

HAMMER DRY PLATE CO.



OHIO AVENUE AND MIAMI STREET

ST. LOUIS, MO. April 19, 1932.

Miss Laura Gilpin,
317 Cheyenne Rd.,
Colorado Springs, Colo.

Dear Madam:

Through one of the Chicago dealers in photographic supplies our Chicago representative (Mr. C. O. Knudsen) learned that you are a large user of Lantern Slide Plates. In the past we have supplied Stewart Bros. of your city, with our Yellow Label Lantern Slide Plates, in case lots. However, not being sure that these plates were ordered for you and as we now make another (slower) speed of lantern slide plates, we decided to send you a package of each, our Yellow Label and our Slow Lantern, - for trial. Besides these two, we make a regular White Label Lantern Slide Plate, which is of same speed or same coating as the Yellow Label but on heavier glass - running about 18 to 22 to the inch; the Yellow Label is on glass running about 24 to 28 to the inch. The Slow Lantern is fully 5 times slower than the Yellow Label and regular White Label, giving much more density, and coated only on the heavier glass - running about 18 to 22 to the inch.

After you have tried the sample plates we should like to know which of the two brands you like the best.

Awaiting your reply and your favors through your dealer, we remain,

Yours truly,

HAMMER DRY PLATE CO.,

Richard Salgrover, Secy.

RS-0