San Francisco,

Mr. James Concannon,

Livermore, Cal.

Dear Sir:-

We have the honor to acknowledge the receipt of your letter of the 15th of March, which we hasten to answer. Enclosed please find a list of French varieties which we have grafted this spring, with names of graft bearer and prices.

You will observe that these prices outside of the Riparia Gloire, which we quote at 1.40 francs, are exactly the same as last year's. It is quite impossible to make you better terms on account of the high prices of 1903 and 1904, and owing to the very high prices of the vines we are convinced that the prices next year will be much higher than those we now quote you.

Allow us to state that the enclosed special prices are given you on account of the excessive duties that you have had to pay to the American Customs for the introduction of our goods. It is understood that these prices are net to us, packing and freight charges, etc. to be borne by the buyer.

As in the past you have been getting our goods through Mr. C. J. Wetmore, it would be advisable to get them through the same channel in future to avoid any possible misunderstanding.

You will notice that there is no Mataro or Carignan on our list. However, we have this last variety in our nursery Algerie at Mondovi near Bone, and if you desire, we could have the same shipped to you from our Algerian branch house. As to our Mataro variety, which is the same as the black Balzac of the Charentes, we have some quantity, but as Mr. Wetmore has already ordered 4000 of the first choice, we fear that we have none remaining. However, we may possibly dispose of 1000. Do you wish us to reserve them for you? Without engaging ourselves, do you want us to reserve them for you in case we are able to give them to you? - those Mataro grafted on Rupestris Phenomene?

Awaiting the pleasure of your letter, favored with your order, which shall have the best of attention, we beg to remain,

Faithfully yours.