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Milwaukee, Wis., Oct. 15, 12

Prof. Robert Ridgway,

Bird Haven,

Olney, Ills.

Dear Sir:

We take pleasure in acknowledging the receipt of your letter of the 10th inst., and are forwarding to your address today gratis and by prepaid express two complete sets of Nehrlings "Bird Pictures" unbound.

You will no doubt have noticed from our circular matter and advertisement in "Bird Lore" that we have placed these Pictures on sale in book form. We were thinking they should find a ready market. Within the last few years we have also issued a popular price edition of "Our Native Birds" by Prof. Nehrling, $4.50 per set, full buckram binding. For many years previous to that we were not in position to do anything, to promote the sale of this work, in fact it was woefully neglected. All our efforts the last few years to renew the interest did not create the demand for Mr. Nehrlings work we expected and we do not know how to account for it. Can you tell us what the cause may be? We would greatly appreciate your candid expression in the matter and get any suggestion that may help create a bigger demand for the work. Perhaps you know of some publisher who would take the entire matter off our hands. Any information covering these points you may rest assured will be thankfully received, and be strictly confidential.

Thanking you in advance for an early reply, we are

Yours truly,

GERMANIA PUBLISHING CO.