

18th, October

BT/LKO

Messrs: Sandilands, Buttery & Company,

P o n a n g .

Dear Sirs,

We herewith beg to enclose Railway receipts and Delivery Papers for consignment despatched:

October 16th 2 waggons " E "

" 18th 2 " " E "

which we trust you will receive all right.

We further beg to acknowledge receipt of your letter of the 9th inst. just to hand, and thank you for the agreement returned signed by you. Complying with your wish we herewith beg to send a copy for your file.-

" Tiger " Brand.

We are with interest awaiting your comments on the introduction of this brand, and quite agree with you that there may be better chance for " Tiger " under the conditions arising from the new exchange, in case the prices have not improved at Ponnang, and it seems to us that it may be advisable to sell only one quality in order to avoid that the " Tiger " Brand gets the reputation of being " inferior " or " second quality ", but that depends, of course, on the result of the introduction of this Brand, as well as the

market as said above.-

Exchange.

We note with interest your arrangement with the bank.

Swanson & Sehested.

In order to avoid any misunderstanding we should like to add that we some 8 months ago quoted this firm a certain price for cement to be used for their works outside Siam. This contract is still in force and you may consequently see our cement used at Taiping or Pen to where we just happen to know that they have sent some cement. We have, however, only sold the cement on the strict condition that it is not to be resold and have in the way protected your interests.

At the same time we should like to mention that we lately have sent a few waggons to Kuala Lumpur under our agreement with Messrs: Swanson & Sehested as Jointagents at that place. In our agreement with S. & S. we have clearly stated that there must not be any competition in prices between Messrs: Swanson & Sehested and our other Jointagents viz. your goodselves.

We beg to remain,

Dear Sirs,

Yours faithfully,