

Please advise me when you have fixed the exact date of your arrival here.

Yours very truly,
GUSTAV BODENHEIM. (103)

160.—Offer to act as Buying Agents by a Commission House.

Messrs. COVELL & HARRIS, *New York, 3rd April, 19..*
London.

Gentlemen,

We understand from our neighbours, Messrs. Render, whose principal called on us to-day, that you have been buying large quantities of Ironmongery in this market through Messrs. Fremlin, and that as this firm is now in liquidation you require a reliable firm to act as buying agents. From our intimate knowledge of the business, we believe that we should entirely meet your requirements. We had many years' experience in the English trade before coming to America, and, knowing the wants of English consumers, we can promise you facilities in regard to prices, terms, and freights, not in the power of any other commission house in this City, or, for that matter, anywhere in the States. Messrs. Render will doubtless be writing you about us, and we will therefore content ourselves by stating the terms upon which we are prepared to buy your orders:—

1. Commission $2\frac{1}{2}$ per cent. on the net value of invoice.
2. Five per cent. per annum on invoices and commissions from date of shipment, to be settled half-yearly.
3. We concede you all discounts and concessions of every kind.
4. We have special arrangements with the steamship companies for freights, of which you would reap the benefit.
5. Insurance, we presume, would be covered by your floating policy. If not, we can get special rates.

We trust you will see your way to take advantage of our offer, and, awaiting the favour of an early reply,

Yours faithfully,
THE GOLDSTONE COMMISSION CO. (261)

**SECTION XII.
ORDERS.**

161.—Order for Bohemian Glass from Agent.

10 Rose Street, E.C., 27th April, 19..
Mr. CHRISTIAN LANGENBERG,
Prague

Dear Sir,

We have received your favour of the 24th inst., and the samples advised have duly come to hand. The vase with the wild rose decoration pleases our customer, and, upon condition that we confine the sale entirely to him, he orders 100 dozen @ Mks. 12. — per dozen, to be delivered by 15th December at the latest. Please put this order in hand at once, and be careful that the goods are delivered in exact accordance with sample, otherwise they will be thrown upon our hands.

We are also pleased to say that the Scent Sprays have met with great favour, and we have secured some orders for them. Please put into work 20 of each @ Mks. 1.50, 2. —, 3. —, 3.50, and 4. — in assorted patterns and decorations.

Our travellers have also had some success with the glass toilet sets which you sampled. Please put in hand 12 sets in each of the 6 patterns @ Mks 12.50 per set.

The vase with fuchsia decoration is also much admired, and we hope to send you orders for this in a day or two.

Yours faithfully,
CHARLES WINTER & Co. (210)

162.—Order from Agent to Wine Grower.


London, 27th April, 19..
Messrs. FERNANDO JIMENEZ & Co.,
San Lucar.

Gentlemen,

Referring to the visit of your Mr. Jimenez last week, and to the arrangement then made with him, please forward the following Sherries:—

12 dozen Amontillado, 1889 @ 48/- doz.
 12 " Manzanilla, 1896 @ 84/- "
 12 " Montilla, 1896 @ 60/- "

We should be glad if you could manage to ship these by the *Andalusia*, sailing on the 5th prox., for Millwall Docks.

Please pack in cases of 2 dozen each and mark  # 1 and upwards.

These wines will be delivered to people here who have previously imported the "Star" Brand of Sherries, and you will therefore be good enough to use special care in the execution of the present order, as if an inferior article is delivered and a bad impression made, there will be no chance of future business. But if the right thing is sent, we may obtain considerable orders in this quarter.

Yours faithfully,

WILLIAM JONES & SON. (181)

163.—Order for Wool.

London, 27th April, 19..

MESSRS. HENRY LONGLEY & SON,
 Leicester.

Gentlemen,

Please forward per Midland Railway first passenger train:—

2 spindles	"Aladdin" Fingering,	Pink @ 8/6
2 "	Middle "	White " 9/-
2 "	Super "	Red " 9/6

These are wanted for a special order, and I rely upon your giving this your prompt attention, as I must have the goods here by to-morrow evening certain.

Yours truly,

HORACE MARCHANT. (77)

164.—Order for Whisky.

Capetown, 27th April, 19..

MESSRS. LAMB & WALLIS,
 London.

Gentlemen,

By this we would ask you to purchase for our account 20 cases of McGlaskie's *Gael Brand* Whisky @ 48/- per dozen, as per your quotation of 10th September last. We understand that prices have dropped considerably of late, and if you can secure this quality at a lower figure please do so. We should like you to ship these 20 cases with the next instalment of Clarets for Indent No. 58, and due for shipment at the end of May.

Yours faithfully,

HENRY POLLAND & SON. (100)

165. Order for Curtains.

Hamburg, 27th April, 19..

MESSRS. CHRISTIE & LINES,
 Nottingham.

Gentlemen,

Referring to your quotation of 25th January last, I have now pleasure in handing you an order for the following Lace Curtains:—

50 pairs	No. 152 "Iris" design @ 10/6
50 "	" " 150 "Fuchsia" " " 12/6

less 2½ per cent. discount, delivered f.o.b. London steamer, packing in oil-cloth lined cases extra.

We have had some delay in regard to this order, as your prices exceeded the limits given to us by our friends, but, as we rather liked your designs, we referred the order back, and our friends will now agree to pay your prices as a trial. Please, therefore, do your best to deliver the finest quality you possibly can at the figure named, or, if you can shade the price a little, it would be advisable to do so. If this first trial order turns out satisfactory and of good value, large and increasing business may result, since our friends do a larger trade than any other similar house in their particular market.

When ready for shipment please advise us, and we will send you marks and shipping instructions.

Trusting you will give this order your prompt and careful attention,

We remain, Gentlemen,

Yours very truly,

HASSEL & KNIOPP. (231)

166.—Repeat Order for Shirting.

London, 27th April, 19..

MESSRS. SPICER & CO., LTD.,
Manchester.

Gentlemen,

I hand you herewith the order for 20 pieces of Shirting as a repeat of my order No. 5643 of 6th March. I would, however, point out to you that my friends found the No. 54 a little too light in shade, which must be remedied in the present instance. They also found a slight deterioration in quality of the last lot, and say that they did not come quite up to the usual standard. I therefore look to you to see that this does not occur with the present order, and that you will do your best to furnish exactly what is wanted. As delivery will not be required until the end of next month, you will have plenty of time to execute the order in the way desired.

Commending same to your careful attention,

I remain, Gentlemen,

Yours very truly,

JAMES DENTON. (163)

167.—Order for Dress Goods.

Boston, U.S.A., 28th April, 19..

MESSRS. WINGFIELD & SONS, LTD.,
London.

Gentlemen,

The sample pieces of Figured Mohairs which you sent me on 15th March have come to hand, and I now enclose an order for a further 10 pieces each of black, blue, silver, and grey, assorted in the various new designs

as per pattern book. Please give this order your most careful attention, and ship the same with all speed. You had better let me know by next mail when you will be able to ship the goods. I hope you can get them off by an early steamer. When ready, please enquire of Messrs. Owen & Co. as to whether they have anything to forward. If so, please have their package, which will only be a small one, included on your Bill of Lading. I have also instructed Messrs. Owen to this effect, and in case their goods are ready first, they will communicate with you, and hold their small package over until you are ready to ship this order.

I have submitted these goods to a number of my customers, and, as they are generally approved of, I look forward to considerable business during the season.

The call for Mohairs has developed somewhat of late, and although, until recently, principally plain and figured black Mohairs were asked for, the growing demand for bright dress fabrics has resulted in a rapidly expanding trade in all colours, but especially in silver, navy, grey, etc. The great drawback is the tariff on these goods, viz., over 160 per cent., but the highest class of wearers in the States nevertheless insist on having pure Mohair. Mercerised black Mohair crépons are also to be worn for the coming autumn season, and it would be useful to have samples of what you can produce in these goods.

I await your advice of shipment, or earliest time you propose to ship, by return of mail, and meanwhile remain,

Yours faithfully,

FRANK WILCOX. (334)

168.—Order for Printed Cambrics.

New York, 29th April, 19..

MESSRS. DILLAWAY & CO.,
Manchester.

Gentlemen,

Referring to our letter of the 14th inst., which we now confirm, we are pleased to inform you that we heard to-day from one of our customers that he could do with a

further 50 pieces of your Printed Cambrics, similar to those shipped on 10th January last, but in the new designs for the summer trade. These goods will be made up into shirts by our customer, who has one of the largest connections in this line of business in New York. The last lot, as we mentioned at the time, was ordered as a trial, and, as he now gives us a repeat order, the result was evidently satisfactory. We, therefore, rely upon you to deliver exactly the same quality as before, and to assist us in every possible way to keep this desirable customer. Delivery is required in six to eight weeks, and we hope you can ship promptly. If we can get a firm hold of this buyer's business, it will mean a good and regular flow of orders, and the first favourable impression must, therefore, be maintained. If you can shade the price a little, all the better, but this must not be done to the detriment of quality.

Awaiting your early advice of shipment,

Yours very truly,

CHAS. HOLDMAN & Co. (230)

**169.—Confirmation of Order per cable for
Brocaded Satins.**

Boston, U.S.A., 1st May, 19..

Messrs. VINCENT & ROY,
Liverpool.

Gentlemen,

We cabled you yesterday, reading:—"Cable lowest price Brocaded Satins, last quotation too high," and this afternoon received your answer:—"Cannot reduce last price."

We communicated this to our friends, and they instructed us to cable you the following order:—

10	pieces	Orchid	No.	51
10	"	Water Lily	"	48
10	"	Poppy (large)	"	33
10	"	Primrose	"	25

urgent, wait instructions per to-day's mail.

We now enclose order for these 40 pieces herewith. The price referred to was 2/11 per yard, which you named in your letter of 1st February, and had you been able to reduce this figure, we might have been in a position to take a larger quantity. Our buyer's first limit was 65 cents (2/8½), but we have got this order at 5 cents higher. However, please let us know immediately you are able to make the price easier, as we have had several enquiries for these goods, but the price generally kills the business. You will please do your very best to hasten shipment, and we hope that by receipt of this you will have the goods ready for shipment. No name or trade mark is to appear on the goods. Do not send other than the usual 28 inch width, and see that the quality is quite equal to samples submitted.

We trust to receive your advice and invoice by return of mail, and meanwhile remain, Gentlemen,

Yours very truly,

THOMAS WARDOUR & SONS. (269)

170.—Sample Order for Toilet Brushes.

London, 2nd May, 19.

MESSRS. LESSING & FROME,
Birmingham.

Gentlemen,

Referring to your verbal quotation given to the writer in your warehouse on the 24th ult. for Ebony Toilet Brushes, concave backs, I shall be glad if you will send me, per return, a sample brush in the three sizes, viz., 39s., 48s., 56s. doz., so that I may submit same to my customer. If my customer likes these brushes, he will order large quantities, and you will help to secure this business by putting me on your best terms, and quoting close prices for quantities of, say, two to three gross at a time. Please also state how long you would take to execute such orders. Your prompt attention will oblige,

Yours faithfully,

LIONEL HOLDAWAY. (133)

171.—Letter from Traveller sending Orders.

London, 2nd May, 19..

MESSRS. WEDDERBURN & SON,
Nottingham.

Gentlemen,

I wrote you yesterday, sending orders, and received your letter *re* various matters this morning, which shall have my attention. After a long interview, I have at last succeeded in obtaining a small order from Messrs. Stevens. They want you to select for them 10 pairs of Curtains in pretty, tasteful patterns. These curtains are destined for Singapore, they may cost from 18/- to 20/-, and should be about 5 yards long and 2½ yards wide. They leave the selection of these goods entirely to our taste, and I should say that our new woven edge patterns would be just the thing. It rests with us to keep these important customers by supplying them with a really good article at the figures mentioned, and we may then eventually induce them to give us their orders for other articles.

The most important thing is that the curtains should be sent off at once, as they must be shipped with other goods by next steamer, sailing 15th inst.

Mr. Laurier finds, on going through our lace patterns, that we have sent only a few Torchons, though these are most in demand by his trade, and he would be glad to have per return patterns in the style mentioned in his enquiry of the 10th ult.

I was unable to see Messrs. Lidderdale's buyer to-day. When I called there, he had three other representatives waiting to show him their lines, but he sent out word that he would give me a few minutes in the morning.

I enclose order sheets for various lines sold, and hope to see several other buyers to-morrow with whom I have appointments, when I expect to clear the various job Honitons, etc.

Yours respectfully,

FRANK BURGESS. (304)

172.—Indent for Carpets.

Melbourne, 2nd May, 19..

MESSRS. LAPWING & CO.,
London.

Gentlemen,

Please put in hand the following Indent for Carpets, etc., and ship per next steamer:—

6 Saxony Axminster Squares, Nos. 101 to 106, 10 ft. 10 in. by
8 ft. 8 in., @ 120/-
6 " " Rugs to match, each design 6 ft. by 3 ft.,
@ 21/-
6 Felt Squares, 15 ft. by 12 ft., @ 35/-
60 yds. Border Axminster, 18 in., No. 44, green, @ 3/3 yd.

This Indent forms an item in a large order we have for the complete furnishing of an important institution here, and as we have to complete the contract by July, we hope you have these goods in stock, so as to avoid any delay in shipment. We would ask you to cable the word "Stock" on receipt of this order if you have the goods in stock. If not, please cable a figure which will denote the time in weeks you will take to prepare for shipment. For instance, if three weeks, then cable simply "three," but we believe these lines will be in stock, as they are not exceptional patterns. Please see that the quality is in every way up to the mark, and that they are carefully packed.

You can draw on us as usual through our London bankers. Awaiting your cable, we remain,

Yours faithfully,

PINKERTON & LANE. (249)

SECTION XIII.
EXECUTION OF ORDERS, etc.

173.—Acknowledgment of Order. Simple form.

London, 3rd May, 19..

MESSRS. T. BATCHELOR & SON,
Kingston-on-Thames.

Gentlemen,

We are obliged for your order, No. 516, of yesterday's date, for 10 dozen Linen Handkerchiefs, to be delivered on 1st June, and the same has our best attention.

Awaiting your further favours,

Yours faithfully,

JAMES DYER & SONS. (55)

174.—Acknowledgment of Order. Goods not in Stock.

London, 3rd May, 19..

MESSRS. HENRY MARTIN & SONS,
Brighton.

Gentlemen,

We thank you for the order kindly given to our representative yesterday, and, as the goods are not in stock at the present moment, we have put the same into work, and will deliver in the early part of next week. We trust this will be convenient to you, and awaiting your further commands,

We remain, yours faithfully,

S. GOODCHILD & Co. (73)

175.—Acknowledgment of Order. Earliest Time of Delivery Stated.

London, 3rd May, 19..

MESSRS. JOSEPH HULETT & Co.,
Hastings.

Gentlemen,

We are in receipt of your esteemed order for 12 dozen Printed Linen Aprons to patterns selected. Our stock of these goods is entirely cleared for the moment, and, as we have to order them forward specially from the Continent, we cannot promise delivery under a fortnight. This time would be exceeded if the makers have none of the patterns chosen on hand, but, as our friends generally keep a large and well-assorted stock of all their patterns, we believe we can promise the aprons within the time stated, if you confirm the order by return of post.

We could deliver at once 12 dozen assorted in either of the patterns Nos. 158, 161, 184, and 186, and, as these are also very tasteful, and, moreover, very similar to those chosen, perhaps your customers would be willing to accept these under the circumstances. But if not, we will write our friends immediately we receive your reply, and hasten delivery as much as possible.

Yours faithfully,

THOMAS GILLARD & Co. (197)

176.—Acknowledgment of Order. Wrong Price Stated in Order.

London, 3rd May, 19..

MESSRS. LEVER & JONES,
Norwich.

Gentlemen,

We beg to acknowledge receipt of your order, dated 1st inst., to hand this morning, for two dozen Ice Wool Squares. We notice, however, that you order these at 45s. per dozen, whereas the correct price should be 46s. per dozen. The former figure was quoted to you when in the warehouse here for orders of not less than twenty dozen, and as the prices of these goods are very closely calculated, we cannot

reduce them even a 1d. on a small quantity such as you order. They are remarkably cheap goods, and as we think you will have no difficulty in disposing of large quantities of them during the present season (since they are so fashionable), we should be glad if you would increase your order to twenty dozen. If you cannot take this quantity, then we would ask you to confirm the order at 46s. per dozen. The goods can be sent off immediately we receive your reply.

Awaiting your confirmation,

We remain, Gentlemen,
Yours faithfully,
POUNDS & STOTTER. (186)

177.—Acknowledgment of Order. Packing and Carriage.

London, 3rd May, 19...

MESSRS. HENDERSON & Co., LTD.,
Derby.

Gentlemen,

We are obliged for your order for

6 dozen China Figures, Egg Shell Series, assorted.
6 " " Blue, No. 5 "

at 6s. per dozen, and the same has our best attention. We would, however, point out to you that at this price we cannot deliver free case, and free to your warehouse in Derby, as stipulated on your order. Our margin of profit on these goods is so slender, that we really cannot afford to include a case without charge on so small an order, nor do we pay carriage into the country on orders for less than twenty dozen of this range of goods. We shall therefore be glad if you will increase the order to ten dozen of each series, and, as we are at the present time receiving large orders for these goods, we think you will easily dispose of even double that quantity.

Please let us know per return if we are to increase the order to twenty dozen; otherwise confirm the present quantities for delivery free London Station, case extra.

Awaiting your prompt reply,

Yours faithfully,
ROBERT HANBURY & SON. (200)

178.—Acknowledgment of Order. Time for Delivery.

London, 4th May, 19..

MESSRS. ARTHUR KINGSCOTE & Co.,
Belfast.

Gentlemen,

I am in receipt of your esteemed order dated 2nd inst., for

6 doz. Slide Pruners, No. 35, @ 36/- doz.
6 " Secateurs " 35A, @ 24/- "
6 " Pruning Shears " 43, @ 46/- "
1 " Double Billhooks " 46, @ 28/- "
12 " Grass Shears " 51, @ 22/- "

as before, usual terms, which I have booked with best thanks.

With regard to the time of delivery, which you restrict to "three weeks at the latest," I would say that I am cabling the order forward to the States to-day, urging speedy shipment of these goods, and will do all in my power to have them delivered in Belfast within the time named, but in view of the possibility of some of the lines having to be made after receipt of my cable, I cannot bind myself to do so. Nevertheless, I believe there is a good stock on hand in the factory, and shall be able to let you know definitely in about ten days from now when I get my friends' reply by the mail leaving on Thursday next.

Awaiting your further esteemed commands,

I remain, Gentlemen,

Yours faithfully,

ALBERT RIDLEY. (228)

179.—Goods not Obtainable at once. Delivery Promised Later.

London, 4th May, 19..

MR. JAMES BROCKLEHURST,
Eastbourne.

Dear Sir,

Referring to your esteemed order of the 2nd inst., we regret to say that we find it impossible to obtain the Cloths for the moment. The demand of late has been so great that the manufacturers, who usually keep a big reserve stock,

have not a single piece left. They are working overtime at the mills, and have all they can do to execute back orders, and the best we can promise is to deliver at the beginning of July, or about eight weeks from now.

We are sorry to keep you waiting, as we know that you have reckoned upon these goods, but the demand has exceeded all previous experience.

Yours faithfully,

GEORGE BLACK & Co., LTD. (128)

180.—Order for Curtains.

Northampton, 4th May, 19..

Messrs. T. GRAHAM & Co.,
London.

Gentlemen,

I am in receipt of your yesterday's favour, and have forwarded to-day another sample pair of Curtains, worked exactly to the pattern you desire. This design, as stated in my price list, is quite original, but I could, of course, supply others equally novel in design, and as I have only 50 pairs of the curtain you have selected in stock, perhaps you would like the remaining 50 pairs executed in one or more of the other designs, as otherwise it would be about six weeks before I could deliver.

sample
original The Cornflower and Poppy Curtains which I mentioned in my last are much wider than the pair I am sending you, and of these I could deliver 30 pairs at once from stock, the price of these, as previously quoted, being 36/- per pair, carriage paid. I shall be glad to hear from you whether I may send these 30 pairs, or if you would prefer to wait for the completion of your order in the design of the curtains which I am sending you to-day. If you take the 50 pairs as selected, and the 30 pairs I am now offering, this will leave 20 pairs to complete the order, and these could be executed at once in the new designs referred to above.

I await your early reply, and remain,

Yours faithfully,

FREDERICK DEANS. (241)

181.—Samples of Cloth sent for Approval.

London, 4th May, 19..

Mr. SAMUEL ADKINS,
Croydon.

Dear Sir,

Referring to our representative's call upon you on Friday last, we have sent you to-day on approval three lengths of Cloth as per memo. herewith.

The Green Cloth is the make which was the immediate object of Mr. Jones's visit, as he wished to draw your particular attention to this improved style and finish.

For your purpose we think you should find these cloths a marked improvement on the old makes, as they are decidedly superior to anything at present produced.

For these Cloths our usual price is 5/11 per yard, but in order to encourage larger business between us, we will invoice them to you at 5/6, and trust to be favoured with your orders for good quantities during the season.

Awaiting your commands, which would have our best attention.

We remain, dear Sir,

Yours faithfully,

W. RUSSELL & SONS. (156)

182.—Goods not obtainable. Others offered in place of them.

London, 5th May, 19..

Mr. JOHN CUTLER,
Coventry.

Dear Sir,

Your favour of yesterday to hand. We regret being unable to execute your order for "Frou Frou" Silk to pattern enclosed, which we return herewith. This Silk has gone entirely out of fashion, and we have not had an enquiry for it for years. It is now almost impossible to obtain it, as it is no longer manufactured. Enclosed we send you a sample of Silk which is very similar in appearance, and if you are not compelled to use the exact thing, we can confidently recommend this as a good substitute. It is beautiful both in design

and tint, and you would find it wear well. The price of $\frac{3}{9}$ per yard, less usual discount, is also a recommendation. We hope you will let us send you this Silk in place of the one enquired for (which you will have the greatest difficulty in obtaining), and we are sure you would find it quite satisfactory.

Yours faithfully,
A. PHILBROOK & SON. (174)

183.—Delivery of Tinplates.

London, 5th May, 19..

MESSRS. GREAVES & TISDALL,
Birmingham.

Gentlemen,

Since last seeing your Mr. Greaves we have written to the works, and we hear this morning that they will be unable to deliver your 400 boxes of Tinplates to sizes specified before the middle of next month. If you refer to our contract note, you will see that we did not promise delivery earlier than the 14th prox., but we shall do our utmost to deliver before that date if at all possible. We have about 30 boxes of C L W $18\frac{1}{2} \times 19\frac{3}{4}$ Charcoal Tinplates in stock, and if these are of any use to you we shall be pleased to send them.

Awaiting your reply, we remain, Gentlemen,
Yours faithfully,
REEVES & THOMAS. (133)

184.—Application for Shipping Instructions.

London, 8th May, 19..

MESSRS. EARLE & Co.,
Bishopsgate, E.C.

Order 8136.

Gentlemen,

The goods for the above order are now ready for shipment. Please hand us instructions for same, and oblige,

Yours faithfully,
HENRY SALTER & SON. (45)

185.—Shipping Instructions given.

Bishopsgate, E.C., 9th May, 19..

MESSRS. HENRY SALTER & Co.,
Silk Street.

Order 8136.

Gentlemen,

Please pack the goods for above order in ordinary wooden cases, and send to the London Docks, for shipment per s.s. *Castellana*, for Cadiz, to our order. Marks

$\begin{matrix} 8 \\ \times \\ 16 \end{matrix} \# \frac{1}{2}.$

Invoices in quadruplicate required (in Spanish if possible). Statement showing discounts to be rendered with invoices. Gross and net weights, with measurements, to be stated on invoices.

Yours truly,

J. EARLE & Co. (94)

186.—Advice of Despatch of Goods, enclosing Invoices.

London, 11th May, 19..

MESSRS. J. EARLE & Co.,
Bishopsgate.

Gentlemen,

We have the pleasure to enclose invoices (in quadruplicate) for the goods kindly ordered. They were forwarded to-day, per own van, to the London Docks for shipment per s.s. *Castellana*, for Cadiz, sailing 15th inst.

We also enclose statement with discount deducted as desired, and, trusting the goods will give satisfaction, and result in further and increasing orders from you,

We remain, Gentlemen,

Yours faithfully,

HENRY SALTER & Co. (82)

**187.—Advice of Despatch of Bedsteads by
Manufacturer.**

Birmingham, 10th May, 19..

MESSRS. WILLIAM BOWTHORPE & Co.,
London.

Gentlemen,

Enclosed we beg to hand you invoice for the Bedsteads despatched to-day to Millwall Dock, for shipment per s.s. *Isabella*, to your order.

These goods have been carefully selected and well packed, and we are sure that you will find them to be excellent value. Our goods have a reputation for fine workmanship and high finish, and we think that the present shipment will be found to sustain our claim that we sell the best article of its kind at the price.

We trust these goods will arrive safely and please your friends, and that we may be favoured with further orders in the near future.

With compliments,

Yours very truly,

A. HOWARD & SON. (128)

188.—Confirmation of Order.

London, 10th May, 19..

MESSRS. B. HUNTER & Co.,
Buenos Ayres.

Gentlemen,

We beg to confirm having booked your esteemed order for

2 Fire and Thief Resisting Safes, No. 1 size, @ 190s. each.

2 " " " " " 2 " 250s. "

less the usual discount of 5 per cent., and a special discount of 10 per cent. as arranged with your Mr. B. Hunter when over here last.

We hope to ship the Safes by next week's steamer, and will apply to Messrs. Larner & Co., of Gracechurch Street, for settlement of invoice.

We are convinced that there is a great opportunity to work up a good trade in our Safes in the Argentine, and any suggestions you may have to make with regard to the development of such business would have our best and careful consideration, with results, we hope and believe, mutually advantageous.

Awaiting your further favours,

Yours very truly,

THE RESISTANCE SAFE CO. (169)

189.—Advice of Shipment of Safes.

MESSRS. B. HUNTER & Co.,
Buenos Ayres.

London, 17th May, 19..

Gentlemen,

We have the honour to inform you that the Safes kindly ordered were duly shipped to-day, per s.s. *Nemo*, sailing to-morrow, 18th inst., from the South West India Dock.

The original invoice duly received, with Bill of Lading, will reach you by the same mail from Messrs. Larner & Co., to whom we presented our invoice for payment as instructed.

Trusting the Safes will reach you in due course, and looking forward to a continued and increasing business with you,

We remain, Gentlemen,

Yours very truly,

THE RESISTANCE SAFE CO. (105)

190.—As to Cloth on Order, etc.

Bradford, 10th May, 19..

MESSRS. A. SANDFORD & Co.,
Havre.

Gentlemen,

We are in possession of your favour of the 8th inst. Your esteemed order of 1st April for 30 pieces Beaver Cloth is now at the dyer's, and will be ready in about 10 days. We regret the delay, which has been caused by the extra pressure of orders for these cloths.

We are sorry to have to decline your offer of 8/- for No. 2 Beaver. The best we can do is 8/6, until the present condition of the market alters. Wool prices are held very firm,

and are going higher. Our other qualities in Beavers also remain unchanged at present. We will write you further *re* Military Serges, etc., in the course of a few days.

Awaiting your further favours,

Yours faithfully,

HENRY POOLE & CO. (142)

191.—Advice of Despatch to Shipping Agents.

MESSRS. LONGFORD & CO.,
Bevis Marks.

London, 10th May, 19..

Gentlemen,

By order, and for account of Messrs. Schweitzer and Co., Birmingham, I have to-day forwarded, per own van, to South West India Dock, for shipment per s.s. *Gwalia* for Adelaide, to your order

S

ADELAIDE

One (1) Case Cutlery.

1

Gross.		Tare.		Length.		Breadth.		Depth.	
cwt.	qr.	qr.	lbs.	ft.	in.	ft.	in.	ft.	in.
1	1	2		4	0	2	0	1	6

Yours faithfully,

GEORGE BROCKLEHURST. (81)

192.—Acknowledgment of Order for Indigo.

MESSRS. F. THORNTON & SONS,
Boston.

London, 5th May, 19..

Gentlemen,

We have your esteemed order for 1,000 lbs. Bengal Indigo @ 15/- as quoted, f.o.b. London, against draft as before, with Bill of Lading and Insurance Certificate attached, freight limit 25/- per ton, delivery June, and will give same our careful attention.

We will carry out your wishes in regard to packing, and make arrangements to forward as directed. All names will be removed from packages.

The supplies are by no means plentiful just now, and, with the advance in prices, this order is very low, but we are pleased to have your order, and trust that this will lead to

further business. Please advise us at once if your customer will take the remaining 1,000 lbs., at the same price, for August shipment.

Awaiting your news,

Yours very truly,

SAMUEL BASS & SONS. (152)

193.—Despatch of Order for Indigo.

MESSRS. F. THORNTON & SONS,
Boston.

London, 3rd June, 19..

Gentlemen,

We have the pleasure to send you herewith invoice for 1,000 lbs. Bengal Indigo, first quality, shipped per s.s. *Treviathan*, for Boston, as per your previous order. We have got the freight down to your limit, after considerable negotiation, and give you the benefit of same. The price of this parcel is very low, as we are obtaining a considerably higher price on a similar lot for another market, and for which we have closed sale to-day.

As instructed, we have drawn against documents, with Bill of Lading and Insurance Certificate attached, for amount of this invoice, and commend our draft to your kind protection.

We trust this purchase will bring you a good profit, and result in your further valued orders.

We remain, Gentlemen,

Yours faithfully,

SAMUEL BASS & SONS. (145)

194.—Shipment of Calicoes. Prices Advancing.

MESSRS. P. ALLSWORTH & SON, LTD.,
Colombo.

London, 10th May, 19..

Gentlemen,

We have much pleasure in handing you herewith our invoice for Calicoes shipped per s.s. *Nimrod*, in execution of your valued order of 20th March, and trust the goods will reach you in due course and give you entire satisfaction, the quality being quite equal to, if not better than, former shipments. As desired, we have drawn upon you for the net amount of £90 10s. 6d. at sight through the Bank of India, and would ask you to give our draft your kind protection as usual.

We hope soon to be favoured with a renewal of your esteemed commands, but beg to inform you that, owing to the advance in the price of cotton, we shall very probably be compelled to advance our prices in the immediate future for these Calicoes.

You are probably aware of the recent rise in prices of the raw material, and, as a matter of fact, we are charging our home trade higher prices than we get from you at the present time, but we are very desirous of holding your business, and we therefore quote as closely as possible.

Awaiting your favours,

Yours very truly,

A. GLADWIN & BROTHER. (213)

195.—Advice as to Arrival of Shipments.

MESSRS. A. PRESCOTT & SONS, *London, 10th May, 19..*
Great Tower Street, E.C.

Gentlemen,

We have the pleasure to enclose invoices as follows:—

120 bags Rice, ex. s.s. <i>Logician</i> ,	£53	6	0
150 " " " " <i>Golconda</i> ,	67	0	0
200 " " " " "	85	10	0

and we trust you will find the same in order. According to advices received, the s.s. *Logician* is due to arrive in the Docks on the 18th inst., while the s.s. *Golconda* sailed from Madras on the 5th inst.


Yours faithfully,

ROBERT KEMP & Co., LTD. (111)

196.—Advice respecting Delay in Arrival of Shipment.

MESSRS. A. PRESCOTT & SONS, *London, 17th May, 19..*
Great Tower Street.

Gentlemen,

 # $\frac{1001}{1470}$ 470 bags Rice, ex. s.s. *Logician* and *Golconda*.

Referring to our invoices of the 10th inst., we regret to inform you that the s.s. *Logician* will not arrive in London before the latter part of June. Owing to this steamer meeting

with an accident, she has had to put into Malta in order to undergo repairs to her shaft and propelling gear.

The *Golconda* is expected next week, and we will advise you directly we get further news of her.

Yours faithfully,

ROBERT KEMP & Co., LTD. (116)

197.—Acknowledgment of Order by Bohemian Glass Manufacturer.

MESSRS. CHARLES WINTER & Co., *Prague, 28th April, 19..*
London.

Gentlemen,

I note with best thanks your esteemed orders of the 27th inst. for

100 dozen Vases, Wild Rose, @ Mks. 12 per doz.

20 each Scent Sprays, @ Mks. 1.50, 2.0, 3.0, 3.50, & 4.0, assorted.

72 Toilet Sets, assorted, six patterns, @ Mks. 12.50 per set.

The same shall have my best attention, and I will do my best to deliver by the date mentioned.

I am glad to note your success with the fuchsia decoration, and, in anticipation of your orders, will proceed at once with a good quantity, so that deliveries can be made in good time. I am glad to learn that my other lines are meeting with favour, and will do my best to be prepared to meet any demand which you may make upon me in regard to quick delivery.

Awaiting your further valued commands,

I remain, Gentlemen,

Yours faithfully,

CHRISTIAN LANGENBERG. (169)

198.—Advice of Despatch of Order for Bohemian Glass.

MESSRS. CHARLES WINTER & Co., *Prague, 1st June, 19..*
London.

Gentlemen,

Herewith I beg to enclose invoice for the goods as per your esteemed order of 27th April, and despatched per canal to Hamburg, to be forwarded on by direct London steamer.

I trust the goods will reach you safely, and, as they have been carefully finished, I am confident you will be pleased with them.

I have several heavy bills to meet during this month, and have therefore taken the liberty to draw upon you for the amount of my invoice at three months net from date. Kindly oblige me in this instance by honouring my draft on presentation.

I remain, Gentlemen,

With compliments,

Yours faithfully,

CHRISTIAN LANGENBERG. (119)

199.—Advice of Shipment of Serges.

Bradford, 11th May, 19..

MESSRS. JAMES LEITER & Co.,
New York.

Gentlemen,

With the present we have the honour to hand you invoice for goods despatched to-day per rail to Liverpool for shipment per s.s. *Campania*, in execution of your esteemed order given to our Mr. Mackenzie when he had the pleasure of calling on you in the States last month. We hope the same will reach you in the ordinary course, and prove entirely satisfactory. We also beg to advise having drawn upon you as usual for the amount of invoice, viz., \$1525.75 @ 60 days' sight, and would ask you to give our draft due protection.

We have also enclosed in one of the cases a sample set of Collar Velvets as desired by Mr. J. Leiter. This make is one of the best, if not the best to be obtained here, and you can convince yourselves of the quality by making up one of the samples and testing it in wear. We have no interest in the article, but, as Mr. Leiter put the question to our Mr. Mackenzie, we have obtained these samples, and hope they will be of some use to you.

We hope to have your further orders for the Serges and other specialities at an early date, and remain, Gentlemen,

Yours faithfully,

LAWRIE & WILLS. (234)

200.—Order for Flannel.

London, 17th May, 19..

MESSRS. ALFRED CORNER & SONS,
Hastings.

Gentlemen,

We are obliged for your esteemed order, No. 5164, to hand this morning, and, as desired, we have to-day delivered to Messrs. Singer & Co., for enclosure, 1 piece 50 in. Saxony Flannel, @ 3/- per yd., invoice for same enclosed. With regard to the White Bath Coating, you do not say whether you require the 78 in. width or the 86 in. We find, upon referring to our books, that we last supplied you with the 86 in., but previously the 78 in., and, to avoid error, we think it best to await your reply by return before despatching these goods. We have a good stock of both widths, as also of the natural shade. The 36 in. Sanitary Flannel, and the Grey and Brown Charity, are now 1/9 and 7½d. respectively, viz., an advance of 1d. on the former, and ½d. on the latter. Please confirm the order for these two items at the increased prices, and oblige. Prices on all Wool goods are going higher, owing to the advance on the raw material, and we should advise you to place your orders as early as possible, as you will thereby effect a considerable saving on all present purchases.

Awaiting your reply by return,

Yours faithfully,

B. WILLIAMS & COMPANY. (239)

201.—Advice of Despatch, etc., of Linen.

London, 17th May, 19..

MESSRS. THOS. LAURIE & Co.,
Leamington.

Gentlemen,

We thank you for your esteemed order of the 15th inst., and are sending the goods to-day as per invoice herewith. As desired, we have sent you samples of our Frilled Linen Pillow Cases, and should be pleased to have your orders for same.

With reference to the Pillow Linen and Linen Sheeting, we have pleasure in sending you, enclosed in case with goods ordered, a sample book of patterns in each line, with the prices and widths marked on the patterns. Your order per our Mr. Lelew for White Knotted Counterpanes has been put in hand for delivery in July as desired.

Regarding the White Cotton Honeycomb Towels, we cannot trace having supplied these to you previously, but we are sending you, also enclosed in case, a sample of our newest range in these goods, which we can do at 7/6 per dozen, marked with any single initial. We could deliver 100 to 200 dozen from stock in the various sizes, and could have ready almost any quantity in a week or so.

We await your reply respecting the lines sampled, and trusting the goods despatched will reach you in due course and meet your wishes,

We remain, Gentlemen,

Yours faithfully,

PRINGLE & PRINGLE. (221)

202.—*Re Delivery of Bicycles Ordered.*

London, 17th May, 19..

MESSRS. SAMUEL HARDING & CO., LTD.,
Coventry.

Gentlemen,

Please let us know per return when we may expect delivery of the 20 No. 4 "Dart" Bicycles ordered some six weeks ago. We should like to ship these by the next steamer, which sails on the 10th prox. Kindly hurry forward the completion of these machines as much as possible, as we have heard by to-day's mail that our friends are anxious to have them within the next month, because their cycling season commences about this time, and their customers do not like to lose the early and best days for cycling by reason of a delay in getting their machines.

Please do your best and oblige,

Yours faithfully,

WILLIAM GREENAWAY & SONS. (127)

203.—*Reply by Manufacturer respecting Bicycles Ordered, etc.*

Coventry, 18th May, 19..

MESSRS. WM. GREENAWAY & SONS,
London.

Dear Sirs,

Replying to your yesterday's favour *re* the 20 No. 4 "Dart" Bicycles on order, we beg to say that special instructions had been given to our people at the works to press on with this order and to give it precedence over other work, so that we may deliver by the time mentioned. Our people are doing their best, and we can therefore promise to complete the whole of the machines by the end of this week, which will leave ample time for shipment by the date you name. You will see from this that we have done our utmost to deliver promptly.

As you have left the matter of fittings, etc., to our discretion, we are fitting the machines with Lundop Tyres, Special Grip Handlebars, and Verod gear cases, and we have also geared them to 60 inches, as we do not think your friends would require them for road racing, and an ordinary gear would therefore be more to the purpose.

We are confident that your friends will find that our machines will compare favourably with most, and excel many of those turned out by rival makers; and, as regards wear, we defy competition, for, while with some makers the appearance alone is considered of primary importance, with the result that the machine falls to pieces with the first mishap, we, on the other hand, pride ourselves upon the sound quality of the material which we put into every single part of our machines, and, producing as we do a perfect article both in material and finish, we find the demand for our make rapidly increasing, for the simple reason that the cycling public know how to appreciate a reliable article.

Awaiting your further favours,

Yours faithfully,

SAMUEL HARDING & CO., LTD. (306)

204.—Order for Cotton Executed.

Liverpool, 16th May, 19..

MESSRS. HENRY FARLEY & Co.,
Leicester.

Gentlemen,

We beg to inform you that we have to-day forwarded to you, per London and North Western Railway, 150 bales Egyptian Cotton, balance of your esteemed order of the 25th April, which we trust will give you every satisfaction. We have sampled and tested the staple of this parcel, and find it to be equal in every respect to the previous lot of the same mark with which you expressed your entire approval. Should the Staple Spin Yarn be as satisfactory as the last parcel, we could let you have a further 250 bales of another mark which is now on the way, and is expected to arrive here during next week. Upon arrival of the vessel in dock, and when the usual documents have been passed, we shall warehouse the Cotton, and, if you so advise us, we will sample a few bales, say 30, and forward the samples to you for inspection. Enclosed we have the pleasure to hand you invoice for the 150 bales, value £850 10s., due for settlement on the 1st prox. We trust that the lot will reach you safely, and lead to further business, which will at all times receive our most careful attention.

We remain, Gentlemen,

Yours faithfully,

A. FLOWER & SONS. (237)

205.—*Re* Order for Spirit Flasks, etc.

MESSRS. TAYLOR & PYMM, *Birmingham, 16th May, 19..*
London.

Gentlemen,

We are in receipt of your esteemed order per our Mr. Borne, which has been put into work, and we will use our best endeavours to despatch the goods with the least possible delay, but cannot give you a decided promise to deliver by Friday next, as the Flasks have to be plated, etc., and we think you would desire the whole of the goods packed in one case, as we presume you wish to ship them all together. However,

if we may omit the flasks, and you can include them with a later shipment, the other articles are all in stock, and we can have them packed and forwarded immediately. Kindly let us know which you wish us to do, and, if you decide to ship separately, please say longest time you can allow us for delivery of the flasks.

Yours faithfully,

HUGH WALLINGTON & SON. (157)

206.—Respecting Extension of Time for Delivery, etc.

MESSRS. VALLANCE & WHITE, *Leicester, 16th May, 19..*
London.

Gentlemen,

We thank you for your favour of the 14th inst., enclosing repeat order for Messrs. H. Nicol & Co., which has been put in hand immediately, and will be executed as rapidly as possible.

The time for delivery, however, as we have already remarked in our last, is far too short, and we therefore think that it would be advisable for you to see your buyers again, and persuade them to allow us an extension of time, otherwise we cannot promise to deliver their order complete, and should simply have to cancel any balance not executed after four weeks, if they will not accept anything after that time. With regard to the length of the pieces, we would say that, with the wider goods, it is possible that some run a little less than 54½ yds., while the narrow strips frequently have more than this length, but 54½ yds. is the ordinary marking for eleven strips. However, in order to meet the wishes of your buyers, we will in future mark their goods 54¼ yds., instead of 54½ yds.; or, if preferable to them, we will mark them full 55 yds., and deduct, say 1½ per cent. for shortage in measurement. Many of our friends prefer to settle the matter in this fashion. Please write us immediately you have seen them on the subject.

We also enclose samples asked for in the colours desired, likewise those at present in demand, and hope that they will meet your customers' requirements, and lead to large orders.

Yours faithfully,

LAWDELL & SMALE. (285)