

April 21st 7.

Dear Mr DeFoublangne

At our last interview I was not aware of your Circular letter, dated April 9th, which reached us the day following our interview. If we buy mantles from you at 11/- & 10/- net & have to sell at 12/- & 10/- less 2 1/2% we are still worse off than we have been hitherto. I therefore hope that your price will be 11/- less the usual 5% on settlement. In that case I think your wholesale Agents will all be pleased to sell at 11/- & 10/- net. But 2 1/2% will of course always be allowed by us on settlement. Some what a mark by allowing 5% on settlement, not on mantles generally, but on the usual monthly or quarterly %e, in which mantles are included. As regards fence & Chgo

Answer

2)

I try to mention, that it will not pay any wholesale house, to stock a handle glass or such a close margin. Considering the heavy package in original cases, as you not think a difference in price should be made, if for instance we buy 6 dozen boxes or place an order for say 50 cases? We are open to place an order for the same for direct delivery with you, if we get the special price, Mr Miller mentioned to me (10% above to your cost) I noted of course that our selling price in future will have to be 6⁰⁰ each less 20% & 2 1/2%

Yours truly


SF Bk 1 English Letter 463 (transcribed by Brian Falk)

April 12th 1897

Dear Mr Defonblanque

At our last interview I was not aware of your Circular letter, dated April 9th, which reached us the day following our interview. If we buy mantles from you at 10/- a doz net & have to sell at 12/- a doz less 12½%, we are still worse off than we have been hitherto. I therefore hope that your process will be 11/- less the usual 5% on settlement.

In that case I think your wholesale Agents will all be pleased to sell at 12/- a doz. But 2½% will of course always be allowed by us on settlement. Some houses steal a march by allowing 5% on settlement & on mantles generally, but on the house monthly or quarterly a/c in which mantles are included. As regards Jena [*sic: Chys ?crystal?*] I beg to mention, that it will not pay any wholesale house to stock or handle Glass on such a close margin. Considering the heavy breakage in original cases, [*do*] you not think a difference should be made [*?*] If for instance we buy 6 dozen loose or place an order for say 50 cases the season for direct delivery with [*sic*] from you, if we get the special price Mr Möeller mentioned to me (10% added to your cost). I noted of course that our selling price in future will have to be 6d each less 20% & 2½%.

Yours truly
S. Falk