

March 23 '96.

Dear Thumauer

I return Schneider's letter  
 & my reply - if you answer  
 anything simply say that  
 you referred the whole matter  
 to me. It is no use  
 keeping up this correspondence.  
 We know what we know  
 & Mr. Johannes may try  
 to appear as innocent  
 as he likes, it alters nothing.  
 We shall most probably  
 drop him, wherever  
 he is. Please write now

to Brückelmann to send  
 us at once samples of  
 Koenigs Bismarck, better  
 quality, to replace Schneider's  
 of D<sup>th</sup> quality, vermin  
 6. 10. 14 line fare

ish with 5/8 7/8 + 9/8 better  
 class than Ring, <sup>coll. & out</sup>  
 I think this quality will  
 do - we cannot pay Schneider  
 advance, as we get no advance.  
 We want a fairly good  
 quantity of them fare  
 for Submarine Camps, to  
 at same Brückelmann may  
 also send samples of a  
 quality a shade better,  
 so long as the price is  
 like Schneider's. The best  
 quality we continue to  
 buy from Schneider.  
 That please ask Cooper  
 whether it matters

3/10 1870  
Mr. J. P. Duplex Brunner,  
in the pattern to  
Schneider select them and  
samples of various better  
qualities & lowest prices.

Duplex Brunner Schneider  
is actually now cheaper  
than last year & in  
Lima ago he asks also  
no advance, only in such  
ports where he thinks  
he has less opposition  
100 % of Duplex Brunner  
is already placed among  
from him while Martin  
who was running all  
over England to sell  
a few yds. When he found  
that he was with  
of immediately reduced  
his price. But I don't

all faith in these people.  
They do not study us  
a bit & we shall not  
conserve them in future

Kind regards

*[Signature]*

**SF Bk 1 English letter 326** (transcribed by Brian Falk)

March 23 (18)96

Dear Thurnauer

I return Schneider's letter & my reply – If you answer anything simply say that you referred the whole matter to me. It is no use keeping up this correspondence.

We know what we know & Mr. (?)Johanines may try to appear as innocent as he likes, it alters nothing.

We shall most probably drop him, whenever we can. Please write now to Mr. Bröckelmann to send us at once samples of Kosmos burners, better quality, to replace Schneider

(1) DG quality (?)vesnit }

6 10 14 line here } no collars

ditto with  $5 \frac{3}{8}$   $7 \frac{1}{4}$   $9 \frac{1}{4}$  better class Shade Ring collars extra

I think this quality will do – we cannot pay Schneider's advance, as we get no advance.

We want a fairly good quantity of their base for Suspension Lamps but at the same (*time*) Bröckelmann may also send samples of a quality a shade better, so long as the price is below Schneider.

Next please ask (?)Cassarh whether he makes a  $\frac{3}{4}$  & 1" Slip Burner similar in pattern to Schneider & let them send samples of various better qualities & lowest prices.

Duplex Burners. Schneider is actually now cheaper than last year & in [*not readable*] he asks also no advance, in such goods where he thinks he has less opposition. 100 gross Duplex Burners we already place(*d*) away from him whilst (?)Martin John was running all over England to sell a few gross. When he found out he was wild & immediately reduced his price. But I have lost all faith in these people. They do not study us a bit & we shall not consider them in future.

Kind regards

S Falk