

JAMES G. TINSLEY AND CO.,

IMPORTERS AND MANUFACTURERS OF FERTILIZERS,
1326 AND 1328 CARY STREET,
RICHMOND, VIRGINIA.

JAMES G. TINSLEY.
ISAAC DAVENPORT, JR.

February 19th. 1894.

Mess. Elias Carr & Son,
Old Sparta, S.C.

Gentlemen:-

Your valued favor of the 15th. is at hand. We regret that we could not have heard from you one or two days sooner, as one of our salesmen was at Tarboro on the 15th., and would have been glad to have called on you. We will be very glad to do some business with you, and think we can make it to your interest to handle our goods. We have made some large contracts in Edgecombe and Pitt Counties this year at prices that are higher than those we propose to offer you. We quote you the following prices for goods delivered at Old Sparta by Steamer, payable November 1st. and 15th.:-

RICHMOND BRAND GUANO, \$21.75 per ton;
STONEWALL ACID PHOSPHATE, \$13.50 per ton;
STONEWALL TOBACCO FERTILIZER, \$22.50 per ton;
KANIT, \$14.00 per ton.

Cash prices, \$1.00 per ton less.

We enclose contracts filled up in duplicate naming these figures.

We are very desirous of doing some business with you, and if you decide to handle our goods, will do everything in our power to aid in developing an extensive business on our Brands. We will supply you with ample advertising matter, posters, signs, etc., and will also have some attractive advertising matter printed with your name and address, and mail it to the farmers of your vicinity. We always help our agents, and will be glad to do so for you.

The ^{goods} goods we make are of very fine quality. The tobacco are being sold by the Mess. Young at Wilson, and *were sold by* Young & Priddy of Greenville for a number of years, and are in very high repute in your section. We trust that you will regard prices given you as confidential as other contracts that we have made in your section have been at higher figures.

Hoping to hear from you by return mail, we are

Yours very truly,

James G. Tinsley & Co.

ENCLOSURE.

Name	N Ame.	Phos Acid	Potash	Price	Time
Paterson	2 1/2%	9.25	1.25	23.00	Nov 10
S.G.	2	9.	1.50	22.00	" 10
Amen. F. Co. & Co. (Cotton Seed Meal)	2	8	1.00	21.00	" 10
Job Goods				23.00	" 10
Bonanza & Brog Cotton Ground				21.00	Cash
Acme	3	8.	2.50	23.50	Mar 10
Acme	2	8	2.00	21.50	"
Acme	2 1/4	8	2.00	22.50	"
Acme High Cut	4	8	2.00	26.50	"
Acme Pot. Com	2	8	2.00	22.50	"
Spec. Cotton	2	8	2.00	21.00	"
Acme High Cut	2	8	2.00	21.00	"
Acme High Cut	2 1/4	8	2.00	25.00	"
Acme Bone Char	2 1/4	8	2.00	17.00	"
Sea Towels	2	9.00	1.00	23.00	"
Acme S. Arpa	2	8.00	1.25	22.00	"
Acme Pacific	2 1/2	8.50	1.20	20.00	"
Acme Imperial	2	8.00	1.00	18.00	"
Acme	3	8.00	3.00	12.00	"
Acme	3.00 - 4.70 - 7.30				
Acme	12.00				

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