

Chas Beck
2405



Mrs R & J. Beck,

March 20/76

Gentlemen,

I thank you
for your kindness in
sending me catalogues
of microscopes. The Ev.
unic Micro. seems to be
well suited to compete
with the cheap Hartnack
we have been using here
for students, and if
it could be sold
here at about your

Address

Principal Dawson
McGill College
Montreal.



price say \$25 or \$26 of our
Canadian money would
no doubt be in considerable
demand. We have however
ever to pay $17\frac{1}{2}$ per cent
duty which considerably
enhances the price,
and unless some direct
course can be allowed
this would raise the
price to say \$30.

I have mentioned the
matter to Messrs Dawson
Bros, brokers here,

who say that they would
have no objections to take
orders for and impart
the instruments on a
moderate commission, much
less than the profits (often
very large) which the
operators here expect.
They would like to
know however whether
any discount could be
given so as to enable
them to keep near
to your published
price. If you will

Kindly send to Messrs
Samson Low & Sons Bookellers
Fleet Street one each of
the Economic £5.5's and
~~£6.12/6~~ as to your catalog
copy, please ~~them~~ as long
as you can furnish them
to a dealer here for prompt
payment I shall remit the
amount by P.O. order immediately
on receipt of your bill, and
if a coupon with the
partback of similar price they
please equal, I shall recommend
them to our students and
arrange with Messrs Dawson
to import for them at the
lowest possible commission.
I trust to hear from you soon
so that I may announce the matter
to students of the class for leaving
to remain yours truly
J. Dawson