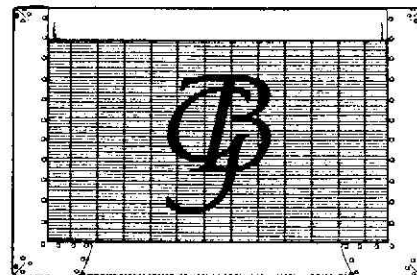




BY APPOINTMENT TO HER MAJESTY THE QUEEN
HAND-MADE PAPERMAKERS
BARCHAM GREEN & COMPANY LIMITED
MAIDSTONE

RECEIVED JUL 28 1988



Barcham Green & Company Limited

Mr Don Guyot
Colophon Hand Bookbindery
1902 North 44th Street
Seattle
WA 98103
U S A

*Hayle Mill
Maidstone Kent England
ME15 6XQ*

Telephone Maidstone (0622) 692266

October 1988

Dear Don

IT AIN'T NECESSARILY SO

When a dealer in Washington D C recently complained about a batch of lens tissue to our former U S importers he was assured it was the same as it always had been. As a result he complained to us and we found out that it wasn't our paper at all but an imitation that our importers had substituted for the genuine L2 Tissue. They claimed L2 Tissue was no longer in production.

The good news is that L2 Tissue is still made exclusively for us in the North of England and we are continuing to market it worldwide. Even better news is that you can now buy it direct from us, as well as our heavier M Tissue. Details of both grades, together with prices, are given on the attached sheet.

The original L (or lens) tissue was commissioned by Barcham Green nearly forty years ago. Although used for conservation in the 1950s, its widespread use increased greatly after the Florence floods when many thousands of sheets were consumed. In the 1970s the tissue was improved and the name changed to L2. M Tissue was introduced in 1976 for backing maps and posters. Both are widely used for conserving textiles as well as paper.

We aim to establish a network of dealers throughout the U S A over the next few months. Should your needs be less than the minimum quantities which are economic to ship, we would be happy to provide the addresses of U S stockists.

Wherever you buy from, make sure you demand genuine Barcham Green L2 and M Tissues. We cannot guarantee the quality of imitations !

Yours sincerely

SIMON B GREEN

PS : We had the imitation tissue tested and found it contained 30% woodpulp. L2 Tissue is of course 100% abaca (manila hemp). This is just one of several significant differences.

*Registered Office
Hayle Mill Maidstone*