

# H. W. PETRIE CO., LIMITED

*Ironworking and Woodworking Machinery  
Contractors Equipment and Machine Shop Supplies*



TELEPHONE  
ELGIN 1271

147 FRONT STREET WEST  
TORONTO 2,

October 6, 1937.

The German Consulate General  
1440 St. Catharine St. W.,  
Montreal, Que.

Dtsch. Kons. Montreal
Empf.: - 7. OKT. 1937
Tageb. Nr. ....
..... Anl.

Dear Sirs:

Attention of Dr. Anton Wagner  
Commercial Attache

*Vorg  
Folgt  
Anfrage*

With further reference to our conversation about worm-gear'd Chain Blocks from Gebr. Bolzani, G.m.b.h., Germany, we wrote them recently asking for their present prices and as we were running low in worm-gear'd Hoists we took the liberty of sending them an order based on the old prices. To-day we received a letter from them, and in each instance they have increased the prices as follows:

Worm-gear'd Chain Blocks, -			
1/2-ton, new price	RM 22.05	last shipment	RM 18.20
1- " " "	27.70	" "	22.90
1-1/2 " " "	32.15	" "	26.50
2-ton " " "	41.60	" "	32.25

*Wg*

As you know on the last shipment there was dumping duty imposed, which we decided to pay, amounting to \$68.38. At the present time, what we cannot understand is that we placed an order originally with them based on their quotation. The Chain Hoists were satisfactory, but through their showing the "Fair Market Value as sold for Home Consumption," at a different price, we had to pay extra duty on the shipment. Now on the second order they increase the prices as above. Is it because that they want to get started with us that they quote a low price in the first instance, and then decide to increase the prices the next time? Probably the third time there will be another increase. If this is the way they do business, then we will have to look elsewhere for our source of supply. We cannot imagine that prices advance so often in Germany, because

Canadian-made Chain Hoists and those made in the United States have not advanced in price, to the writer's knowledge.

Yours truly,

H.W.PETRIE CO.LTD.

*J. H. C. Allison*  
MANAGER SUPPLY DEPT.

THCA/AES.