

March 18, 1940.

Mr. George Nelson,
The Stevens-Nelson Paper Co.,
109 East 31st St.,
New York City.

Dear Sir:-

Your recent letter regarding imported papers has awaited answer owing to the fact that my customer lives on the west coast and it has been necessary to have some correspondence before making decisions.

I have a large order to make hand coated platinum photographic prints, these probably to be made on a full page sheet to go into some handsome bindings later. The size of the paper will be 12x14 to allow for the binding.

I had some samples on hand of a various assortment of papers I have purchased from you a number of years ago. Several of these I sent to my customer for his selection. He is demanding a 100% rag paper and has had the samples analyzed with the result that the choice now lies between the English Chatham paper and the French Reeves. I evidently had two samples of the Reeves, one on which your printing appeared which I had as a sample, the other piece was from a ream of this paper I purchased several years ago. The analysis was not the same. The printed sample showed 100% rag, the other 95%. Both of these samples were the cream Reeves with the showing that rosin is used in the size. I have made a sample platinum print and I have found that this is all removed by the clearing bath leaving the paper a pure white. I also notice that your printed sample states that this paper may be had in white. This I presume would be without any rosin, which from the analysis on all the other samples I take it to be a fact that rosin is generally used for cream colored papers. I shall probably want 800 pieces cut to 12x14. As I have no idea of the sheet size of the Chatham I cannot estimate.

As this is a large and particular order, will you kindly send me by air mail, a quotation on the Chatham and Reeves for this amount, and also if you have a sufficient quantity of both in stock to send me samples of each, (the Reeves in white) as my customer may wish to have the actual paper tested again before we proceed with the work. If you have these papers and a sufficient quantity in stock would you hold the amount necessary until I receive his decision. I will then wire you to ship the final choice.

Thanking you for your careful attention to this matter,
I am

Very truly yours,