

BARKER, SONS & NICHOLLS  
*Manufacturers' Agents*

Office and Showrooms: 2 BRIDGE STREET  
Stores: 12 BRIDGE STREET  
SYDNEY

WCB/JN

15th June, 1947.

The Secretary,  
Lowestoft Chamber of Commerce,  
Town Hall,  
LOWESTOFT.

Dear Sir,

Our senior partner, Mr. H. G. Barker, will be visiting England with a view to securing direct representation of the various manufacturers in your area.

We have been in business for the past thirty years and know the large wholesalers and retailers throughout Australia and the goods we are most interested in are as follows;

suitings	suit linings
shirting material	women's dress material
tobacco pipes	glassware (cut & plate)
crockery	sanitaryware
brushware	small arms & ammunition
tools	lock sets

We would esteem it a favor if you would address your reply to Mr. Barker, c/o Bank of New South Wales, 29 Threadneedle Street, London.

We are,  
dear Sirs,

Yours faithfully,  
BARKER, SONS & NICHOLLS.

*William C. Barker*  
Manager.  
W. C. Barker.



*✓ C/O list - for Commercial Enquiries*

# Hudson's Bay Company.

INCORPORATED 2<sup>ND</sup> MAY, 1670.

LONDON BUYING OFFICE  
OF THE  
RETAIL STORES  
FUR TRADE DEPOT  
AND WHOLESALE DEPARTMENTS  
CANADA

STORES  
WINNIPEG  
VANCOUVER  
CALGARY  
VICTORIA  
EDMONTON  
SASKATOON

BEAVER HOUSE  
GREAT TRINITY LANE  
LONDON, E.C.4

TELEPHONE  
CENTRAL 3223

TELEGRAPHIC  
ADDRESS  
BAYAGENCY, CANNON  
LONDON.

WHEN REPLYING PLEASE  
QUOTE OUR REF **RS/MK.**

8th September, 1947.

The Chamber of Commerce,  
Lowestoft, Suffolk.

Dear Sirs,

We are seeking offers of merchandise for export to our various departments in Canada.

Whilst we at present buy from numerous manufacturers in Britain we believe there are many others, who manufacture merchandise suitable for our trade.

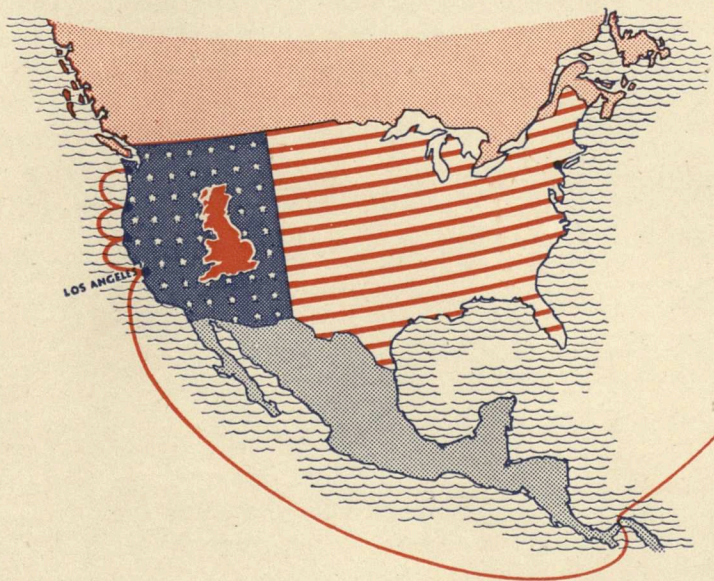
Will you please be good enough to supply us with a list of the names and addresses of manufacturers in your area, and the kinds of merchandise they manufacture. We can then secure from them details of their manufactures.

Thanking you for your co-operation.

Yours faithfully,  
for the Hudson's Bay Company.

*Robert Simpson*  
R. Simpson,  
Manager.

# THE PACIFIC COAST EXPORTERS LTD



**LONDON :**

(ENGLAND)

BILTON HOUSE, 113 PARK ST.

LONDON, W.1

PHONE. MAYFAIR 8240

and

**:LOS ANGELES**

(CALIFORNIA)

3036 SANTA ROSA AVENUE

PASADENA

CAL. U.S.A.

✓ copy list: Enquiry from (name of firm)

# THE PACIFIC COAST EXPORTERS LTD.

DIRECTORS: PERCY BILTON WALTER L. HILL

TELEPHONE  
MAYFAIR 8240/10

BILTON HOUSE  
113 PARK STREET  
LONDON. W. 1  
AND AT LOS ANGELES, CAL.

Exports to Post War  
American trade  
Will members interested please  
communicate with secretary

CABLES  
WESTERN UNION LETTER

OUR REF

YOUR REF

DATE

27th October, 1944.

Mr. F. B. Nunney, M.A.,  
Chamber of Commerce,  
Lowestoft.

Dear Sir,

Many of your local Manufacturers of quality goods will need new and important post-war export outlets for their products.

We believe that one such market is to be found amongst consumers living on the Pacific Coast of America, who, to our knowledge, have strong "Buy British" tendencies.

As an introduction, we are desirous of circulating the enclosed leaflet to a limited number of likely manufacturers and would be obliged if you could assist us either by providing a list of names or mailing leaflets.

Your comments would be much appreciated.

Yours faithfully,  
For THE PACIFIC COAST EXPORTERS LTD.

  
Director.

Suggested Suitable Products.

Fabrics for men's and women's wear. Leather goods.  
China, Antiques, Glass.  
Cosmetics, Perfumes, Toilet Accessories.  
Outfitters' goods, ties, etc., hats, scarves, Irish linen,  
Tartan plaids.

華商進出口股份有限公司

CHINA MERCHANTS IMPORT & EXPORT CO., LTD.

P. O. Box 1140  
Cable Address:  
Chimer  
Codes Used:  
Acme  
A.B.C. 6th Ed.  
Bentley's Complete Phrase  
Private

*Commercial  
Enterprise file*

Telephone 19907  
264 Kiangse Road  
Room 213

SHANGHAI, 4th January 1947.

The Secretary,  
Chamber of Commerce,  
Lowestoft.

Importers of: Dear Sir,

- Paper
- Paper Mill Supplies
- Rubber Goods
- Piece Goods
- Woollen Goods
- Metal & Hardware
- Machinery
- Radio & Accessories
- Electric Supplies
- Leather
- Drugs
- Pharmaceuticals
- Chemicals
- Office Appliances
- Rayon
- Provisions
- Sundries

We have great interest in representing British manufacturers who have not yet made any commitment for distribution or agency franchise in China. We shall appreciate very much being put in touch with manufacturers desirous to be represented in our country.

This company is organised by a number of popular and influential Chinese business men and we have gathered together among the officers, shareholders and staff, men of long experience on the China market, many of them very influential in their own particular lines. A list of our Directors and staff is enclosed herewith from which you will note the banking and trade references of our firm. You will also find therein the various departments we keep which represent the lines we can actively handle in the China market.

Exporters of:

- Silk
- Silk Goods
- Furs
- Porcelain Wares
- Calculating Machines
- Cheque Writers
- Chinese Typewriters
- Keyless Locks
- Razor Blade Sharpeners
- Lighters
- Cosmetics
- Sundries

We have great confidence that we can do a really good job as agent or distributor. Not only have we excellent connections with dealers here, but we feel sure we can operate at a lower cost than has been the practice of most importers in Shanghai in the past. China has always been a very competitive market for international trade and generally the firm who can reduce his operating costs to the minimum has a great advantage over the importer who is not so economical.

We have our own branch offices in Tientsin, Hankow and Nanking, and we also have many active agents nearly all over China.

We have excellent credit facilities with our own Directors and with some of our bankers plus the long experience of our various department managers in their own particular lines; we are, therefore, confident that we are able to develop our business to the fullest extent.

Yours faithfully,

CHINA MERCHANTS IMPORT & EXPORT CO., LTD.

*P. S. Chien*  
.....President  
P. S. CHIEN

1 Encl.

INTERNATIONAL CHAMBER OF COMMERCE

Czechoslovak National Committee

NA PŘÍKOPĚ 14 • PRAGUE II • CZECHOSLOVAKIA

*Commercial Enquiry file*

410-P-W

Prague 10 May 1947

Chamber of Commerce,  
Lowestoft,

Gentlemen,

In order to find new markets for Czechoslovak goods in foreign countries and to reestablish trade relations with pre-war customers, a special periodical "The Czechoslovak Exporter" will shortly be published in Prague under the management of the Czechoslovak Committee of the International Chamber of Commerce.

This magazine will provide, in an attractive form, up-to-date information about the main articles of international trade produced by Czechoslovak industry and handicrafts and advertize the leading Czechoslovak firms engaged in the production of these articles. Furthermore it will contain a periodical survey of economic conditions in Czechoslovakia and give the foreign firms, in word and picture, much information they usually want to know before passing their orders or establishing direct relations with the Czechoslovak producers and exporters. At the same time, the office of the magazine will be glad to supply prospective foreign buyers with information on request about any other Czechoslovak articles and, if desired, put them in touch with the Czechoslovak firms. As the board of editors enjoys the full support of the leading Czechoslovak trade and industrial organisations, this periodical may rightly be regarded as the chief and indispensable source of information for anyone who wants to buy Czechoslovak goods.

„The Czechoslovak Exporter" will be published in an English edition four times a year and will be sent on request, free of charge, to old as well as prospective buyers of Czechoslovak goods.

We would appreciate it if you could inform your members of the existence of this periodical, and if you would also kindly let us have the addresses of individual firms and organisations which are interested in Czechoslovak goods. We should then be glad to send them the first English issue of "The Czechoslovak Exporter", which will be out, presumably, next July.

Thanking you in advance for any assistance which you may feel free to give to this project, we are, Gentlemen,

Yours very truly,

Czechoslovak National Committee  
of the INTERNATIONAL CHAMBER OF COMMERCE.

President

Secretary General

*abr*

*W. S. ...*



# Lejos Oy

AGENCIES  
HELSINKI • SUOMI (FINLAND)  
CABLES "LEJOS"

E. JUURANTO  
MANAGING DIRECTOR



Labor omnia vincit improbus

PHONES:

31 238  
31 961  
25 570  
31 009  
22 609 } Late  
06 519 } Calls

CODES:

Private and  
all Standards

Chambre of Commerce  
LOWESTOFT  
Great Britain

HELSINKI, 14th May, 1945.  
P. O. BOX 78 GN/BE/TA

Dear Sirs,

We are all here in Finland very happy that the European war now finally is over and we want to congratulate the United Nations on the great Victory. - We are fully aware of the fact that there will be many difficult problems to solve, before normal conditions prevail again in Europe, but we hope nevertheless that the time will not be far off when the trade between our countries can be resumed. It may be mentioned in this connection that negotiations are already going on between Great Britain and Finland regarding a trade agreement. Needless to say, very great expectations are entertained of the trade with Great Britain, the most important business partner of Finland in many years before the war.

We have of old some excellent connections in your country, but are now anxious to complete our agencies especially in necessary provisions. - As you are likely to know Scotch Herrings were exported in great quantities from Great Britain to Finland in years gone by. As the Finnish herring fishery made a most rapid advance in the years immediately before the war, there was, however, at that time a considerable decrease in the business, but as matters now stand, we think the trade in Scotch Herrings will be revived, this article being undoubtedly of utmost importance for our living.

We should therefore be very grateful to you for kindly putting us in touch with first-class herring exporters in your district who are interested in taking up trade with Finland. For your guidance the following particulars about our firm might be given.

We work since 25 years as commission agents on a basis of sole agencies having obtained in the course of time a leading standing among the Finnish import agents. We are in intimate contact with all Finnish importers and their organizations as well as with the authorities by whom all business is controlled at the present time. Thus we are in a position to protect the interests of our British connections in the very best way.

As references we may mention Mr. R.J. Macdonald at Messrs. Macdonald & Muir Ltd., Queen's Dock, Leith, Edinburgh 6; Mr. J.V. Lydall at Messrs. Naumann, Gepp & Co. Ltd., 154/6 Fenchurch Street, London E.C.3; The European Sugar Company Ltd., 59/a London Wall, London, E.C.2; our bank A/B Nordiska Föreningsbanken, Helsinki and the Hambros Bank Ltd., 41 Bishopsgate, London E.C.2.

Thanking you in advance for your kind support in this matter, we await your good news with keen interest.

Yours faithfully,

LEJOS Oy

# ORGANIZACION ARGENTINA DE REPRESENTACIONES Y MANDATOS S. A.

Avda. DE MAYO 580

BS. AS. - REP. ARG.

## COBRANZAS INFORMES COMERCIALES

**SERVICIO DE FICHERO COMERCIAL**

**INFORMES SOBRE ANTECEDENTES**

**DE FIRMAS COMERCIALES**

*Este servicio informativo es indispensable para el otorgamiento de créditos nuevos o para refrescar informes de clientes con cuenta corriente en movimiento.*



*Organización Argentina de Representaciones y Mandatos S.A.*

AVDA. DE MAYO 580

BUENOS AIRES  
REP. ARGENTINA

TELEFONOS  
33 AVDA. 8531-8532-6699-2829-3829-6116  
Y 34 DEFENSA 7777

Buenos Aires, December 30th. 1946

Messrs.  
British Chamber of Commerce  
L O W E S T O / F T  
-----England.-

Dear Sirs:

We beg to enclose herewith, on the suggestion of the Secretary of the Association of British Chambers of Commerce, a report in connection with our Organization and the Law Firm of Doctors' Scolni, together with a list of clients, a list of Correspondents, Agents and Representatives and a booklet regarding both entities.-

We are sending you this information so that you may be in a position to refer to us any firm connected with you having any kind of legal or commercial business in any South American country, and requiring the services of an Organization like ours.-

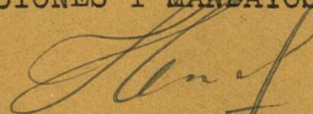
We beg of you if you would mention our firm and our services in your next Bulletions and at the same time we will greatly appreciate if you could arrange to let us have a complete list of all your associates.-

In the assurance that our services will be of great assistance to your associates, thanking you in anticipation for your courtesy, and with apologies for troubling you in this matter,

We remain, dear Sirs,

Yours truly,

p. ORGANIZACION ARGENTINA DE  
REPRESENTACIONES Y MANDATOS S.A.

  
General Secretary.

CABLES: "AADITYACO"  
PHONES 31963.

# AADITYA & CO.

EXPORTERS AND IMPORTERS  
MANUFACTURERS' REPRESENTATIVES.

42-44, CHAMPA GALLI,

BOMBAY 2.

BENTLEY'S COMPLETE  
PHRASE, A.B.C.  
CODES: { 6TH EDITION ORIENTAL  
THREE LETTERS &  
PRIVATE.

## EXPORTS

PIECE GOODS, YARNS,  
CARDAMOMS, BLACK  
PEPPER GINGER  
TURMERIC, CHILLIES,  
CONDIMENT SEEDS, OIL  
SEEDS, CRUDE DRUGS,  
CARPETS AND COIR  
GOODS.

## IMPORTS

PIECE GOODS, YARNS,  
IRON, METALS, HARDWARE,  
SUNDRIES CUTLERY,  
GLASS WARE, ENAMELLED  
WARE, CHEMICALS, PAINTS,  
VARNISH, RICE &  
TIMBER ETC.

Dated Jan. 4, 1947.

The Secretary,  
Chamber of Commerce,  
LOWESTOFT (U.K.)

Dear Sir,

We have great pleasure to announce ourselves as the exporters and importers in various lines, and seek your co-operation to develop our trade with your Country.

As exporters, we are operating on the commodities, such as SPICES, ESSENTIAL OIL SEEDS, VEGETABLE OIL SEEDS, COCOANUTS, DRY FRUITS, COIR GOODS, VIRGINIA TOBACCO FOR MANUFACTURING CIGARETTES, TEXTILE GOODS, CARPETS - WOOLLEN etc.,

As importers, we are interested in the various lines, such as COTTON, WOOLLEN, SILK AND ART SILK PIECEGOODS, RAW SILK, IRON METAL, HARDWARE, MILL STORES, SUNDRIES, CUTLERY, STATIONERY, GLASSWARE, ENAMELLEDWARE, LAMPWARE, ELECTRICAL NOVELTIES, CYCLE & MOTOR ACCESSORIES, HEAVY CHEMICALS, PROVISION STORES, TOILET REQUISITIES, RICE AND TIMBER ETC., ETC.,

We wish to extend business relation in your country, and shall therefore feel highly obliged if you will recommend us some of the leading exporting and importing houses of your country, who may be interested in any of the above lines. In order to eliminate delay in exchange of communications, we would request you to advertise our trade enquiry in the Circular or Magazines which may be published by the Chamber, so that the interested mercantile houses would contact us for their requirements.

Soliciting your favour, and hoping to be complied with our request,

We remain, Dear Sir,  
Yours faithfully,  
FOR AADITYA & CO.,

*S. C. (1947)*  
Partner.

*✓ If C. Engr Commercial enquiries file -*

**B.K. ANTONOPULO & BROTHER**  
SUCCESSOR K.B. ANTONOPULO  
1884

**EXPORT - IMPORT - AGENTS**

**ATHENS**  
7A, METROPOLIS STREET  
CABLE: ANTOBROS  
PHONES: 20.682 - 21.616 - 25.536  
USUAL CODES

**PATRAS**  
184, KANAKARI STREET  
CABLE: VLANTON  
PHONES: 2706 - 2749 - 2475  
USUAL CODES

Athens, 25th November, 1946.

The Secretary  
Chamber of Commerce  
LOWESTOFT

Dear Sir,

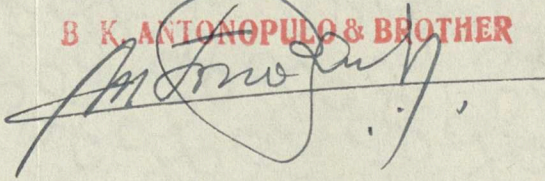
As exporters of Sultanas, Currants, Dried Fumigated Figs, Carobs, Shelled Almonds, Olives, Sweet and Table Wines in bottles as well as Brandies and Liqueurs, we beg you to let us have a list of reliable and experienced importers of the above goods, who would be interested in acting as our Commission Agents in your area.

As importers we are interested in everything that could be exported from Great Britain to Greece. A list of the most important and reliable exporters of your place, with mention of the kind of goods exported, would be of great value for us. Please forward such a list and oblige.

Thanking you in advance, we remain, dear Sir,

Yours faithfully,

**B. K. ANTONOPULO & BROTHER**



P.S.- Please note the following references:  
The Chamber of Commerce, Athens.  
The National Bank of Greece,  
Metropolis Branch, Athens.  
The Commercial Bank of Greece, Athens.  
S.A. Acratopulo & Sons, Ltd.  
Stanley str., 46, Liverpool, l.  
Further references are at your disposal.

THE HIGH COMMISSIONER FOR INDIA.

INDIA SUPPLY COMMISSION.

Tel.: GROsvenor 4341.  
(5 lines).

45/47 Mount Street,

London, W.1.

**A. & E/Brochure.**

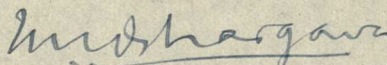
6th. November, 1947.

Dear Sir,

You are probably aware that the India Supply Commission, which was established for the purpose of assisting the Indian firms in the importation of British manufactures etc., has been in existence now for nearly two years. During this period we have been able to render useful assistance to a vast number of manufacturers and traders in this country who are interested in the export trade with India.

As it is, however, possible that there are still a good many firms who are not aware of the facilities afforded by this Commission, I enclose 12 copies of our brochure "Putting you through to India" and should be grateful if you would be so good as to distribute them to exporters who may be interested in the Indian market, but who have not been in communication with this Commission so far.

Yours faithfully,



(M. L. Bhargava),  
for India Supply Commissioner.

The Hon: Secretary,  
Chamber of Commerce,  
**Lowestoft.**  
**Suffolk.**

HARALD MUENCHOW

(20a)Hitzacker/Elbe, Dec. 13<sup>th</sup> 47  
Markt 2 (Germany)  
British Zone

*[Handwritten signature]*

Dear Sir:-

I'm quite sure you'll be surprised to get this letter from Germany, for which reason I like to explain to you right away the reason for it. As a leading member of the European Federal Union I am greatly interested to get into a closer touch with foreign countries, and by way of your address I am trying to reach my aim, and I am asking you for your kind assistance. In our movement there is a wide circle of young people who would like to come in contact with young people of your own town, and I would be very grateful to you, if you could forward to me the names of some of such young people who would be ready to take up such a connection to exchange thoughts and ideas. You must know, that we from the German youth were completely out of touch with all the other foreign countries, for which reason we are greatly interested to find out what those in other countries are thinking about us. Such an exchange of ideas would also help to foster the understanding between the peoples, and to serve thus the cause of peace.

I would be very pleased if you would favour me with an answer soon, and if you could name me a few names. Should that not be possible, then I might probably ask you to forward this letter to one of your local intermediate or secondary schools, which would most likely find amongst its pupils some who would be interested in such a correspondence.

Thanking you for your kind troubles I remain

most sincerely your

*Harald Muenchow*

 **EUROPA-UNION**  
Kaiserliche Dahnenberg  
**HITZACKER/ELBE**  
Am Markt

# THE MIDDLE EAST TRADE AGENCY

**CODES:**

Bentley's Complete Phrase  
Bentley's Second Phrase  
A.B.C. 5th Edition

**BANKERS:**

Anglo-Palestine Bank Ltd., Haifa  
Barclays Bank (D.C. & O.) Haifa  
Ottoman Bank, Haifa

~~WAR TIME CABLE ADDRESS:~~

~~TRADE AGENCY META HAIFA~~

**HEAD OFFICE:**

HAIFA, 31, KINGSWAY, APP. 9  
P.O.B. 1261 Phone 3146

**BRANCHES:**

TEL-AVIV, P.O.B. 2176  
JERUSALEM, Chancellor's Street, House Helfman  
CAIRO, 7, Abdine Street  
BEYROUTH, P.O.B.

Haifa, 21st October 1945.

Messrs. The Secretary of the Chamber of Commerce of Lovestof,  
Lovestof,  
England.

Gentlemen,

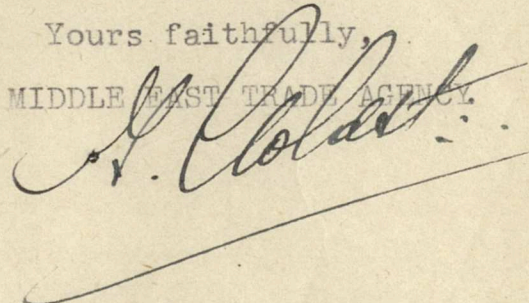
We would like to inform you that we are interested in representing in Palestine and Egypt some manufacturers and or reliable exporters of Smoked Herring, Salted Herring, Fresh Herring to be smoked here, as well as Tinned Fish, and we shall be much obliged if you could circulate amongst the members of your Chamber of Commerce the name of our firm as being interested in the representation of such firms.

Referring to bank references you can apply to Messrs. Barclay's Bank, (D.C. & O.), who will certainly be able to give you all the necessary information about our firm.

Hoping that you will be in a position to help us in this matter, and thanking you in anticipation for your kind cooperation, we beg to remain,

Yours faithfully,

THE MIDDLE EAST TRADE AGENCY





✓ C/Commerciel Enquiries etc

# BRITISH CHAMBER OF COMMERCE IN BELGIUM

TELEPHONE : 17.50.35

COMPTE CHEQUES POSTAUX 1102.70

Y/reference .....

O/reference .....

INCORPORATED

Please treat each subject  
by separate letter

204, RUE ROYALE  
BRUXELLES

ALL CORRESPONDENCE TO BE  
ADDRESSED « THE SECRETARY »  
AND NOT TO INDIVIDUALS

TEL. ADD. "BRICHACOM"

1st February 1946.

DEAR SIRs,

We are pleased to inform you that this Chamber which could only function in a limited manner during the years 1940 to 1944 inclusive owing to the occupation of Belgium by the Germans and during the year 1945 because of Allied Military requirements has now resumed its full activities.

Mr. John L. Bonus who was in business in Belgium before the war and since the liberation has been in service at 21st Army Group Headquarters in Brussels as Major in the Army Press Service has been appointed Secretary of the Chamber and we intend shortly to recommence the publication of our Journal.

The President and Council feel that in view of the imperative necessity of increasing British exports, the Chamber must make a special effort to assist British and Belgian commerce and industry to re-establish and strengthen the close trade relations that existed between the two countries before the war and they look forward to your continued support and co-operation in the vital and difficult period which lies ahead.

It is evident that if the Chamber is to be able to assist efficiently the efforts of British merchants trading with this market or wishing to do so, it must be able to give them reliable information concerning Belgian purchasers and their requirements, collect statistics of production costs, imports and exports, etc., study the laws and regulations of the two countries concerning duties, excise, quotas, licences, etc..., and put before the Government Departments concerned their considered views on the matters which affect trade, with the object of getting such measures taken as will facilitate commercial dealings and increase the volume of trade between Great Britain and Belgium.

To do this the necessary departments and services run by a competent and adequate staff are needed, these cost money, and as the Chamber receives no subsidy from the British Government or any other organisation, it can only be run satisfactorily if its membership is large.

A comparison of the strength of the membership of this Chamber with that of the French and Dutch Chambers of Commerce in Belgium:

	Members	Population
French .....	1.210	40.000.000
Dutch .....	3.500	8.000.000
British .....	305	45.000.000

seems to indicate that the Commerce and Industry of Great Britain, by which the majority of its population lives, and which must export if they are to continue to thrive, are not giving this Chamber the support which it must have if it is to be of real use to the British Export Trade.

In view of the situation as exposed above, we would be grateful if you would bring its existence to the notice of your members interested in exporting to the Belgian market who are not already members of this Chamber and suggest to them that they apply for Membership.

The subscription for 1946 has been fixed at £4.4.0d. and we enclose a small supply of application forms for Membership.

Thanking you for your kind assistance,

Your faithfully,

The President,  
Lowestoft Chamber of Commerce (Inc.),

British Chamber of Commerce in Belgium (Inc.).  
For the President and Council

LOWESTOFT.

W. NORMAN DOLEY  
President.

P.S. — In order to enable us to re-establish our documentation, we should be much obliged if you would let us have a copy of the latest list of your members mentioning the kind of products each of them makes or sells.

-----  
--- 1270

15th October, 1947.

Your ref. GMY/EBG  
Export Dept.

A. W. Suddaby G. Chadd  
H. L. Gray

Dear Sirs,

In reply to your letter of the 10th inst., and enclosure I shall be pleased to draw the attention of the members of my Chamber to your enquiry and for this purpose will insert particulars in the next issue of the Chamber of Commerce list.

Yours faithfully,

Secretary.

The Anglo Baltic Produce Co., Ltd.,  
52-54 Tooley Street,  
London, S.E.1.



C. of C. List

# ANGLO BALTIC PRODUCE CO LTD.

IMPORTERS, EXPORTERS & U.K. DISTRIBUTORS  
of BRITISH & IMPORTED GOODS

52-54, TOOLEY STREET,  
LONDON, S.E.1.

Our Ref. GMY/EBG.  
EXPORT DEPT.

10th October, 1947.

DIRECTORS  
G. M. YARKOFF BRITISH  
(FORMERLY RUSSIAN)  
MANAGING DIRECTOR  
J. VENTERS  
(LATVIAN)  
R. M. MARSHALL  
P. A. MAKUSHIN BRITISH  
(FORMERLY RUSSIAN)

MANCHESTER BRANCH  
154, CORN EXCHANGE  
BUILDINGS  
MANCHESTER, 4

NEWCASTLE-ON-TYNE  
BRANCH  
NORFOLK HOUSE  
90, GREY ST.  
NEWCASTLE-ON-TYNE 1

HEAD OFFICE  
TELEPHONES:  
HOP 3393 (3 LINES)

TELEGRAMS:  
INLAND:  
ANGLOBALT. PHONE. LONDON  
FOREIGN: ANGLBALT. LONDON

CODES:  
A. B. C. 6TH EDITION  
BENTLEY'S 2ND. ..

GLASGOW BRANCH  
TRON CHAMBERS  
43, CANDLERIGGS  
GLASGOW, C.1.

LEEDS BRANCH,  
47 TREVELYAN CHAMBERS  
BOAR LANE, LEEDS. 1

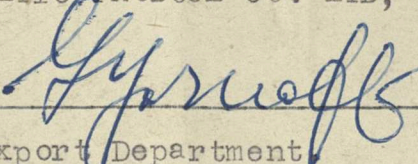
The Secretary,  
Lowestoft Chamber of Trade,  
LOWESTOFT, Suffolk.

Dear Sir,

We enclose for your kind perusal a copy of our leaflet and statement, setting out the activities and aims of our Export Department.

If you can help us by putting us in touch with manufacturers of goods in the classes mentioned in our statement, it will be very much appreciated.

Yours faithfully,  
ANGLO BALTIC PRODUCE CO. LTD,

  
Export Department

Ebcl.

-----  
--- 1270

15th October, 1947.

Your ref. HMF

A. W. Suddaby G. Chadd  
H. L. Gray

Dear Sirs,

The Export Drive

In reply to your letter of the 9th instant, I shall be pleased to draw the attention of the members of my Chamber to your enquiry and for this purpose will insert particulars in the next issue of the Chamber of Commerce list.

Yours faithfully,

Secretary.

The Tower Industries (Pty) Ltd.,  
454, Street Lane,  
Leeds, 7.

MANUFACTURERS'

REPRESENTATIVES

# TOWER INDUSTRIES (PTY.) LIMITED

SOUTH AFRICA-NORTHERN & SOUTHERN RHODESIA

BELGIAN CONGO, PORTUGUESE EAST AFRICA, NYASALAND

*Commercial Engineers  
file.*

British Office : 454, STREET LANE, LEEDS, 7 Telephone 31031  
3 Quentin Court, 121, Kerk Street, Johannesburg P.O Box 7009 Telephone 22.7834  
and 607 Southern Life Buildings, Capetown  
Telephone 3.1484

DIRECTORS  
H. M. FRAZER  
S. I. FRAZER  
F. R. FRAZER

Codes :  
Bentleys A.B.C.  
6th Edition  
Cable Address :  
"Towering"

Our Ref. HMF.

Your Ref. ....

Date. 9th October 1947

The Secretary,  
Chamber of Commerce,  
Town Hall,  
High Street, LOWESTOFT.

Dear Sir,

## The Export Drive

We are British Manufacturers' representatives in Southern Africa. and our extensive organisation covers the areas of the Union itself, Northern and Southern Rhodesia, the Belgian Congo, Portuguese East Africa and Nyasaland.

Perhaps there was never a time when it was more important for British manufacturers to have first-class representation in oversea markets, and we should appreciate any help you can give in bringing the existence of this organisation, with its British liaison office here, to the notice of your members.

We are ready to give all possible assistance to manufacturers, many of whom, to our knowledge, have never exported previously and are a little bewildered as to how to get in to the different markets. One of our South African representatives is at present in this country, and will be pleased to attend upon any of your members by appointment.

The highest possible credentials can be supplied - bankers, professional, and trade, if required.

Thanking you in anticipation of your co-operation.

Yours faithfully,  
for TOWER INDUSTRIES (PTY) LTD,

*H. M. Frazer*

