

California Historical Society
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Sept. 27, 1920

PRIVATE

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

Gentlemen:-

LITHOPONE:

Referring to our telegram and letter of Sept. 24th beg to state the New Jersey Zinc Co. called us up on Saturday the 25th inst., and advised they can now let us have 100 tons of the New Process lithopone for prompt shipment and quoted us a price of 8¢ per lb. less usual freight allowance of 50¢ per 100 lbs., and requested an immediate reply.

We asked them to hold the offer open until this morning as we expected a reply from you to our telegram of the 24th.

Not hearing from you today we again took up the matter with them and asked for a further extension. They have now agreed to hold offer open until Wednesday morning, the 29th inst.

We are therefore wiring you as per copy of night message enclosed asking you if you wish us to take advantage of this offer.

We also mentioned in our night letter that the best price Mr. Edward E. Fuiper can quote us at the present time on the #1 Lithopone as per sample submitted some time ago, is 8 1/8¢ per lb. freight allowed to New York. He has not replied to our inquiry as to where goods would be shipped from but states that his suppliers will guarantee the goods to be identically the same as sample submitted.

As mentioned in telegram his present offer is made subject to immediate acceptance and prior sale.

Awaiting your advice, we remain,

Very truly yours, W. P. FULLER & CO. *W.P.F.*