

12-6-1972

Letter to Dr. Konstantin Frank from Arnulf Esterer, 1972

Arnulf Esterer
Markko Vineyard

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Recommended Citation

Esterer, Arnulf (1972). Letter to Dr. Konstantin Frank from Arnulf Esterer, 1972. *Markko Vineyard Documents*. Paper 32.
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December 6, 1972

Dear Dr. Frank:

Today I called on the S. Adelson Co., 359 Thames Street, Newport, R.I. 02840. I talked with Mr. Friedman about your wines and left him a sample of your 1968 Riesling. He is a Rhode Island distributor interested in carrying your product. He said he would contact interested retailers in the State, and then call you to set up an order. I could not quote him prices because I do not know what you want to charge him. He must register each label he sells in Rhode Island, and this costs \$10.00 each.

Mr. Friedman knows about your reputation for fine wines and I think may be able to sell some. He mentioned that he would tell his trucker to pick-up at your cellars the next time he has a truck load coming from Hammondsport.

I left your phone number for him to call. I hope this works out to be an order for you.

Sincerely,

P.S. S. Adelson Co.

Phone No. 401-846-1900