

**SF Bk 1 English Letter 158** (transcribed by Brian Falk)

Nov 9<sup>th</sup> (1894) (*not in SF's hand, but signed by him*)

Mefsr. Jean Stadelmann & Co.  
Nuremburg

Gentlemen

We have received today an export order from a Shipping House. We believe it is for South Africa, of Electric light carbon & other electric goods. We enclose the order for carbons. We have for some time been anxious to go in for this business & we have taken the order at a price at which we have seen other people quote. We trust therefore that you will be able to buy so that it leaves us a fair margin, but in any case you will take care that we shall not loose over it, as what other people can do, we also ought to be able to, having the facilities of being able to buy on the spot.

The price of 13m/m is 46/9 pr 1,000 feet.

& 11 m/m is 39/3 pr 1,000 feet

Free cases. Free English port London or ???

2 ½ % 30 days

It is immaterial to us where you buy this carbon provided it is the ordinary quality soft cord, Nuremberg ccarbon.

The most prominent makers are Schmelzer and (?)Conradle but no doubt there are others who can do equally as well.

We have promised shipments as follows:

1/3<sup>rd</sup> Dec 1<sup>st</sup>

1/3<sup>rd</sup> Dec 15<sup>th</sup>

1/3<sup>rd</sup> Dec 30<sup>th</sup>

You will therefore see that the carbon is here a few days before these dates, & you should have no difficulty, as we are informed they are the ordinary regulation diameters & sizes. We will send you shipping marks, as soon as you inform us by wire that you have placed the order.

Yours truly

Falk, Stadelmann & Co., Ltd.

S Falk Managing Director