but mention generally that W.B.L. charge the same rates as are usually charged by China Mercantile houses — I do not anticipate that you will obtain business — What I do anticipate is that you will gain a general idea of how business is conducted there — make acquaintance with Merchants with whom by & by you will open a correspondence — You can assure all parties that we are strictly Commission Merchants and thereby offer them the best of our services — And as we are a young house — we work hard to please — And as our business is a large one. We have gathered about us every facility for conducting our business expeditiously & well — We have but few of the old China Merchants as our Constituents — We therefore are pledged to no one — all stand on the same footing with us — We endeavour to serve all well to the best of our abilities — And our remarkable success shews —