

DUNCAN, FOX & CO

Telegraphic Address:  
"ZODIAC," LIVERPOOL.

Liverpool

30th March 1906.

Goods Department.

Per "Gaelic" (s).

The Manager,

La Sociedad Esplotadora de Tierra del Fuego,

P u n t a A r e n a s .

Dear Sir,

We confirm our respects of 18th March and our memo of 23rd id:  
and have now to acknowledge receipt of your favours (2) of 23rd February.

Finance. The items appearing in your letters under reply  
are in order.

Caleta Josefina 0/107. Farm Utensils Account. This order  
received immediate attention and shipment will be effected per "Oropesa"  
sailing hence on 12th April. Messrs Maple & Co Ld advise us that  
they do not now stock the Filing Cabinet with Shutter Front as,  
in practice, the Shutter Front constantly gets out of order. They  
will supply a Cabinet without Shutter Front but with automatic Lock  
which locks all drawers at the same time which they consider a great  
improvement on the Shutter Front. We hope that this arrangement  
will meet with your approval.

Ultima Esperanza. Mr Cameron's request for a full  
assortment of Catalogues of Stores has already been attended to for we  
make a regular practice of sending the Company copies of every Catalogue  
which reaches our hands. We do not know exactly what classes  
of ~~Twist~~ Tools may be required but, from the Catalogues we have already  
sent this year and last year to the Company Mr Cameron will get all  
the /

the particulars he requires in preparing the orders he sends here for fulfilment. We can only promise to continue to send Catalogues as we receive them from Manufacturers as has been our practice for some years past.

Wool Press. We have now pleasure in handing you a complete set of Papers and Specifications for Wool Shed Machinery as requested in your letter of 26th January. We have already informed you that we cannot work with Mr Roberts but Messrs Harvey & Page have produced three estimates:- No 1 (Coded "Zwijnschaar") No 2 (Coded "Zwijnshuid") No 3 (Coded "Zwijnskop") for Presses driven by Hydraulic Ram and Toggle Joint. We trust that the particulars we lay before you will prove of service to you and that you will favour us with an order.

Dr. W H France. This gentleman's request for an instrument to teach him languages is under attention and we shall duly communicate with Messrs Funk & Wagnalls Co, London.

Goods. We thank you for copy of your letter to our Manchester House dated 23rd February.

Whisky. In the event of your ordering further supplies we have already noted that you wish the Cases so packed as to avoid robberies and it is interesting to hear that the robberies probably take place somewhere between Punta Arenas and Tierra del Fuego.

Galvanized Iron. The market is slack but the price of 246 x 10/3" Sheets is still quoted @ £12.7.6 per ton, less 2 1/2% and 1%, fob Liverpool.

Fencing Wire. The latest quotations we have received from Warrington are:-

Black Varnished Steel Fencing Wire	Nos: 0 to 6	@	<u>£ 7. 5.0</u>	ton
do	do	7 to 8	@	<u>8. 0.0</u> "

Soc: Esp: 3.

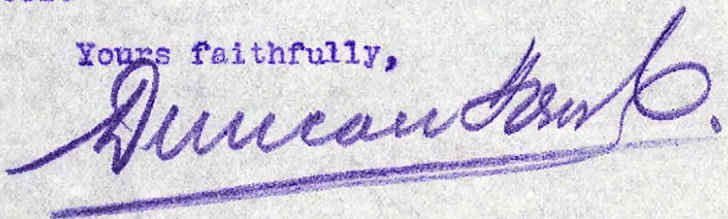
Galvanized Fencing Wire	Nos 0 to 8	@	<u>£ 9. 15. 0</u>	ton
do do Barbed		@	<u>12. 0. 0</u>	"

less 2½%, delivered Liverpool.

Galvanized Oval Steel Wire "Gorgon"	17 x 15	@	<u>18. 5. 0</u>	"
do do "Medusa"	do	@	<u>14. 10. 0</u>	"

Nett, delivered Liverpool.

Yours faithfully,



Duncan Stewart

Liverpool

30th. March 1906

General Letter per "GAELIC"

Messrs. Sociedad Esplotadora de Tierra del Fuego,  
P U N T A   A R E N A S .

Dear Sirs,

We confirm our respects of 16th. inst and have now to acknowledge receipt of your favour of 23rd. ulto contents of which have our attention.

FINANCE. We note that you have drawn upon us for sums amounting to £135-19-1 and £300-12-0, and same will be duly honoured on presentation. Yesterday we had draft No.200 for £80 in favour of Mr. Alexander Morrison presented, and today draft No.201 for £14, but so far <sup>have</sup> no advice from you of these having been issued. They seem to be in order however, so we are honouring them.

WOOL. The improved demand with which the London Auctions opened became more pronounced as the sales advanced, and everything offered was eagerly bought up. Prices advanced daily as the sales progressed, until at the close Fine class wools stood 10%, and Coarse qualities 15% above the prices ruling in January. Your lots offered on 15th. and 20th. inst sold splendidly, and the high price of 1/3d. was made for part of the San Sebastian, and 1/2<sup>5</sup>/<sub>4</sub>d for the Josefina marks. Messrs. John Hoare & Co will send you direct copies of the Sale Catalogues. We regret that the Wools per "SOUTH AMERICA", "SALLUST", & "ALMOND BRANCH" were not here to get the benefit of these high prices, but do not look for any material alteration in values in the immediate future, and hope that the/

Soc:Esp: 2.

the market will maintain its present level until the May sales come round. The "SOUTH AMERICA" arrived in London on 25th. inst. Since the London Auctions closed we have had sales in Liverpool, and rather better prices have been registered here than were realised in London. Messrs. John Hoare & Co estimate that nearly 95% of the Punta Arenas Wools sold at the present series have found their way to the Continent, which indicates an urgent need of raw material on the part of these consumers. We note that you expected to make a large shipment per "ANGLO=AFRICAN" and since learn from Messrs. Braun & Blanchard that the steamer brings 1950 Bales, the greater part of which, we presume, must be on your account. We enclose Report and Valuation of the Wools per "BELLAGIO", and have to hand you Account Sales for -

Caleta Josefina	660 B/-	p "CERVANTES"	n/peds	£14462-8-2
Srpinghill	36 B/-	do	"	1006-1-6
Philip Bay	126 B/-	do	"	3006-5-9

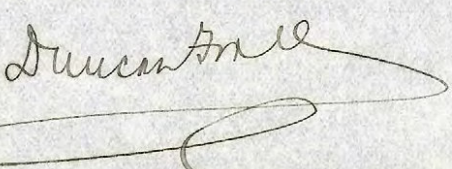
and pass the proceeds to your credit in account.

SHEEPSKINS. There was an excellent demand at the Auction Sales on 22nd. inst and the lots offered on your account brought prices which we are sure will please you.

TALLOW. The market has improved since we last wrote, and South American Mutton may now be quoted 28/6 to 28/9 c.i.f.

RAMS per "RIMUTAKA". Enclosed we hand you Credit Note for £29-9-11, return premium on 63 Rams by this steamer on your account, which was arranged at the time of covering.

Yours faithfully,



DUNCAN, FOX & CO.

TELEGRAPHIC ADDRESS:  
"ZEALOT. MANCHESTER."

TELEPHONE NUMBER 3517.  
A.B.C. CODE USED

MANCHESTER 31st March 1906

The Managing Director,  
Srs. La Sociedad Esplotadora de Tierra del Fuego,  
PUNTA ARENAS.

Dear Sir,

We confirm our letter of the 3rd instant and have now to own receipt of your favour of the 23rd ultimo, the contents of which have our attention.

Respecting the 6 Pairs Boots received in excess by section Springhill in Tank 706 (ex Almond Branch g) we note that you do not consider it necessary to pursue the matter any further.

In a sample case of our mutual friends Messrs. Braun & Blanchard <sup>B B</sup> S 76 per "Bellagio" g sailing about the present date, we have enclosed a parcel addressed to your goodself containing samples of Hosiery, Shirts etc. We shall be obliged if you will apply to these friends for same and we trust the samples may be productive of good orders.

Our Market. The boom in trade continues and makers generally speaking are in a very independent position. Yarns are very dear and more complaints are being made as to the inferior quality of the available Cotton. Any possibly fall which may occur in the price of the raw material will be largely discounted by the above mentioned conditions. Spot Cotton is today quoted 6.03d per lb.

We remain, Dear Sir,

Yours faithfully,

*J. Duncan Fosetto*  
*Charles Lusk*

DUNCAN, FOX & CO

Telegraphic Address -  
"ZODIAC" LIVERPOOL

Liverpool

11th April 1906.

Goods Department.

Per "Oropesa" (s).

*Handwritten notes:*  
4/11/06  
10/5/06

The Manager,

La Sociedad Esplotadora de Tierra del Fuego,  
P u n t a A r e n a s .

Dear Sir,

We confirm our respects of 30th March and have now to acknowledge receipt of your favours (2) of 9th idem.

Finance. The items appearing in your letter under reply are in order.

Dr W. H. France. We enclose copies of correspondence with Messrs Funk & Wagnalls Company from which you will see that they cannot immediately supply the Spanish Languagephone and Outfit but they have sent to New York for the Outfit. We shall send the instrument forward as quickly as possible. With regard to the German and French Outfits you will see that this firm cannot supply them on the monthly instalment system owing to a rule that they cannot accept orders on the instalment system from abroad. We, therefore, await Dr France's instructions with regard to payment for these Outfits in full. Probably, however, Dr France will prefer to await the result of his experiment with the Spanish Outfit before he purchases the French and German Outfits.

Messrs Burgon & Ball Ld. We beg to acknowledge receipt of a small Box containing parts of Sheep Shearing Machinery from Springhill /

Soc: Esp: 2.

Springhill Section which was handed to us by Mr Sutton: We suppose orders are following by next mail.

Fencing Wire. Referring to the remarks appearing in your letter of 13th February, we have had the samples you sent to us examined by an expert. He states, after we had read your remarks to him, that it was a disgraceful thing for the German Manufacturers to send welded wire as described by you. The welding is done by an electrical process and is frequently done in German Works. The welding is done after the wire is galvanized and the consequence is that the galvanization is gone altogether and in time the wire would split through rust at the welded spot although the welding, if properly done, makes the wire, for a time, just as strong at the welded spot as elsewhere. On examination he finds that it is what is called "wiped" wire i.e. as much Spelter as possible is wiped off the wire immediately it is taken from the galvanizing bath and this is another practice carried on in the German Works. Of course "wiped" wire will obviously rust sooner than good speltered wire and the life of it is shorter by a long way than the better finished English wire. The kink, of course, is a distinct defect. The quality of the wire is "hard" and that is another point not in its favour. We repeat, therefore, that for actual practical purposes

British Wire should be used and not Continental "makes". The latest quotations we have received from Warrington are:-

Black Varnished Steel Fencing Wire Nos: 0 to 6	@	£ 7. 0.0
Galvanized do 0 to 8	@	9.15.0
do Barbed do	@	11.10.0

Less 2½%, delivered Liverpool.

Galvanized Oval Steel Fencing Wire "Gorgon" 17 x 15 @ £18. 5.0

Soc: Esp: 3.

Galvanized Oval Steel Fencing Wire "Medusa" 17 x 15 @ £14.10.0 per ton, Nett, delivered Liverpool.

Galvanized Iron. Although the demand is still slack there does not seem to be much weakness in the market and we have to quote 24G x 10/3" Sheets @ £12.7.6 per ton, less 2½% and 1%, fob Liverpool.

Yours faithfully,

*J. Mearns*

DUNCAN, FOX & CO

Telegraphic Address -  
"ZODIAC" LIVERPOOL.

Liverpool

12th April 1906

General Letter per "OROPESA"

Messrs. La Socd. Esplotadora de Tierra del Fuego,  
P u n t a A r e n a s .

Dear Sirs,

We confirm our respects of 30th ulto and have now to acknowledge receipt of your favours of 7th 9th and 10th idem, contents of which have our attention.

FINANCE. We note that you have drawn upon us for sums amounting to £1338-17-10 and £58, and these we shall honour upon presentation, and place to your debit in account.

MR. W.A.SUTTON. This gentleman called upon us on arrival of the "ORAVIA" and we settled with him in terms of your letter in accordance with the enclosed debit note for £67-2-10, which we trust you will find in order.

WOOL. There has been a quieter feeling in the market, and business done has been limited, but this arises largely from the home trade having covered their immediate requirements at the recent Auction Sales. Values continue to be well maintained, as sellers are unwilling to part with their holdings except at full prices, so there is every prospect that the high level of values now reached will continue. We note that the "ANGLO-AFRICAN" is to bring about 2000 Bales on your account, and hope that they will arrive to a good market. We hand you report and valuation of the wools per "SOUTH-AMERICA" and have to enclose Account Sales for -

San Sebastian	581 B/-	"Bellagio"	n/pcds	13317-14-10
	43 "	"Cervantes"	"	872-11- 1
Caleta Josefina	123 "	"Bellagio"	"	2677- 9-3

56  
SOC. Esp. 2

and the results we are sure will be very gratifying to you. We have also to hand you credit note for £18-0-6 amount recovered from Warehouse Keepers for Wool Sweepings September 1904 series. By an oversight this amount appears to have been omitted to be dealt with at the time, for which we apologise.

SHEEPSKINS. Enclosed we hand you Account Sales for -

Caleta Josefina	32	B/-	"Cervantes"	n/peds	£402-10-9
Springhill	5	"	"	"	105- 6-9
Philip Bay	51	"	"	"	933- 2-8
Caleta Josefina	2	"	"Bellagio"	"	29-11-10
Springhill	21	"	"	"	478-11-1

and pass the proceeds to your credit as usual.

HIDES. We have now to advise sale of the Josefina & Philip Bay Hides ex "MEMPHIS" at 69-50 fcs. for the Boeufs & Vaches and 59.50 fcs for the Veaux, which we trust will be satisfactory to you.

JAMES H. DALY. We have provisionally booked a passage for this gentleman to New York by the "Lucania" sailing 18th August, and shall debit you with cost of same later when we take up the ticket.

Yours faithfully,

*Duncan Hoag*



DUNCAN, FOX & CO

Telegraphic Address:  
"ZODIAC," LIVERPOOL.

Liverpool

12th April 1906.

Goods Department

Per "Oropesa" (s).

Check 19/5/06

Messrs La Sociedad Esplotadora de Tierra del Fuego,  
Punta Arenas.

MEMORANDUM.

CAL. JOS. 0/105. Messrs Maple & Co. Ltd. have just advised us that the 2 Ranworth Coal Scoops, 1 Black and Brass Polished Kerb and 1 Set Black and Brass Fire Implements were not included in the shipment per "Gaelic" (s) although these Goods appeared in the Invoice for the shipment by this steamer. The Goods go forward per bearer.

*D. J. S.*

From

Per Cravia 32  
Duncan, Fox & Co.

31, JAMES STREET.

Liverpool, 27<sup>th</sup> April, 1906.

To

Mess<sup>rs</sup>

La Soc<sup>a</sup> Explotadora de Tierra del Fuego,  
Punta Arenas.

List of Enclosures.

N<sup>o</sup> 1.

General Letter

Report & Val<sup>rs</sup> of H<sup>rs</sup> Bp Wool & Almond Ricks

C<sup>rs</sup> Note for Sea Water Damage to Wool.

Account Sales of 50 Hides ex "Memphis"

Goods Department Letter

Copies of Letters to & from Hamburg  
re defective Fencing Wire

Dupl. of Lading per "Crepesa" 22.

Duplicates of Mail p. - " - "

N<sup>o</sup> 2:

Jas Gordon & Co's Market Reports

Price Lists from C<sup>rs</sup> & Co Morton,

Hearley & Sons Ltd & W<sup>rs</sup> Eyer & Nephew

DUNCAN, FOX & CO

Telegraphic Address:  
"ZODIAC" LIVERPOOL.

Liverpool, 27th April 1906

General Letter per "Oravia" s.s.

Messrs La Sociedad Esplotadora de Tierra del Fuego,  
Punta Arenas.

Dear Sirs,

We confirm our respects of 12th inst. and have now to acknowledge receipt of your favours of 24th and 26th ulto. handing us Bill of Lading for 1760 Bales Wool per "ANGLO AFRICAN" for which we are obliged.

Finance. We note that you have drawn upon us for sums amounting to £535 : 11 : 10 , and £4 : 0 : 0 , and your drafts will be duly honoured on presentation.

Wool. The market continues very firm, and the prospects for the approaching sales on the 8th prox. are very hopeful. There has been a steady enquiry during the fortnight for both the home and continental trades, and enhanced prices have been paid for the finer qualities, but low grade wools are also in demand, and altogether we count upon doing well with your heavy shipments. The "ANGLO AFRICAN" is due in London today, so that her 1760 Bales will be in time for the auctions, which is satisfactory.

We thank you for specifications of the various Estancia Wools and have to enclose report and valuation on 41 bales per

"ALMOND BRANCH". We have also to hand you credit note for £23 : 7 : 4 , amount recovered from the Marine Insurance Co. for sea-water damage to wools ex "BELLAGIO".



DUNCAN, FOX & CO

Telegraphic Address -  
"ZODIAC" LIVERPOOL.

Liverpool.

27th April 1906.

Goods Department.  
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Per "Oravia" (s).  
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The Manager

La Sociedad Esplotadora de Tierra del Fuego,  
P u n t a A r e n a s .

Dear Sir,

We confirm our respects of 11th April and our Memo of 12th idem and have now to acknowledge receipt of your favours (2) of 24th March.

Finance. The items appearing in your letters under reply are in order.

Fencing Wire. Referring to the remarks appearing in your letter of 13th April, we have now to hand you copy of our Hamburg Agent's letter, dated 20th April, in which he conveys to us the Maker's reply regarding your claim. Incidentally we may mention that it was a mistake on our part to have referred to the claim under the mark RIQ 1/200 for the Fencing Wire shipped per "Elkab" (s) on 15th April 1905 was marked RIQUEZA 1/332 and we have corrected this error. The Maker naturally defends himself but, as it happened that the shipment per "Elkab" (s) was the only shipment of Fencing Wire we sent to La Riqueza de Magallanes Springhill Section in 1905, it is quite clear, if the samples you sent to us represented the shipment/

the shipment per "Elkab" (s), the shipment was a very defective one. We have emphasized this point when writing to our Agent. Of course it is absolutely impossible to recover claims in Germany without going to Law and the German Commercial Law is very unsatisfactory and seems to be almost entirely in favour of Manufacturers. The only thing to do is to put the Manufacturer of this Fencing Wire on the "black list" and there he shall remain and we strongly recommend you to adopt our suggestion to allow us to buy all the Fencing Wire you require from English Makers in future. The last quotations we have received from Warrington are:--

Black Varnished Steel Fencing Wire Nos: 7 and 8 @	£8. 0. 0	ton
Galvanized " " " Nos: 0 to 8 @	9.15. 0	"
" four barbed " @	11.10. 0	"

less 2½% delivered Liverpool.

Galvanized Oval Steel Fencing Wire "Gorgon" 17x15 @	£18. 5. 0
" " " " " "Medusa" " @	14.10. 0

per ton, nett delivered Liverpool.

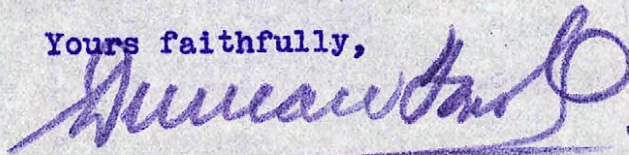
Baling Material. Your orders Caleta Josefina 0/108,

Rio McClelland 0/108, San Sebastian 0/63, Springhill 0/18, Philip Bay 0/8 have already had our attention and we take note that we are not to fill the order on account of Rio McClelland until we have received cabled instructions from Mr. A. A. Cameron to do so. No cablegram has been received from him, although, apparently, you expected him to send the message to us on or about 23rd April. With regard to the Wool Packs and Wool Baling it is rather an unfortunate fact that the Jute Market has quite suddenly become strong and the prices of all classes of Jute Goods have, within the last week, advanced in an extraordinary/

extraordinary and unexpected manner. Under these circumstances there is no question about it that it is our duty to you to place the orders as speedily as possible although we quite understand that you do not require delivery at Punta Arenas until October. We shall ~~quite~~ probably test the Calcutta and Dundee Markets but we shall keep steadily before us the necessity of delivering our goods to you in October and it is quite possible that the Calcutta Mills are too busy to undertake the orders at present for delivery, say, in July at Calcutta. There is no use of postponing the fulfilment of the orders in the hope of a decline in prices because the Mills are well-employed and the influence of the new Jute Crop will not begin to operate in Calcutta until September/October or thereabouts.

Galvanized Iron. There was some expectation that the price of 24G x 10/3" Sheets would be reduced by the Conference this week as demand was slack but, as a special demand has set in from San Francisco owing to the disaster at that City, the price has not been reduced and now stands at £12.7.6 per ton, less 2½% and 1%, fob Liverpool, and may possible be increased.

Yours faithfully,

  
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DUNCAN, FOX & CO.

LIVERPOOL. MANCHESTER

VALPARAISO.-CONCEPCION.

CHILLAN.-PENCO.

TALCAHUANO.

CHILE.

LIMA.-PIURA.

CALLAO.

PERÚ

Cable Address: "ZIG ZAG."

A. 1.  
 A. B. C. 4th & 5th EDITION.  
 LIEBERS.  
 WATKINS.  
 SCOTT'S 1885-1896.  
 BEDFORD Mc. NEIL.  
 MOREING & NEAL.

*Valparaiso,* 28 de Abril de 1906.

Señor Director Gerente,

Sociedad Esplotadora de Tierra del Fuego,

Punta Arenas.

*con contestación*

Muy Señor nuestro,

Tenemos el agrado de transcribir a Ud. el siguiente cablegrama recibido el 27 del presente de nuestra casa de Liverpool y cuyo contenido le hemos transmitido por telegrafo,-

Wool in general  
 market firm  
 prospects are favourable  
 coming  
 auction sales  
 think prices will be maintained  
 fully.

Sus Attos y SS. SS.,

DUNCAN, FOX & CO.

TELEGRAPHIC ADDRESS:

"ZEALOT, MANCHESTER."

TELEPHONE NUMBER 3517.

A.B.C. CODE USED.

MANCHESTER 28th April 1906

The Managing Director,

Messrs. La Sociedad Esplotadora de Tierra del Fuego,

PUNTA ARENAS.

Dear Sir,

Since writing you on the 31st ultimo we have not received any of your valued favours.

Wages in the Cotton Trade. We referred to the question of the operative spinners wages in a letter dated 2nd September 1905 when we stated that the master spinners had conceded the equivalent of a 5% advance for a period of three months commencing in September after which the previous rate of wages was to recur and continue until the 1st instant. The operatives have now demanded and obtained an advance of 5% with the mutual understanding that neither a reduction nor advance is to be asked on either side for 12 months. The 5% advance will affect prices of goods to the extent of about 1d per pce.

Our Market. As is naturally to be expected after a time of important business there is rather a lull in the amount of demand experienced here at present. However the position of manufacturers as regards future engagements is so strong that easier prices are not possible, nor are they to be expected in the early future.

We remain, Dear Sir,

Yours faithfully,

*P. Duncan Fox & Co*  
*Charles Lunt*

DUNCAN, FOX & CO.

TELEGRAPHIC ADDRESS:

"ZEALOT, MANCHESTER."

TELEPHONE NUMBER 3517.

A.B.C. CODE USED.

MANCHESTER 28th April

67  
*Jan contactation 1906*

Messrs. La Sociedad Riqueza de Magallanes,  
PUNTA ARENAS.

Dear Sirs,

We last had this pleasure on the 3rd ultimo and have not in the meantime received any of your valued favours.

Wages in the Cotton Trade. We referred to the question of the operative spinners wages in a letter dated 2nd September 1905 when we stated that the master spinners had conceded the equivalent of a 5% advance for a period of three months commencing in September after which the previous rate of wages was to recur and continue until the 1st instant. The operatives have now demanded and obtained an advance of 5% with the mutual understanding that neither a reduction nor advance is to be asked on either side for 12 months. The 5% advance will affect prices of goods to the extent of about 1d per piece.

Our Market. As is naturally to be expected after a time of important business there is rather a lull in the amount of demand experienced here at present. However the position of manufacturers as regards future engagements is so strong that easier prices are not possible, nor are they to be expected in the early future.

We remain, Dear Sirs,

Yours faithfully,

*N. Duncan Fox & Co*

*Charles Turle*

DUNCAN, FOX & CO.

LIVERPOOL. MANCHESTER

VALPARAISO.-CONCEPCION.

CHILLAN.-PENCO.

TALCAHUANO.

CHILE.

LIMA.-PIURA.

GALLAO.

PERÚ

Cable Address: "ZIG ZAG."

CODES {

- A. 1.
- A. B. C. 4th & 5th EDITION.
- LIEBERS.
- WATKINS.
- SCOTT'S 1885-1896.
- BEDFORD Mc. NEIL.
- MOREING & NEAL.

*Valparaiso, 10 de Mayo de 1906.*

Señor Director Gerente,

Sociedad Esplotadora de Tierra del Fuego,

Punta Arenas. U. S.

*Mu contestacion*

Muy Señor nuestro,

Tenemos el agrado de transcribir a Ud. el siguiente cablegrama recibido el 9 del presente de nuestra casa de Liverpool:-

"Sheep Skins  
 there is a special demand  
 prospects are good  
 John Hoare & Coy  
 quote  
 1/- per lb.  
 1/1  
 Wool Sales opened strong  
 Punta Arenas Wool, Coarse Cross-Breds  
 market has advanced 5%  
 Punta Arenas Wool, Fine Cross-Breds  
 last prices fully maintained  
 We have sold  
 Springhill  
 77 Bales  
 1/1 1/2 per lb.  
 126 Bales  
 1/1 per lb  
 112 Bales  
 1/0 1/2 per lb.  
 Philip Bay  
 31 Bales  
 1/2 per lb.  
 121 Bales  
 1/1 1/2 per lb.  
 62 Bales  
 1/0 1/2 per lb.

Sus Attos. y SS. SS.

*Duncan Fox*

DUNCAN, FOX & CO.

LIVERPOOL. MANCHESTER

VALPARAISO.-CONCEPCION.

CHILLAN.-PENCO.

TALCAHUANO.

CHILE.

LIMA.-PIURA.

CALLAO.

PERÚ

Cable Address: "ZIG ZAG."

CODES {

- A. 1.
- A. B. C. 4th & 5th EDITION.
- LIEBERS.
- WATKINS.
- SCOTT'S 1885-1896.
- BEDFORD Mc. NEIL.
- MOREING & NEAL.

*Valparaiso,*

12de Mayo de 1906.

*Fin contabilidad*

Señor Director Gerente,

Sociedad Esplotadora de Tierra del Fuego,

Punta Arenas.

Muy Señor nuestro,

Tenemos el agrado de trascribir á Ud. el siguiente cablegrama recibido hoy de nuestra casa de Liverpool:-

"Calata Josefina  
 We have sold  
 105 Bales  
 1/2 3/4 per lb.  
 240 Bales  
 1/2 per lb.  
 140 Bales  
 1/1 1/2 per lb.  
 270 Bales  
 1/1 per lb.  
 90 Bales  
 1/- per lb."

Sus Attes. y SS. SS.

*[Handwritten signature]*

Telegraphic Address.  
"ZODIAC", LIVERPOOL.

Per "WILLOW BRANCH" s.s.

From

*Duncan, Fox & Co*

31, JAMES STREET,

*Liverpool* 11th May 1906

To

Messrs. La Sociedad Esplotadora de Tierra  
del Fuego,  
P u n t a A r e n a s .

Enclosed we beg to hand you press-  
copy of invoice for 1 Case Kitchen Utensils  
which we have included on Bill of Lading  
consigned to our mutual friends Messrs. Braun  
& Blanchard per bearer, for your Springhill  
Station. We also enclose Sample List  
No. 3673 relating to contents of 3 parcels  
Catalogues for your various stations.

MEMO OF PURCHASES.

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GAL. NOS. 0/108 - General Expenses Account.

- 6,000 yds. Baling Material 52" wide @ 6.13/16d per yd.  
less 3% f.o.b.
- 18,000 lengths Hoop Iron 1.1/8" wide x 18G, punched with  
two holes at each end for patent stud fasteners. Length  
of Hoop Iron 6'8" from centre of outside hole to centre of  
inside hole (7'1 1/4" over all) @ £8.0.0 per ton less 4% f.o.b.
- 2 Cwts. Patent Studs for same @ 28/6d per cwt. less 2 1/2% f.o.b.
- 4 Cwts. Seaming Twine @ 6 3/4d per lb. less 3% f.o.b.

R I O M A C .

- 2,500 ydsz Baling Material 52" wide @ 6.13/16d per yd. less 3%  
f.o.b.
- 1,200 " " " 25" " @ 3.6 1/2/12d " " "
- 6,000 lengths Hoop Iron, same as above @ £8.0.0 per ton less  
4% f.o.b.
- 1 Cwt. Patent Studs @ 28/6d per Cwt. less 2 1/2% f.o.b.
- 1 Cwt. Seaming Twine @ 6 3/4d per lb. less 3% f.o.b.

for AUGUST shipment.



Liverpool, 11th May 1906.

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Messrs La Sociedad Esplotadora de Tierra del Fuego,  
P U N T A A R E N A S .

MEMO. OF PURCHASES.

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SPRINGHILL 0/18 -- General Expenses Account.  
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2,500 Wool Packs made from 8 porter 10 shot, sacking 4'2" x 2'6"  
x 2'8", without tops, packed in bales of 50 each (2/6d per bale)  
@ 2/5<sup>1</sup>/<sub>2</sub>d each less 2<sup>1</sup>/<sub>2</sub>% f.o.b.

3,500 60" Drilled Sheeting for Wool Pack Tops @ 8.5/16d per yd.  
less 3% f.o.b.

225 Bundles each 30 Best Steel Hoops, punched with two oval  
holes at each end 1.1/8" x 18 B.G. 9' @ £3.2.6 per ton less 4%  
f.o.b.

1 keg Patent Stuffs No.33 for above hoops @ 28/6d per Cwt less 2<sup>1</sup>/<sub>2</sub>%  
f.o.b.

112 lbs. Baling Twine 5 ply @ 6<sup>1</sup>/<sub>2</sub>d per lb. less 3% f.o.b.

Liverpool, 11th May 1906.

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Messrs La Sociedad Riqueza de Magallanes,

PUNTA ARENAS.

MEMO OF PURCHASES.

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PHILIP BAY 0/8 -- General Expenses Account.  
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1,200 Wool Sacks as supplied formerly viz. 48" x 30" x 28"

stencilled on ends @  $2/5\frac{3}{4}$ d per pack less 3% f.o.b.

(stencilling 1/8d per Sack)

3,000 yds. Bagging 36" wide packed in bales of about 3 cwt. ( $2/6$ d  
per bale)

@  $5.1/8$ d per yd. less  $2\frac{1}{2}$ % f.o.b.

Liverpool, 11th May 1906.

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Messrs La Sociedad Riqueza de Magallanes,

PUNTA ARENAS.

MEMO OF PURCHASES.

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SAN. SEB. 0/63 -- General Expenses Account.

3,000 yds. Baling Material 52" @ 6.13/16d per yd, less 3% f.o.b.

5,000 " " " 25" @ 3.6 $\frac{1}{2}$ d/12d " " "

1 Bale Seaming Twine 5 ply 343 lbs. @ 6 $\frac{3}{4}$ d per lb, " "

300 Bundles Iron Hoops 1.1/8" x 18 B.G. 7'1 $\frac{1}{4}$ ", punched with two oval holes at each end @ £8.0.0 per ton less 4% f.o.b.

3 kegs Patent Studs No.4 @ 28/6d per cwt. less 2 $\frac{1}{2}$ % f.o.b.

Liverpool, 11th May 1906.

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Messrs La Sociedad Esplotadora de Tierra del Fuego,

PUNTA ARENAS .

DUNCAN, FOX & CO

Telegraphic Address  
"ZODIAC," LIVERPOOL.

Liverpool

11th May 1906.

Goods Department. Per "Orita" (s)

To the Managing Director,

La Sociedad Esplotadora de Tierra del Fuego.,

Punta Arenas.

Dear Sirs,

We confirm our respects of 27th April but have none of your favours for acknowledgement.

The Telegrams we received from you on 6th May please find copied elsewhere.

Fencing Wire. The Maker of the 332 Bundles shipped per "Elkab" (s) on 15th April 1905 declines to admit that the 13 Samples you returned were taken from the Wire we shipped and in proof of this he states that the joinings are done by electricity and that he does not employ this method of joining in his works. It is true that you did not state in your letter of 13th February that the Samples were taken from the Wire shipped per "Elkab" (s) but that is the only shipment of Fencing Wire we sent to Sprinhill Section in 1905. Our Hamburg Agents, however, is under the impression that, if we took the case to law, we should lose it for you have not adduced sufficient proof that the thirteen Samples you sent forward were taken from the shipment per "Elkab" (s).

Baling Materials. On accordance with our advices of 27th April we lost no time in placing your orders for Saleta Josefina

Esp. 2.

0/108, San Sebastian 0/65, Springhill 0/19, Phillip Bay 0/8. We sent enquiries by cable to Calcutta but the Calcutta Mills are so well employed at present that they declined even to quote for Wool Packs and Wool Baling. There was, therefore, no alternative but to place the orders at the very lowest possible prices in London and Dundee. We have not been accustomed to send seamed Wool Packs and Wool Baling to you but we understand that seamed Wool Packs and Seamed Wool Baling are sometimes sent to your market. In an early Manchester Sample Case we shall send you a sample of a seamed Wool Pack and we shall be much obliged if you will definitely state whether we have your authority to ship seamed Wool Packs and Wool Baling in future or if you prefer to have them without seams even at an increased cost which in the case of Wool Packs would be about 5<sup>1</sup>sd each. With regard to seamed Wool Baling, this cloth in the 52 inch width could be bought at 6<sup>1</sup>/8d per yard delivered Liverpool against 52" Dundee-made, unseamed cloth at 6<sup>7</sup>/8d per yard delivered Liverpool. In order that you may know the prices we have been obliged to pay to complete your orders we hand you a note herewith.

Rio McClelland. On receipt of your cabled instructions to buy the Wool Press as specified by us in the codeword "Zwijnshuid" on 30th March, we immediately proceeded to place your order. We consulted the Manufacturers with regard to the suitability of the Baling Materials required and, as they stated that we should buy 52" Wool Baling and 25" Wool Baling rather than narrower cloths, we placed the order as per note herewith. At the same time we bought the necessary 6,000 lengths Hoop Iron with Patent Studs.

Esp. 3.

Galvanized Iron. 24G Sheets are still quoted at  
£12. 7. 6 per ton less 2½% and 1% fob Liverpool.

Fencing Wire. The last quotations we have received  
from Warrington are:-

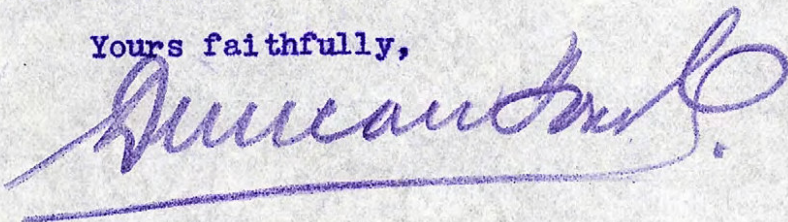
Black Steel Fencing Wire Nos 0/6	@	<u>£7. 10. 0</u>
Galvd. " " " " 0/8	@	<u>10. 0. 0</u>
" " " " Barbed	@	<u>11. 10. 0</u>

per ton less 2½% fob Liverpool.

Galvd. Oval Steel Fencing Wire "Gorgon" 17 x 15	@	<u>£18. 5. 0</u>
" " " " " " "Medusa"	do @	<u>14. 10. 0</u>

per ton net delivered Liverpool.

Yours faithfully,



DUNCAN, FOX & CO

Telegraphic Address  
"ZODIAC," LIVERPOOL.

Liverpool

11th May 1906

General Letter per "ORITA" s.s.

Messrs La Sociedad Esplotadora de Tierra del Fuego,  
PUNTA ARENAS.

Dear Sirs,

We confirm our respects of 27th ulto., and have now to acknowledge receipt of your favour of 7th idem, contents of which have our attention.

The duplicate Bill of Lading for 223 bales per "VILLE DU HAVRE" came duly to hand.

Finance. We note that you have drawn upon us for sums amounting to £1144 : 19 : 11, and £30 : 0 : 0, and these will be duly honoured and placed to your debit in account.

Wool. The expectation of an improvement in the market has been fully realised with the opening of the London Colonial Wool Sales, and Fine and Medium Crossbreds have advanced a little in price, while Coarse Crossbreds, compared with the closing prices of last auctions, have appreciated from 5 to 7½%.

Punta Arenas Wools were in good request, and your shipments of Philips Bay and Springhill Wools ex "SALLUST" and "SOUTH AMERICA" fully realised the prices of previous sales.

We cabled to Valparaiso the prices made for six different lots for the information of your friends there, and trust that these will be regarded as satisfactory.

Over 1000 bales of the Josefina Wools are being offered today, and the balance of these,

with the Philips Bay, Springhill and San Sebastian parcels - some 1760 bales in all - are catalogued for the 18th inst. Messrs John Hoare & Co. will send you direct a copy of the sale catalogue, and we trust that the high level will be maintained during the remainder of the sales. We were rather disappointed not to get better prices for the Punta Arenas consignments, but Messrs Hoare explain that the Wools from Patagonia suffered from the cold and late Spring, and the clip became impregnated with a fine dust, so that the waste has been more than buyers expected when they made their purchase at previous auctions, and this made them cautious in the present series.

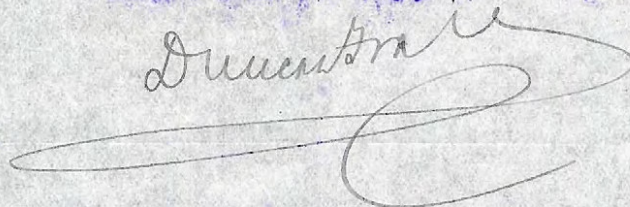
Sheepskins. There was an equally good sale of sheepskins at the auctions of 3rd inst, and prices realised from par to 5% advance on those made at last auctions. Two days ago we received a cablegram from our Valparaiso friends asking us to quote for Josefina skins, and advising that you had received an offer of  $10\frac{1}{2}$  f.o.b. for your production this year. After communicating with Messrs John Hoare & Co. we cable 12d. to 13d. as the probable price during the next three months, and this is a conservative estimate. The Josefina skins we understand are (the) most appreciated by buyers here. It is evident that there is to be an active demand for these skins, which are found useful in making the Coats so largely required by parties using Motor Cars.

Hides. Enclosed we hand you Account Sales for the 16 Josefina Hides ex "MEMPHIS", showing nett proceeds £20 : 18 : 3, which we trust will be satisfactory to you.

Tallow.

The market was rather easier in the interval but has hardened again, and South American Mutton may now be quoted fully 29/- c.i.f. One hundred tons Beef on spot was sold yesterday at 28/9 c.i.f.

Yours faithfully,

A handwritten signature in cursive script, appearing to read "D. M. ...", written in dark ink. The signature is fluid and somewhat stylized, with a long horizontal flourish extending to the left.

per "Orta" ss.

List of Enclosures for Messrs La Soc. Exploradora de I. del Fuero,

N. 1:-

General Letter

Account Sales 16 Hides ex "Memphis"

Goods Letter

Memo of Purchases 7c Secs. San Sebastian & Calabazas.  
Philip Day & Springhill Station.

Copy of Letter from N. Burg Agent re Fencing wire.

" " Memo. per "Willow Branch"

Note of Shipment & Invoice ..

Duplicates of Mail of "Oravia"

N. 2:-

John Moore & Co. Sale Catalogue

James Gordon & Co. Market Reports

Price Lists from Cross & Blackwell,

Kearley & Tonge Ltd, J. A. Sharwood & Co.

N. 3:-

Price Lists from C. & E. Norton.

Liverpool, 11<sup>th</sup> May 1906.

DUNCAN, FOX & CO.

LIVERPOOL. MANCHESTER

VALPARAISO.-CONCEPCION-

CHILLAN.-PENCO.

TALCAHUANO.

CHILE.

LIMA.-PIURA.

CALLAO.

PERÚ.

Cable Address: "ZIG ZAG."

CODES	{	A. 1.
		A. B. C. 4th & 5th EDITION.
		LIEBERS.
		WATKINS.
		SCOTT'S 1885-1896.
		BEDFORD Mc. NEIL.
		MOREING & NEAL.

*Valparaiso,* 17th April 1906.

Accounts. Per "Panama".

The Managing Director,

Sociedad Esplotadora de Tierra del Fuego,

Punta Arenas.

Dear Sir,

We shall be obliged if you will kindly pay Mr Joseph A. Daly the sum of £276. 0. 0 at sight for account of Mr A. D. Cameron, debiting us with the amount as usual through account current.

Yours faithfully,

2554  
 28 21  
 9 a  
 M M

TELÉGRAFO



Sheep



1766

Transmitido  
 Recibido 3  
 a las 4

PA

28

Telegrama recibido de Valparaíso.

el 28 de

Liverpool telegrafian lana en  
 general mercado firme indicacion  
 favorables para los proximos  
 remates creemos precios seran  
 mantenidos -

Duncan Fox

OK 30/4/06

DUNCAN, FOX & CO.

LIVERPOOL. MANCHESTER

VALPARAISO.-CONCEPCION.

CHILLAN.-PENCO.

TALCAHUANO.

CHILE.

LIMA.-PIURA.

CALLAO.

PERÚ

85  
Cable Address: "ZIG ZAG."

CODES {  
A. 1.  
A. B. C. 4th & 5th EDITION.  
LIEBERS.  
WATKINS.  
SCOTT'S 1885-1896.  
BEDFORD Mc. NEIL.  
MOREING & NEAL.

*Valparaiso,*

Mayo 19 de 1906

Señor Director Gerente

Sociedad Esplotadora de Tierra del Fuego

Punta Arenas

Muy Señor nuestro,

Tenemos el agrado de transcribir á Ud. el siguiente cablegrama recibido hoy de nuestra casa de Liverpool:-

"San Sebastian"  
We have sold  
400 Bales  
1/1 per lb.  
Philip Bay  
250 Bales  
1/0 1/2 per lb.  
Springhill  
150 Bales  
1/1 1/2 per lb.  
Caleta Josefina  
450 Bales  
1/0 1/2 per lb.  
1/2 1/2 " "

Sus Attes. y SS.SS.

*Duncan Fox*

May 19th. 1906.

Messrs Duncan, Fox & Co.,  
31 James Street,  
L I V E R P O O L .

Dear Sirs,

Referring to our sale of yesterday we would wish to draw your attention to the classing of the SanSebastian wool which we hardly consider satisfactory and may possibly account for it realizing and infer<sup>er</sup> value to the Caleta offered at the same time. The quantity of classes this wool is divided into is ample but hardly sufficient care has been taken to keep even in quality and the skirting appears to have been somewhat carelessly attended to, far too many coarse ends being left on the fleece.

We cannot too strongly impress upon you the importance of this latter operation and every fleece should be rigorously depleted of these objectionable parts, which appear to run more or less all through the flocks in Patagonia.

The packing of the Sociedad bales renders care even more necessary for being packed from the side and the end opened for inspection practically the whole bale is exposed to view and the appearance of these coarse pieces in your superior lots is most detrimental to their sale.

The Caleta wool has been much better attended to in this respect but we may suggest that the britch pieces be kept away from the other pieces and bellies as we think it would improve the price of both, vide Lots 598 and 599 "Springhill".

We would also like to point out that the Caleta bales are very much stained with Coal dust possibly by being stored in a

D.F. & CO. (2)

coal hulk, but we cannot say that it affected the value of the wool, being only on the outside tare, but it did not improve their appearance.

We are, Dear Sirs,

Yours faithfully,

)Sgd) John Hoare & Co.

Office of  
**CONNECTICUT WATCH CO.,**

15 Ely Place, London, E.C.

PRICES FOR BONA-FIDE WHOLESALERS, FACTORS OR JOBBERS.

N.B.—Under no circumstances may these prices be applied to Retail Shopkeepers.

	Gross lots.	Thousand lots.
Liberty Nickel	$2/4\frac{1}{2}$	$2/3\frac{1}{4}$
Defiance Nickel	$2/8\frac{1}{4}$	$2/7$
Pilgrim	$3/1\frac{1}{4}$	$2/10\frac{3}{4}$

GOLD PLATE or GUN METAL FINISHES for Liberty or Defiance,  $1\frac{1}{4}$ d. each added to the above prices.

Terms: 1 per cent. for cash within 10 days from date of Invoice, otherwise net 30 days from date of same.

No discount can be allowed after 10 days, and no extension beyond the net 30-day period.

These prices are lower than those of any other RELIABLE WATCHES made anywhere in the world.

ROBT. H. INGERSOLL

CHAS. H. INGERSOLL

# The Ingersoll American Watches

THE CHEAPEST GUARANTEED WATCHES IN THE WORLD.

## Robt. H. Ingersoll & Bro.

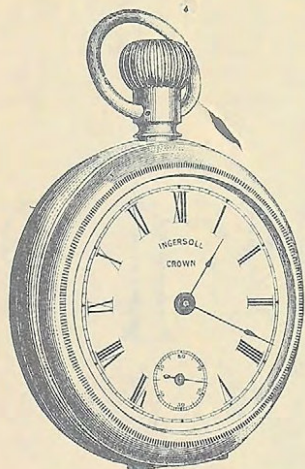
E. S. DANIELLS.  
U. K. MANAGER.

CABLE & TELEGRAPHS  
"INGERSOLL LONDON"  
TELEPHONE 1589 HOLBORN.

NEW YORK-LONDON-CHICAGO-SAN FRANCISCO.

AUDREY HOUSE, ELY PLACE, HOLBORN CIRCUS.

London, E.C. 23/5/06



Messrs. Duncan Fox & Co.,  
31 James Street,  
Liverpool.

Dear Sirs,

We are very much obliged to you for your esteemed order given through our Mr. White, same is having our best attention, and you will receive the watches in the course of to-morrow.

Our Mr. White asks us to give you quotations for these particular watches in gross and thousand lots, and in accordance we beg to quote you as follows:-

	<u>Gross lots</u>	<u>thousand lots</u>
Liberty Nickel	2/4 $\frac{1}{4}$	2/3 $\frac{1}{4}$
Defiance "	2/8 $\frac{1}{4}$	2/7
Pilgrim	3/1 $\frac{1}{4}$	2/10 $\frac{3}{4}$

Gold plate or Gun Metal Finishes for Liberty or Defiance 1 $\frac{1}{4}$  each added to the above prices.

Terms 1% for cash within 10 days from date of invoice, otherwise net 30 days from date of same.

No discount can be allowed after 10 days, and no extension beyond the net 30-day period.

In the event of you placing a thousand lot order with us we would allow you to take deliveries in 4 lots extending over a period of 6 months.

We are enclosing you herewith 6 copies of our confidential price-lists, and shall be very pleased to hear further from you.

Yours truly,  
ROBT. H. INGERSOLL & BRO.,

per J. A. Ballantyne

JAB/KAM

DUNCAN, FOX & CO

Telegraphic Address:  
"ZODIAC," LIVERPOOL.

Liverpool 25th May 1906.

Goods Department. Per "Victoria" (s)

To the Managing Director,  
La Sociedad Esplotadora de Tierra del Fuego,  
Punta Arenas

Dear Sir,

We confirm our respects of 11th May and have now to acknowledge receipt of your favour of 21st April.

Finance. The items appearing in your letter under reply are in order.

Baling Materials. It is indeed fortunate that we placed your orders for Wool Packs and Wool Baling without loss of time for the price of Jute has advanced to £27. 15. 0 per ton and the prices of all classes of Jute Goods have advanced materially in Dundee and Calcutta.

Seccion Rio McClelland. The order for the Wool Press is booked and we only await detailed particulars from our Engineers to pass full information with regard to the purchase on to you. We hope to be in a position to send you all the particulars you should require in connection with the Wool Press by this mail.

Galvanized Iron. Some Makers are now quoting 24G Sheets at £12. 15. 0 but we could buy at £12. 10. 0 per ton less 2 1/8% and 1% fob Liverpool.

Fencing Wire. The last quotations we have received from Warrington are:-

Black Steel Fencing Wire Nos 0 to 6 @ £7. 10. 0

91.  
Esp. 2.

Galvd. Steel Fencing Wire Nos 0 to 6 @ £10. 0. 0  
" " " " Barbed @ 11. 10. 0

per ton less  $2\frac{1}{2}\%$  delivered Liverpool.

Oval Fencing Wire, Galvanized, "Gorgon" 17 x 15 @ £18. 5. 0  
do do "Medusa" do @ 14. 10. 0

per ton net delivered Liverpool.

Yours faithfully,

*Wm. McClelland*

P. S.

Seccion Rio McClelland. We regret that we have not been able to hand you full particulars of the Wool Press by this mail but we now enclose a Blue Print showing the general arrangement of the Plant to enable you to proceed with the preparation of the ground for the Plant when it arrives.

*W.M.C.*