

the photographers'  
**FORMULARY, INC.**  
Chemical and Laboratory Resources

Mark Hull & Ralph Fessenden, Ph.D. Box 5105 505 Cleveland  
Missoula, Montana 59806 Ph. (406) 543-4534

July 28, 1978

Miss Laura Gilpin  
409 Camino del Monte Sol  
Santa Fe,  
New Mexico 87501

Dear Miss Gilpin:

The Photographers' Formulary, Incorporated, is a small, recently formed company which specializes in providing photographers with discreet amounts of chemicals, either individually or to match a given formula.

We have recently been corresponding with David Vestal, and he has suggested that we get in touch with you. This letter, then, is to introduce ourselves.

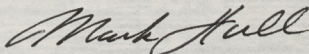
David Vestal seemed to feel that foremost among the difficulties encountered when working with platinum was acquiring ferric oxalate of high enough quality; I gather you have had this problem. We thought that we might all benefit if you were to try a small sample of the ferric oxalate we provide and advise us of any difficulty you encountered with it. Thus far we have not had any problems with it, and I am hopeful that you may confirm our feeling that it is of high enough quality for platinum printing.

With that in mind, then, we are sending you by separate package a 30 gram packet of ferric oxalate. We are also sending a copy of our current price list, Catalog II. We would be grateful for any suggestion concerning either you might make.

We would also appreciate your advising us of any special techniques for handling the dry ferric oxalate, and the solutions. We have found the chemical almost impossible to obtain and information concerning it somewhat hard to get, too. We would be pleased to make any information you give us available to the public without charge.

Thank you for taking the time to deal with this; hopefully it will be to your advantage as well as ours. We'll look forward to hearing from you at your convenience.

Cordially yours,



Mark Hull  
Photographers' Formulary, Inc.