

J.R. Young, Jr.,
President

L.A. Young,
Secretary

J.F. Gilmore,
Treasurer



Norfolk, Va. July 17th 94.

Messrs. Elias Carr & Co
Old Point, Va.

Dear Sirs:

Referring to your letter of the 14th inst to the above Company. I beg to inform you that I have talked with Mr. W. B. Carr concerning an opportunity of the "Imperial" furnishing you with Guanos & now respectfully ask that you give that Company due consideration when you make your purchases. I have been with these people for the past two years & had no hesitancy in recommending their product as being of the best quality, & if they are favored with your orders I will see to it that you will be fairly dealt with in every particular.

Yours very truly, Stell Kearns