, 19..

Messrs. HOPCRAFT & Co.,
Havre.

Gentlemen,

We are obliged for the proposals contained in your favour of the 25th ult., but upon due consideration of the matter we can only entertain the business on a consignment basis, and your weekly price lists would, therefore, be of no use to us. We also beg to point out to you that your quotations do not impress us very favourably, since, in a large number of instances, your competitors are offering much lower prices, and we should be at a decided disadvantage as our neighbours could quote in some cases as much as 5 per cent. below us. This is especially the case in regard to Butters. However, should you decide at any future time to alter your mode of business and see your way to consign your goods, we shall be pleased to go into further particulars.

We note your request to be advised of the prospects in this market for Dried Fruits during the coming season, and, although it is at present too soon to say anything about them, you may depend upon our early advices regarding the various kinds you mention. Immediately there is any demand we will let you know. We should be willing to do such business on the usual 5 per cent. commission, with out of pocket expenses. For your information, we give you the following prices which were obtained for the new fruit during last season in this market:—

Valencias, Good off Stalk	boxes	26s. to 28s.
" Selected	boxes	32s. " 34s.
Currants, Patras	cases	16s. " 17s.
" Choice	cases	21s. " 24s.
Sultanas, New Choice		52s. " 56s.
" Old		42s. " 44s.
Figs	Taps about 28 lbs.	18s. 6d. to 22s. 6d.

Trusting these figures may serve as a guide to you,

We are, Gentlemen,

Yours faithfully,

FELLINGHAM & Co. (315)

136.—Consignment of Quilts.

London, 7th January, 19..

Messrs. BORNAMUSJEE & Co.,
Bombay.

Gentlemen,

Your letter of 1st December has reached us in due course, and we are pleased to receive your offer to represent us. Without taking up the references you named, we are willing, on account of the good repute in which your house is held here, to make you a trial consignment, and trust that the result will be encouraging to future business.

We are sending this consignment of our Marcella Quilts as per Consignment Note herewith by the s.s. *Borneo*, sailing on 10th inst. These quilts are a splendid line, and since you require them for institution purposes we are sure they will be found just the desired thing. We notice you mention 66 x 90 as the size, but as we have not this exact size in stock we are sending you the nearest, which is only the next size larger, so that there is not much difference.

However, we can make any size to order, and in any quality, provided we have sufficient time allowed us to execute the order, but as you require the present lot as quickly as possible we have done our best to hasten shipment, and hope this will meet your approval. We can do these quilts in qualities 1 to 6 at 2s. 10d., 3s. 3d., 3s. 6d., 3s. 10d., 4s. 1d., 4s. 6d.

We have also enclosed in the case samples of our Heavy Bleached Twills, with full list of prices, and should be glad if you can find an outlet for same among your buyers.

As suggested, we have drawn upon you at thirty days' sight for the sum of £230 as two-thirds of the invoice, and the remainder will be drawn for upon receipt of Account Sales.

We are certain that there is a good trade to be done in our quilts in your market, and as they are an absolutely reliable article we look forward to considerable business relations with you in the near future.

Wishing you a speedy and safe arrival of the goods,

We remain, Gentlemen,

Yours faithfully,

BONCEY, LOWNDES & Co. (376)

137.—Consignments of Hog Products.

Birkenhead, 3rd January, 19..

MESSRS. CHENTER & Co.,
Philadelphia.

Gentlemen,

We have your letter of the 19th ult., contents of which are duly noted.

You have acted very prudently in changing your oldest Cumberland Bacon into short ribs and shoulders; indeed, we thought at one time of cabling a suggestion to that effect. Your sales of Scrubs in Boston just recently, against current operations, appear to have been most opportune. We are sorry, however, that you were not more fortunate in connection with the Lard business. Statistics do not count for much. The masses of the people go for whatever article of food they can obtain the most of for their money, and this is very much the same in every country. This time last year, and a little later, although the situation looked a bit favourable for making sales for forward delivery on this side, yet it was not so, because the masses were consuming Hog produce; now they are not to any great extent, and as low prices this time last year stimulated the consumption, the high prices ruling for the past few months, while having stopped consumption, have given every incentive to production of Hog Products all the world over.

Yours very truly,

THRIVES, BOLDER & Co. (210)

138.—Consignment of Serge. Complaint.

Smyrna, 5th February, 19..

MESSRS. WINCOTT, SIMPSON & Co.,
London.

Gentlemen,

Since writing you on the 4th ult. I have received your consignment per s.s. *Aralia*, and regret to say that, upon opening out these goods, I find they are not according to sample. In the first place the quality is inferior to the sample piece I sent you, and, secondly, the shade is much lighter. I have submitted the goods to my buyers, and they

at first declined to accept them. However, after considerable discussion, I prevailed upon them to accept with an allowance of 2d. per yard. I must ask you to exercise more care in filling my indents, as it is only after great exertions that I have succeeded in disposing of these goods, and they might otherwise have remained on hand indefinitely.

Enclosed you will find Account Sales for this shipment, and also for the Mohairs and Meltons consigned per s.s. *Golden Fleece*. The latter having been likewise unsatisfactory, as explained in my letter of November last, I was compelled to sell at 3d. per yard under invoice price, amounting in all to £8 4s. 6d. I regret these deductions, but, if you do not deliver according to sample, I cannot be blamed. For the amount of these Account Sales, less the usual commission, I am sending you herewith draft on the Crédit Lyonnais, value £506 10s. 3d., which please pass to my credit.

I hope to mail you further orders shortly, but must insist upon greater care being given to their execution in future. I cannot always hope to be fortunate enough to place goods which are not as ordered.

I now await the 20 pieces of Sateen for indent 1501 of the 1st January, and trust they will prove more satisfactory.

Meanwhile, I remain,

Yours faithfully,

JOSEPH BELLATI. (318)

139.—Reply, Consignments of Serge, etc. Settlement of all Sales requested.

London, 5th March, 19..

Mr. JOSEPH BELLATI,
Smyrna.

Dear Sir,

We are in possession of your favour of the 5th ult. enclosing various Account Sales and advice of draft on the Crédit Lyonnais for £506 10s. 3d., which amount has been received and passed to your credit with thanks.

With regard to our consignment per s.s. *Aralia*, we are of a decidedly different opinion to that expressed in your letter. As it happens, the writer examined those pieces of serge previous to packing in this warehouse, and is, therefore, in a position to deny that the goods were in any way inferior to

sample. As for the shade being, as you say, "much lighter," that is an exaggeration, in fact so much so that no dyer would guarantee a closer match. We have again compared your sample piece with a reference sample taken from this shipment, and find that the quality is exactly the same. It is made by exactly the same manufacturer, and he states that it was taken from his stock of the same grade, while we find the shade a very good match.

In view of the above, we desire to know why we should be called upon to make an allowance of 2d. per yard, when we have delivered exactly to order in every respect? We are forced to come to the conclusion that someone on your side is not acting honestly, with the object of extorting an allowance.

To be candid, we are compelled to tell you that we are not satisfied with the manner in which you handle our consignments, since we have to allow some claim, or suffer some loss, on every consignment sent to you. If we go on in this way, what our ultimate loss on this business with you will be we dare not think, and we are determined to stop before getting too deeply involved.

We do not know how you have managed with this consignment, but we are inclined to think that you have had the goods conveyed direct from the docks to your buyers, and that you did not examine them before delivering. This is the only reason we can imagine for such a claim being made, as we are sure that if you had seen the goods, and compared them for yourself, you could not make such a claim upon us.

We enclose a small piece of the sample sent to us, also another piece cut from the goods shipped to you, and if, as we suggest above, your buyers have been dealing dishonestly with you, then you have every reason to compel them to refund the amount deducted, or proceed against them, if only to expose their dishonesty.

With reference to the Mohairs and Meltons per *Golden Fleece*, upon which you make a deduction of 3d. per yard, we have already written you that we cannot allow this, and must ask you to remit the £5 2s. od. as soon as possible. On this parcel we have already lost four months' interest, as it was shipped early in November, and, since it was really indented, the order was firm, so that there was no question of consignment. This was sold to arrive, not to be accounted for when sold. We must tell you most emphatically that the business

would never have been entertained by us had we known that the settlement would have been delayed in such a manner, since we cannot afford to wait so long for our money.

In conclusion, we would ask you to send us a prompt settlement for all sales effected on our account, together with a list of consignments held for our account. We regret to have to write in this manner, especially as we entered into the business upon the urgent recommendation of your Milan house, but considering the useless worry and trouble each transaction causes us, we are unable to see any real advantage in these transactions, and have decided to make the best of a bad speculation by withdrawing from it with as little loss as is now possible.

We await your prompt reply, and remain,

Yours faithfully,

WINCOTT, SIMPSON & Co. (704)

140.—Consignments Proposed. Terms Stated.

London, 19th March, 19..

Messrs. SWITHINS & POLLAND,
Bahia, Brazil.

Gentlemen,

I confirm my respects of the 30th ult., and have in the meantime received your favour of the 10th February.

The suggestions in the latter were of interest, and, after careful consideration of them, I have decided to send you a trial consignment of the Hat Furnishings mentioned, and, if this turns out satisfactorily, I will consider the question of larger consignments.

With regard to your remarks respecting a fair working basis for such business, I think it would be best to work upon joint account, so that each party may charge the exact amount expended on each consignment. Do you think it possible to obtain any orders for the hats themselves? I have seen indents for both Hard and Soft Felt Hats for the Brazilian market, and put the question in the hope that you can do some business in these articles on a profitable basis.

On the 12th inst. I received your cabled order for 100 gross Belt Buckles to be shipped at the end of this month, and the same shall be promptly despatched.

Indent No. 839 for 150 Hoes is being shipped on Friday next per s.s. *Britain*, and I enclose invoice for same herewith. It would be better if, in future cases of this kind, you would cable the order, as longer time is generally required to complete delivery. In trying the market here for the bed rock price, I had several slightly lower quotations, but delivery could not be made for another three weeks, when it would be too late. Kindly note this for future guidance.

I hope to despatch the trial lot of Hat Furnishings by next steamer, and in the meantime wish you a safe arrival of the Hoes per s.s. *Britain*.

Yours very truly,

JOHN STONER. (316)

141.—Reply, Consignments Proposed. Terms Agreed to, etc.

Bahia, Brazil, 20th April, 19..

MR. JOHN STONER,
London.

Dear Sir,

We are in receipt of your favour of 19th March, and have also received your shipment per s.s. *Britain*. We are pleased to say that this lot of Hoes gives great satisfaction, and the amount of your invoice, viz., £20, has been duly passed to your credit.

With respect to your favourable answer to our suggestions regarding trial consignments of Hat Furnishings, we would say that we have already got in touch with the consumers of this class of goods, and, provided your shipment—which, by the way, we are expecting daily—turns out to our expectations, we shall probably mail you considerable orders. We quite agree to your proposal to work this business upon joint account, and will also be content for the present if only a small margin of profit is obtained from these transactions. If Continental Houses can afford to send their representatives out here to do this class of business alone, we are quite sure there is plenty of scope for houses with many years' local experience like ourselves, and that, in the end, a profitable

trade can be created. We shall write you further on the subject after receipt of your trial shipment. Regarding your query respecting the Hats themselves, we would give you the following information:—

Wool and Felt Hats are made in this country very extensively, in fact the common kind of soft wool hats are all home manufacture, while about 80 to 90 per cent. of the soft hair-felts are home made. The trade in Hard Felts is a comparatively small one, but probably the greater part of the Hats are of English manufacture.

Straw Hats are generally supplied by the French or German manufacturers, but even these are principally for town wear, since home made rough straw hats are worn by the workmen. These rough straws are made of native straw and grass, and a really serviceable article can be obtained in such goods for about 300 reis.

It would, therefore, appear that the Hard Felt has the best chance, and we might try the market to find out what prices are being obtained in these goods. If you will send us a catalogue, we will compare the prices. There is always some difficulty in regard to the English money, weights, and measurements, as the people here are all accustomed to the metric system, but we will see whether this cannot be obviated. We shall also have to carefully consider the question of tariff requirements, packing, etc., and freights, and we will write you more fully on these points by next mail.

We hope to secure some fair orders for agricultural implements shortly, and there are also some orders about for machinery, although they may, in spite of all efforts, go to the States. The American manufacturers have their agents on the spot, and, besides this, they make a point of prompt delivery. If we are fortunate enough to get a share of the business, we must rely upon your co-operation in using all possible means to ensure a speedy execution and prompt shipment of any orders we may cable to you.

Awaiting your favours,

We are, dear Sir,

Yours very truly,

SWITHINS & POLLAND. (550)

142.—Enquiry. *Pro formâ* Invoice asked for.

Melbourne, 3rd February, 19..

MESSRS. CRIPPS & WATKINS,
Liverpool.

Gentlemen,

We have from time to time had enquiries from our friends for Ready-made Clothing, and we should, therefore, be glad if you would obtain for us Illustrated Price Lists from the more important Leeds manufacturers of these goods, and full particulars as to discounts, etc. The class of goods we should be most interested in would be that suitable for the use of miners and those engaged in sheep farming, etc.; and, as this is quite new business to us, we should be glad to have with the price lists a *pro formâ* invoice for, say, three cases, which are to contain complete suits, selected to meet the requirements of this class of consumers. We shall then be in a position to form some idea of the probable cost of importing these goods. The Leeds people will probably know what is required, as we are given to understand that an immense business is done in such goods in this market, and we intend to have a share of it if at all possible.

The Shirtings and Grey Silecias shipped per s.s. *Warwick* have reached us safely, and have met with approval. We shall hope to send you per next mail an indent for a large quantity of each of these lines, for delivery in May next. We see that the *Itata* is advertised to sail from Salthouse Dock on the 5th inst., and we therefore cabled you the following message:—

“Send indent 596 per *Itata* certain,”

in reply to which we have received your cabled answer as under:—

“Already shipped per *Gulf of Venice*.”

We are pleased to hear this, as we are bound to deliver the goods for this indent within a stipulated time, and, not receiving any news from you, we began to fear that they would not reach us in time to enable us to deliver by the date specified. However, we shall now be able to do so.

Enclosed we hand you Account Current to date, and for the balance of £350 in your favour you may draw on us as usual at one month's sight.

We await your reply as to the Clothing, and meanwhile remain,

Yours very truly,

HALLIDAY & WARR. (387)

143.—Advances against Documents.

London, 3rd April, 19..

MESSRS. ISMAY & Co.,
Constantinople.

Gentlemen,

I am in receipt of your favour of 28th February, and the consignments of Rugs per s.s. *Avoca* and s.s. *Crown Prince* have also come to hand. I have had several offers for these goods, but I regret to say that the present low prices ruling in this market render it impossible to obtain anything like your figures. My friends, Messrs. Walters & Co., hope to place the *Avoca* shipment to-morrow, but the prices obtained are quite 25 per cent. below your invoice price. However, I have arranged the matter in this instance, and hope to send you Account Sales in my next.

In view of the foregoing, I would impress upon you that, in future, although my friends are perfectly willing to meet you in regard to taking up your documents, yet a reasonable margin must be allowed for the fluctuations of the market here, and I would, therefore, ask you to limit your drafts to 75 per cent. of the real value of each consignment.

Of course, in many cases the actual invoice price is realized, but, taking into consideration the results of the last three or four shipments, you will see that in each instance the net result is less than the value of the draft.

I do not wish to make this business difficult for you, but I think you will agree that it is unsatisfactory to forward these consignments on the old basis, and that you will see the necessity of making a sufficient allowance for the fluctuation in prices by drawing at 25 per cent. off invoice value.

Awaiting your favours,

I remain, Gentlemen,

Yours faithfully,

CHARLES WATTS. (291)

144.—Consignments of Cotton Goods.

Liverpool, 4th April, 19..

MESSRS. LEYDEN & PRYOR,
Philadelphia.

Gentlemen,

In exchange for my letter of the 23rd ult., I have your favour of the 19th ult., contents of which I have carefully noted.

I am pleased to learn that you are of opinion the C quality Shirting is what a large section of your trade can make use of, and hope that the samples—part of my consignment of 19th ult.—will result in considerable orders.

In regard to the Calico No. 5, sampled to you on 5th January, I desire to say that the reduction of price mentioned is quite out of the question, and I have no doubt that, after these goods have been made up as a test of their quality, you will find that they, as well as the other grades, are all splendid value. You speak of one of your customers who thinks of using a quantity of the No. 2 quality, provided he could get it 1d. cheaper, but there is no doubt whatever that the competing make he is buying, at the equivalent of 6 $\frac{3}{4}$ d., is a commoner quality, for it is a fact not to be controverted that the profits on this class of goods are cut so fine that, in the ordinary way of business, there is no margin for such reductions as 1d. per yard. I could supply an article at 1d. per yard less—of course inferior—but it has been my endeavour at all times, no matter what happened, to scrupulously maintain the standard of my respective qualities, and I take it for granted that you will sustain me in that endeavour.

I hope you will find other customers disposed to give my goods a fair and unprejudiced trial, and I am sure you will then succeed in creating an extensive demand for them. Your remarks on the Canvas Shirting, sampled on the 5th January, are interesting, and, as the goods are certainly nice, I am indulging the hope that you will send me some orders for them, as you say there is a good market for such an article. At the figures mentioned, however, viz., 10d. per yard, a lower quality is doubtless in demand, for the quality shipped to you could not possibly be offered on that basis. When you have a buyer interested in this line, at a price which you think reasonable, I should be glad to hear from

you, and you may rest assured that I shall meet you if at all possible.

By next steamer I shall make the shipment of Commission No. 159, to which I have given my most careful attention, and trust it will prove to your satisfaction.

Yours very truly,

ALFRED STANTON. (465)

145.—Consignment of Scotch Yarns.

Leicester, 14th April, 19..

MESSRS. BERTULUS & Co.,
Rouen.

Gentlemen,

The supply of Scotch Yarns in the better qualities is a very limited one just now, being practically reduced to current production. From this condition of our market, we conclude that in your market the better qualities must be in rather limited supply also, and we have, therefore, decided to ship you a sample of 20 bundles each, A, B, C, and D, as per enclosed Consignment Note and Bill of Lading.

The prices are as follows:—

A 3/-, B 3/3, C 3/6, D 3/9 per lb.

We should be willing to consider a small concession, should you find it necessary, and we would ask you to see what can be done with the shipment upon receipt. If we hear from you promptly by wire, we shall have to offer you, if unsold, 300 bundles A, 200 bundles B, 150 bundles C, 180 bundles D, but in the event of your being unable to do any business in these yarns, you will favour us by disposing of the sample lot at the best figure possible, so that return charges may be saved. Contrary to this, however, we hope that you will be able to place the above, or at least a part. We hope you will make an effort to clear the consignment of Shetlands per *Adrian*, as we are closing our financial year at the end of this month, and would like to omit this from our stock list if at all possible. Wire us what is offered.

We confirm our respects of the 5th inst., and remain,

Yours faithfully,

LANDERTON & WILLING. (292)

146.—Metal Market, Reply to Enquiry.

MESSRS. WARNINGHAM FRÈRES, *Glasgow, 12th April, 19..*
Havre.

Gentlemen,

In response to your enquiry of the 10th inst., we have the pleasure to send you herewith the following particulars respecting the condition of the Metal Market last week:—

Pig Iron.	F.o.b. Glasgow.	No. 1.	No. 3.
Coltness	"	£3 6 0	£2 17 0
Gartsherrie	"	3 1 6	2 17 0
Summerlee	"	3 5 0	2 17 0
Carnbrae	" Ex. Store	2 16 0	2 15 6

The stock in store on 8th inst. amounted to 308,000 tons, being 400 tons decrease since 1st inst. Shipments of Scotch Pig Iron, 6,700 tons, against 5,800 tons during the corresponding week last year. Furnaces in blast in this district, 80, as against 81 last year at this date.

There have been a number of smaller variations since last Monday's prices. The fluctuations were as follows: Scotch warrants between 55s. 0½d. and 54s. 3½d. cash, closing this afternoon sellers' 54s. 9d. cash and 55s. at a month, buyers' ½d. less. Cleveland warrants between 48s. 3½d. and 47s. 11d. cash, closing sellers' 48s. 3d. cash and 48s. 6d. month, buyers' 1d. less. West Coast hematite warrants between 59s. 2d. and 58s. 6d. cash, closing sellers' 58s. 8d. cash and 59s. month, buyers' 1d. less. Middlesbrough hematite warrants are not offering; buyers' prices to-day were 59s. 6d. cash and 59s. 9d. a month.

Copper, which was quiet during the week, has improved to-day fully 2s. per ton, and closed sellers' £68 12s. 6d. cash and £68 17s. 6d. three months, buyers' 5s. less.

The quantity of Iron in West Cumberland and Barrow on the 8th inst. was altogether 211,600 tons, being 150 tons decrease since 1st inst. Shipments of Iron and Steel last week were 13,500 tons.

We trust the above information may be of service to you, and shall be pleased to give you any further particulars you may be in need of.

Yours faithfully,
MACGREGOR & NORTH. (415)

147.—Commissions. Parcel of Rice Bought and Shipped.

MESSRS. LINTOTT & SON, *London, 16th April, 19..*
Rouen.

Gentlemen,

We received your wire this morning instructing us to buy the parcel of Patna Rice at 16s., and the writer did his very best to do the business at that figure; but sales being brisk, and stocks very low, the brokers would not entertain an offer below 17s. We therefore wired you to know whether we should secure the 1,000 bags at that price, and, upon receiving your reply in the affirmative, purchased the parcel. The goods will go forward by the steamer *Breton*, which sails on Thursday, 18th inst., and we enclose invoice and Bill of Lading for same herewith. We have not effected insurance, as we presume your floating policy covers such consignments.

We trust the parcel will reach you safely, and that the quality will please you.

There are several parcels of Japan Rice, finest quality, being offered at 18s. Bass is quoted 14s. 6d., and Rangoon 12s. and 13s. We should be glad to hear that you can take some of these, and would do our best in your interest as regards price.

Awaiting your favours,

We remain, yours faithfully,

LAMB & MINT. (204)

148.—Commissions. Consignment of Cigars Sold by Auction.

Hamburg, 10th April, 19..

MESSRS. MALSON & GOLDSTONE,
New York.

Gentlemen,

We confirm our respects of the 4th inst., and would now advise you that the 200 boxes Cigars, ex *Saale*, realized 18 marks per hundred. This is a better price than we ourselves anticipated, and although, unfortunately, the result of this consignment will mean a considerable loss to you, yet we are convinced that, if we had kept these cigars for an

indefinite period, they would have deteriorated to such an extent—especially as they were not of a recent crop—that the loss would have been much greater. The dealers were disinclined to make any offers for cigars which were evidently old stock, and we really believe that, in disposing of them by auction, we have secured a better price than any consumers or dealers in this market would be likely to offer for them.

We enclose Account Sales for this lot, and in settlement of same, less Auctioneer's Commission, Charges, etc., together with our own commission of 5 per cent., we hand you cheque on the National Park Bank, New York, for \$321.50., which please acknowledge.

We hope to advise you of better results with the Tobacco *ex Alsterwahl* in our next, and meanwhile remain,

Yours faithfully,
ARNHEIM & WINTER. (221)

149.—Commissions. Parcel of Waterproofs Bought and Shipped.

London, 15th April, 19..

MESSRS. BORDERLIN & WINAN,
Paris.

Gentlemen,

Enclosed I have the pleasure to hand you invoice for 50 Best Black Paramatta Waterproof Cloaks bought for your account, and which are being shipped per s.s. *Gulf of Suez* for Alexandria on the 17th inst.

Your limit being 45s., I bought at that figure, and obtained an article which I am sure your friends will be pleased with, as this make is both strong and serviceable, and the manufacturers guarantee the goods to stand any climate. The sizes you specified, viz., 52 inch and 54 inch, were fortunately in stock, and the goods can, therefore, be ready in time for the above steamer. You will see by the invoice that I was enabled to obtain a special cash discount of 5 per cent. for cash, making the net amount £106 17s. 6d., and, with my commission of 5 per cent. added, the total amounts to £112 4s. 4d., for which please send me your remittance.

The goods were delivered to-day to your packers, as per

their receipt herewith, and I understand from them that they have your instructions in regard to forwarding.

I hope to be over in Paris next week, and shall bring with me various lines in rubber goods, which I think may be of interest to you.

Meanwhile, I remain, with compliments,

Yours truly,
HENRY FERRITT. (246)

150.—Commissions. Shipment of Tin Plates.

London, 14th April, 19..

MESSRS. PRENDERGAST & SON,
New York.

Gentlemen,

Upon receipt of your cable of the 10th inst., I called on our friends Messrs. Lowther, and endeavoured to get them to quote a lower figure for the 100 boxes of Tin Plates (Primes), but prices are ruling very high just now, and they would not budge a cent. As your instructions were quite definite on this point, I had to refuse their offer at 10s., although they informed me that this figure will be exceeded yet, as there is a great scarcity. However, in accordance with your wishes, I secured the alternative 100 boxes of Wasters at 9s., less 2½ per cent. at 14 days, f.o.b. Swansea. There is a steamer leaving Swansea on the 16th inst., and I have arranged for the shipment to go by that steamer.

Enclosed I hand you invoice for the 100 boxes, amounting to £44 19s. 5d., viz., £45, less 2½ per cent. discount, with 2½ per cent. commission added. Please credit my account in due course, and oblige.

I also have pleasure in enclosing Account Sales for the 10 cases of Preserves shipped per s.s. *Paris*, and which, after the deduction of commission, freight, etc., shows £56 10s. Considering the accumulated stocks of this commodity, and the consequent further decline in prices, this result will doubtless be very satisfactory to you.

I hope to receive your further commands at an early date, and remain,

Yours very truly,
MAURICE CLIFFORD. (267)