May 23, 1938.

Dear Mr. Bass:

This letter has to be mostly about shark teeth. We have had a new lot in from Fernandina which looks as though it contained a fair proportion of large teeth. This lot probably totals well over 5000 and of the largest size there ought to be a thousand teeth.

The board I am sending you by parcel post gives sample teeth with sizes to give you information. It is not an exhibition board and not exactly the sort of thing I had intended to fix up.

Shall we go ahead and build up a stock of maybe 10,000 large teeth? I am buying them now on our own grading basis from the Florida stations and if the matter is not too urgent it would be a good idea to gradually pare down the price a bit until we see how low we can get and still obtain the teeth. The matter is fairly important because we are putting a good amount of money in inventory now.

I think that you might figure that we can supply 500 large teeth weekly and be on the safe side. Probably we can supply many more than that. It is somewhat difficult to get good clean teeth and in order to avoid getting teeth that have been corroded with chemicals I have asked for plain boiled teeth with the dirt not entirely removed. We can clean them here in time and
get better teeth.

I hope the shipments of the teeth and the enclosed data will at least partly answer instructions. Everything is at least a day behind right now but we should catch up before the week is out.

Sincerely