

California Historical Society
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Dec. 13, 19th
#2200

Messrs. W.P. Fuller & Co.,
San Francisco, Calif.

Gentlemen:-

GRINDERS LAMPBLACK:

We duly received your order #122 calling for 2 tons Grinders Lampblack in barrels, at best price obtainable, for Steamer shipment.

Note you state shipment must be equal in density, strength and fineness to standard Crow Velvet Black; also note that Bihn & Wolff's Crow Velvet Lampblack is satisfactory in quality but too high in price. You also stated that Wilckes & Wilckes M.J. Grinding Black if up to standard and low in price is worth considering.

We have been investigating this matter and beg to report as follows:-

Bihn & Wolff's present price on Crow Velvet is 25¢ per lb. fob Philadelphia, barrels 65¢ each. Terms 30 days net, 1% 10 days.

We find that the L. Martin Co. have what is called "M.G." Grinders Black, which we understand you have been purchasing from them through their San Francisco agents L. H. Butcher Co. They offer this M.G. Black at 21¢ per lb. fob Philadelphia, barrels 60¢ each. We obtained a sample of this material and tested it against Crow Velvet. While it is denser in the first shade, it is coarser and about 25% weaker in tinting qualities.

Wilckes, Martin, Wilckes & Co. have a #8 Grinding Lampblack, which they offer at 20¢ per lb. fob works, Camden, N.J., barrels extra at 50¢ each. We also compared this against the Crow Velvet Black, and while we found it to be about the same in density and fineness, it is about 25% weaker.

We were therefore somewhat undecided as to the placing of this order and wired you on the 10th inst. as per copy of night letter enclosed, giving you the above information.