

1906


Papers, Boothbay Packing Company, 1906

Boothbay Packing Company

Harold Bishop

W F. Bishop

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THE WESTERN UNION TELEGRAPH COMPANY.

— INCORPORATED —

23,000 OFFICES IN AMERICA. CABLE SERVICE TO ALL THE WORLD.

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This is an **UNREPEATED MESSAGE**, and is delivered by request of the sender, under the conditions named above.

ROBERT C. CLOWRY, President and General Manager.

NUMBER	SENT BY	REC'D BY	CHECK
7b	Mn	W	13 paid

RECEIVED at Boothbay Harbor Me, April 19 1906

Dated Bc, New York 19

To Boothbay Packing Co.

Sold Schuster five hundred fancy mustards Austin Nichols

thousand two sixty five confirm.

B. O. Bowers Co.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York. April 19th, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

We beg to advise you that we have been successful in closing contract, Koenig-Schuster & Co., New York, 500 cases Fancy Packed $\frac{3}{4}$ Mustard Sardines, 50 tins to case, at \$2.65 per case f.o.b. Eastport, or point on Maine Coast taking same rate of freight as from Eastport. Contract will be identical to contract issued last year, April 19th. Buyers furnish their own wrappers. Factory order and signed contract will be sent you covering this sale within a few days.

We beg to advise you that Mess. Koenig & Schuster have on hand several cases of swelled Kingfisher Brand Fancy $\frac{3}{4}$ Mustard Sardines which you packed for them last year. We also beg to advise you that a number of their labels have become stained in the corners with Mustard Sauce. It is evident that your closing machine was not working just right when one or two of these lots of Mustards was closed. We have told Messrs. Koenig & Schuster that we will protect them on all swells, and have asked them to get same together so that they can be returned to you.

you will kindly confirm this order by return mail. We await your favors, and remain

Respectfully yours,

B. Jr.

B. O. BOWERS CO.
B. O. Bowers Jr.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York,

April 21st, 1906.

Booth Bay Packing Co.,

Booth Bay Harbor,

Maine.

Gentlemen:-

We acknowledge receipt of your favor of the 19th inst., We note confirmation of the orders of Schuster, Austin-Nichols & Co., also Seeman Bros. We want to say to you in filling these orders this season that it is absolutely necessary that you give us stock where the cans are thoroughly filled with Mustard. We have had a great deal more trouble on light weight and dry cans, fancy Mustards, last season on goods packed by you than we had from points further East. This can be overcome if you watch the matter carefully. As written you the other day, we shall probably lose the Hersh order on this account this season. The writer stopped in a retail store the other day in New Jersey and looked over a line of Hersh's goods that was on the shelf there and found just as Hersh said, that a large majority of them were dry tins. Please be particular to have your cans well filled with Mustard Sauce, and oblige,

Respectfully yours,

B.Sr.

E. O. BOWERS CO.,

B. O. Bowers
Pres. & Treas.

CANNED GOODS.

TELEPHONE

RICHMOND 1339.

CABLE ADDRESS-HARVOLT.

H. M. HOLT & CO.,

BROKERS.

46 CLINTON STREET,

Boston, Mass. May 19th, 1906.



DRIED FRUITS.

ARMSBY

AND

UNITED STATES

CODERS.

4.10 P. M.

Boothbay Packing Co.,
Boothbay Harbor, Me.

Gentlemen:-

Were very glad to receive your good letter of May 16th and in reply thereto will say we have samples of the decorated oils to which you refer and will go over this market with them the first of the week and report results if any promptly.

Please keep us advised of your movements and let us know promptly when you are ready to offer standard 1/4 oils in sanitary tins or fancy high 1/4s in hand made tins.

We are quite sure you will not be tempted to follow Pickert's example for we are very sure you have too good judgment and too much conscience to attempt putting any fish into cans which are not in a proper condition or really fit for any human being to eat either before or after they are canned.

Awaiting your further advices with a great deal of interest and with kind regards, we remain,

Dictated

H. M. H.

Sincerely yours, *H. M. Holt & Co.*

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York. May 1st, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

Referring to our favor of the 19th inst., we beg to advise you that Mess. Koenig & Schuster have notified us that they have 42 cases of Kingfisher Brand, Fancy $\frac{3}{4}$ Mustard Sardines which are swells and fact cans on hand from last season's shipments. These goods have been returned to Mess. Koenig & Schuster from various buyers. Undoubtedly, the greater proportion of same can be tapped, and rewrapped and marketed again. The labels in a number of instances are badly stained at the corners. Will you kindly advise us whether we shall return these goods to you at once? Mess. Koenig & Schuster are anxious to get this matter in shape.

We await your favors, and remain

Respectfully yours,

B. Jr.

B. O. BOWERS CO.,

B. O. Bowers Jr.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York,

May 8th, 1906.

Sold for Account of B. O. Bowers Co., New York.

To Messrs. Seeman Bros., New York.

One Thousand (1000) cases "Byron" unlabelled, Fried Fish, 9/12 fish to the can, 3/4 Mustard Sardines in Sanitary Cans at \$2.65 per case F.O.B. Eastport, Maine, or point on Maine Coast taking same rate of freight as Eastport.

Goods to be packed in high grade, bright yellow Mustard Sauce as used by Underwood. Cases to be distinctly branded with brand of buyer.

Shipments to be made as follows:

Five Hundred (500) cases at seller's option as soon as proper quality of fish can be obtained:

Five Hundred (500) cases to be packed on or after Oct. 15th: shipment to be made last half November, and billed March 1st, 1907.

Terms: Sixty-Day Note, or Cash less 1 1/2% from date of each invoice.

This Contract, or any portion of same undelivered, null and void should there be a failure of fish, or in case of destruction of plant by fire or the elements.

B. O. BOWERS CO.,

B. O. Bowers
..... Prest. & Treas.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

May 8th, 1906.

Sold for Account of B. O. Bowers Co., New York.

To Messrs. Wilkinson-Gaddis & Co., Newark, N. J.

One Thousand (1000) Cases Fancy Packed $\frac{3}{4}$ Mustard Sardines, Fifty Tins to the case, in Sanitary Can, Gulden's high grade, light color Mustard, 9/12 fish to can at \$2.65 per case F.O.B. Boothbay Harbor, Maine.

Tins to be ~~sk~~ hand cleaned; packed in cartons or wrapper to be delivered by buyer at factory.

Goods to be shipped from the factory when proper grade of fish can be obtained.

Rate of freight not to exceed Eastport rate to New York.

Shipments to be made at intervals when buyers may wish, and proper quality of goods can be secured at the factory during the season.

This Contract, or any portion of same undelivered, to be null and void should factory be destroyed by fire or the elements, or failure of fish.

B. O. BOWERS CO.,

B. O. Bowers Co.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

May 10th, 1906.

Booth Bay Packing Co.,

Booth Bay Harbor, Maine.

Gentlemen:-

We have concluded to change order #35 originally sent you for Austin-Nichols & Co., to corrected order #35 for Wilkinson-Gaddis & Co., You packed the Beacon Brand of fancy 3/4 Mustard Sardines for Wilkinson-Haddis & Co., in 1903. Messrs. Austin-Nichols & Co., have been purchasing their supplies from Messrs. Underwood & Co., and want us to issue a contract to them that we will agree to match Underwood's quality. On the deliveries to Wilkinson-Gaddis & Co., this year, a carton will be used instead of a wrapper, which we believe will be easier for you to handle. If you wish to pack the additional 1000 cases for Austin-Nichols & Co., and guarantee the goods to be equal to Underwoods, wire us upon receipt of this letter. There are three factories on the Coast that are urging us to send them orders for fancy 3/4 Mustards, so we will appreciate it if you will give this additional order of 1000 cases prompt attention.

We await your favors.

Yours truly,

B. Jr.

B. O. BOWERS CO.,

B. O. Bowers Jr.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

May 9th, 1906.

Booth Bay Packing Co.,

Booth Bay Harbor, Maine.

Gentlemen:-

We acknowledge receipt of your favor of the 7th inst. We have requested Messrs. Koenig & Schuster to return to you the 42 cases swells, stained and defective goods. Will you kindly after these goods are received, give us a report as to the exact condition of same as you look them over. While we have seen some of the cases open in a general way, we would like to have a detailed report as we shall have to give them check for same promptly, they having paid us for the goods some time since.

Respectfully yours,

B. O. BOWERS CO.,

B. O. Bowers
Pres. & Treas.

B. Sr.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York,

May 17th, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

I beg to advise you that we have received from Koenig & Schuster an invoice showing shipment, 44 cases and 28 tins of the Kingfisher Brand of Sardines. We enclose you B/L of the Maine Steamship Co. for these goods. Will you kindly advise immediately on receipt of these goods that they are in your hands so that we can send Koenig & Schuster a check for the same?

Your kind attention will oblige.

Respectfully yours,

B. O. BOWERS CO.

B. O. Bowers

B. Sr.

Enc.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

June 2nd, 1906.

Booth Bay Packing Co.,

Booth Bay Harbor, Me.

Gentlemen:-

We acknowledge receipt of your favor of the 31st inst., If you will send us immediately samples of carload of decorated 3/4 Mustards that you have on hand, we shall be pleased to try and make disposition of them. We think we can do so and would ask

you to reserve it until after samples arrive and you can hear from us.

You are aware that the price established for 3/4 Mustards by the Holding Company is \$2.15 per case Eastport. We understand that you have signed the agreement with them. If so, we would like to have you make application to them at once to have us appointed your Selling Agent as in past years.

We trust the new dealing will be a satisfactory and profitable one to all parties at interest.

We await your further valued favors.

Respectfully yours,

B.Sr.

Send doz Lins Express

B. O. BOWERS CO.,
B. O. Bowers
Pres. & Treas.

OFFICE OF

*B. O. Bowers Co.,
Packers and Commission Merchants*

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

June 6th, 1906.

B. P. Co., #2.

We beg to advise you that we have the following orders on our books sold as futures:

Factory order #33, April 12th, Hy. Eggers, New York, 100 cases of Fancy $\frac{3}{4}$ Mustards at \$2.60 f.o.b. factory,

factory order #34, April 20th, Koenig & Schuster, 500 Fancy $\frac{3}{4}$ Mustards at \$2.65 f.o.b. factory,

factory order #35, Wilkinson-Gaddis & Co. at Newark, 1000 Fancy $\frac{3}{4}$ Mustards at \$2.65 f.o.b. factory,

factory order #36, Seeman Bros., New York, 1000 Fancy $\frac{3}{4}$ Mustards at \$2.65

Total 2600 cases of futures.

Let us know how you report these to the Maine Co., and oblige

Respectfully yours,

B. Sr.

E. O. BOWERS CO.,

B. O. Bowers
Pres. & Treas.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York, June 4th, 1906.

Booth Bay Packing Co.

Booth Bay Harbor, Maine.

Gentlemen:-

We beg to advise you that we have at date of writing under consignment #22, original shipment, 65 cases 3/4 Mustards, Mermaid, 34 cases unsold.

Respectfully yours,

B. O. BOWERS CO.,

G. O. Bowers V. Prest.

B. Sr.

Booth Bay
Regional
Historical Society

OFFICE OF

*B. O. Bowers Co.,
Packers and Commission Merchants*

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

June 12th, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

We acknowledge receipt of your favor of the 9th inst.

Wrapped Mustard Sardines have been moving very slowly. We will endeavor to get rid of the 65 which we have on hand under consignment #22. We have had pretty cool weather in this section, and Mustard Sardines do not move until we have some warm weather.

We note you have signed the agreement with the Maine Merc. Co.

Goods are moving very slow at present of all kinds. Wholesale grocers hold large blocks of Sardines, and it is a good thing for the packers that there are no fish on the coast. If they were accumulating stock at this season, with the stock that is in the hands of the jobbers, it would certainly be bad for the packers under their present arrangements, as there would practically be no consignments outside of New York and Chicago. The commission men will be unable to relieve the packers as they have in the past by taking their surplus, and storing it in various Western and Southern points. When the Company was forming I advised all of them to keep their plants closed until the first of August, as I was convinced that there was stock enough in the country to last until that date.

Respectfully yours,

B. O. BOWERS CO.,

B. O. Bowers
Pres. & Treas.

B. Sr.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

June 15th, 1906.

Booth Bay Packing Co.,

Booth Bay Harbor, Maine.

Gentlemen:-

We have just examined two cans, samples of your 3/4 Mustards, and hoped to be able to place them, but could not do so on account of there being but seven fish to the can. Again, you did not use mustard enough on these goods. The cans are quite dry. We shall send some samples of them out of town, but the new Mustards containing 10/12 fish packed at Millbridge and other points beyond you open very much brighter. I am going down to Eastport next week. I think there will be a further advance made on sardines. I shall advocate it. At the same time, I am going to try and arrange so that we can have the privilege of selling the balance of 1905 goods at a price below those being made for 1906. We shall offer these samples we have at \$2.15, and if we can place them will be very glad to send you order. We are frank in saying that the goods are not as nice as we anticipated. The demand is very limited for all classes of goods.

Respectfully yours,

B.Sr.

B. O. BOWERS CO.,

B. O. Bowers
Pres. & Treas.

OFFICE OF

*B. O. Bowers Co.,
Packers and Commission Merchants*

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York, June 14th, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

We beg to acknowledge receipt of samples of 3/4 Mustard Sardines. Will you kindly ship Hy. Eggers entire lot at your earliest convenience. Mustard trade is very slow; in fact, all goods are moving slowly at present prices. There are too many old goods yet in existence at lower prices to give us any volume of trade.

Respectfully yours,

B. O. BOWERS CO.,

B. O. Bowers
Pres. & Treas.

B. Sr.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

June 19th, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

In response to your esteemed favor of the 18th inst., we thank you for copy of your letter of May 17th. We will take this matter up with Keenig & Schuster again, and report to you. Their senior partner, who had this matter in charge, has been ill, and we have been unable to locate the papers we left with him

We are awaiting B/L for the 100 cases of $\frac{3}{4}$ Mustards for Hy. Eggers & Co. We advised you some days ago that you might make this shipment. Same can come forward via Boston care of Metropolitan Line.

Our Mr. B. O. Bowers, Sr. is at present in Eastport. If you wish to get in communication with him you can address him in care of the Blanchard Mfg. & Canning Co. I should like to have you drop him a line, and see if he cannot make arrangements to meet your Mr. Bishop in Portland.

General trade conditions are quiet. We are selling a few cars of Oils, Keyless Cans, at \$2.30; in fact, we are having orders for about all the stock that we can get hold of in Eastport, and on the west coast. If you have a car or two of $\frac{1}{4}$ Oils, New Pack, we could undoubtedly use same for prompt shipment. The demand for $\frac{3}{4}$ Mustards at the present time seems to be very limited. Just as soon as we receive any orders for $\frac{3}{4}$

OFFICE OF

*B. O. Bowers Co.,
Packers and Commission Merchants*

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

B.P.Co., #2.

New York. June 19th, 1906.

Mustards we will forward same to you for the stock which you have at factory.

We await your favors, and remain

Respectfully yours,

B. O. BOWERS CO.,

B. Jr.

B. O. Bowers Jr.

Historical Society

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York. June 21st, 1906.

Booth Bay Packing Co.,

Booth Bay Harbor, Me.

Gentlemen:-

We acknowledge receipt of your favor of the 20th inst. enclosing B/L, 97 cases 3/4 Mustard Sardines for Hy. Eggers & Co., We note that the labels were too short and we have called the buyers attention to this fact. We enclose check on account \$190.00. Kindly acknowledge receipt and oblige,

Yours truly,

B. O. BOWERS CO.,

Geo. Canby
V. Pres.

Enc.

B. O. BOWERS COMPANY

Packers & Commission Merchants

No. 6 HARRISON STREET, NEW YORK

(Mercantile Exchange)

CANNED FISH,
AMERICAN
SARDINES,
OYSTERS,
LOBSTERS, Etc.

GENTLEMEN:

We offer subject confirmation **AMERICAN SARDINES** for prompt shipment:

	F. O. B.	
	Eastport, Me.	New York.
Full Standard Key Opener, $\frac{1}{4}$ Oils	\$2.30	\$2.42 $\frac{1}{2}$
“ “ Keyless “	2.00	\$2.15@2.20
“ “ “ $\frac{3}{4}$ Mustards	2.00	2.15
“ “ “ $\frac{1}{4}$ “ large size	2.60	2.80
“ “ “ $\frac{1}{4}$ “ small size	2.15	2.25
Fancy Grade Gold Eagle Wrapped, $\frac{3}{4}$ Mustards	2.60	2.75
Extra Fancy Grade Lighthouse Wrapped, $\frac{3}{4}$ Mustards		3.00
“ “ “ National Carton, $\frac{3}{4}$ Mustards		3.25

We will make special F. O. B. price on **AMERICAN SARDINES** now stored in following cities :
Chicago, Ill.; St. Louis, Mo.; Milwaukee, Wis.; St. Paul and Minneapolis, Minn.; Omaha, Neb.; Pitts-
burg, Pa.; Boston, Mass.; Richmond, Va.; Savannah, Ga.; New Orleans, La., and San Antonio, Texas.

	F. O. B.
	Baltimore, Md.
$\frac{1}{4}$ Oils Decorated, Sanitary and Regular Tins	\$2.15-\$2.20
$\frac{3}{4}$ “ “ “ “ “ “	2.25

AMERICAN SARDINES can be shipped from Baltimore at carload rates with Canned Fruits and Vegetables.

PRIVATE LABELS OR CARTONS.

We are prepared to pack Fancy $\frac{1}{4}$ Oils and $\frac{3}{4}$ Mustards under buyer's private label or carton. Our fancy goods are packed from perfect fish prepared in the French style. The utmost care and best materials are used in preparing these goods. Prices and designs for labels or cartons will be submitted upon application.

FORM OF CONTRACT—FUTURES.

Sold for Account of B. O. Bowers Co., New York.

TO WHOM IT MAY CONCERN:

One carload (30,000 pounds) Standard Quality $\frac{1}{4}$ Oil Sardines in Keyless Can at \$2.50; Key $\frac{1}{4}$ Oils, \$2.75; $\frac{1}{4}$ Mustards, large, \$2.60; $\frac{3}{4}$ Mustards, Sanitary Can, at \$2.50 per case, F. O. B., Eastport, Me.

Price guaranteed against decline of such brand as may be sold up to date of shipment.

Shipment to be made not later than October 15, 1906.

This is a safe contract for buyers, as we are bound to follow the market, as has been demonstrated by last season's sales.

April 4, 1906.

Respectfully yours,

B. O. BOWERS CO.

Eastport, Me., May 15, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

I am enclosing herewith a contract which is the result of the deliberation of the committee appointed to act upon a plan for concerted action among the sardine packers. You agreed with me while in New York to take the allotment of 8,000 cases which is practically what you packed last year. I would ask you to kindly look over this contract, fill it in with that number of cases, sign it and return to me here promptly. Most of the packers have signed the agreement already, and I think others will, and you will see from one of its provisions that it does not become effective until twenty-six sign it, so you will not be in any way bound if the deal falls through.

Yours very truly,



Enc.

CROTON CHEMICAL CO.,
MANUFACTURERS AND REFINERS OF SALTPETRE,
No. 20 CEDAR STREET.

H. K. WALKER,
TREASURER AND MANAGER.

NEW YORK, May 19, 1906.

REDUCTION IN PRICE

of our

PRESERVING - POWDER

We guarantee our Preserving Powder to contain 40% pure, refined Boracic Acid and 60% pure, refined, kiln-dried, table Salt: same being very finely powdered, thoroughly mixed and blended and fully equal to any other goods offered.

We will now make a substantial reduction in price and offer the above packed in sugar barrels. Please advise us as to quantity wanted and we will quote a price which will be interesting.

Would be pleased to furnish sample on application.

GARDEN CITY LABORATORY

(Incorporated)

TELEPHONES { HARRISON 3224
AUTOMATIC 9090



MAIN OFFICE: 1356 MONADNOCK BLOCK

LABORATORY: 319 EAST FORTY-FIRST ST.

TELEPHONE DREXEL 5001

NON-ACID
SOLDERING FLUXES
AUTOMATIC MACHINE CAPPING
HAND CAPPING
CAN MAKING
OIL EMULSIFIED

NON-ACID CHEMICAL SOLDERING
FLUXES

NON-ACID FLUX OIL AND ROSIN
IN SOLUTION IN WATER

CHICAGO May 18, 1906.

Dear Sir:

Anchor Brand Non-Acid Soldering Flux has proved so satisfactory to the Meat Canners at Union Stock Yards, Chicago, and at the other big Cattle markets, that we decided to place it on the market for use of Canners of Fruits, Vegetables, etc.

For this reason we enlarged our laboratory; but since we began advertising in the "Canner & Dried Fruit Packer" orders have been coming in more rapidly than we expected.

As the time is now at hand for canners to lay in their supply of Flux for the approaching season, and as our capacity will be fully taxed, we respectfully suggest to you to place your order with us promptly, if you desire this year to use a Flux which contains nothing antagonistic to the Pure Food Laws, and which will, nevertheless, do its work with the greatest efficiency, giving you clean, bright cans with practically no leaks. Those who use Anchor Brand Soldering Flux are loud in their praises of it.

Our chemists have made a close study of this important branch of the canning industry. It was after much experimenting with a full knowledge of the requirements, and careful study of the machinery used in the business, that they have been able to produce this high class article, which we named "Anchor Brand".

When writing for prices please state whether you want a Flux for Hand Capping or for Automatic Machine Capping, or for Can Making. We sell it in 5 gallon and 10 gallon kegs and in barrels, containing 52 to 56 gallons.

We take the liberty of enclosing a clipping from "The Canner & Dried Fruit Packer."

Very respectfully,

GARDEN CITY LABORATORY (Inc.).

CROTON CHEMICAL CO.,
MANUFACTURERS AND REFINERS OF SALTPETRE,
No. 20 CEDAR STREET.

H. K. WALKER,
 TREASURER AND MANAGER.

NEW YORK, MAY 18 1906

Boothbay Packing Co

Dear Sirs:-

Having in mind the advancement of our mutual interests, we desire to call your attention to the fact that we are manufacturers and headquarters for

SALTPETRE, PRESERVING POWDER,
 BORAX
 BORACIC ACID.

If you are dealers or consumers of either of the above, we would be pleased to have the opportunity to bid for your business and would appreciate the favor of your inquiries, kindly state quantity wanted and we will do the rest.

Our goods are strictly pure, we have but one quality and nothing better is obtainable.

Soliciting your patronage and awaiting a favorable reply, we remain,

Yours truly,

CROTON CHEMICAL CO.

Borax
 PRESERVING POWDER,
 40% Boric Acid.

EASTERN IMPORTING AND MFG. CO.

S. E. ELDRIDGE, MANAGER.
BOARD OF TRADE BUILDING.
ROOMS 613-614-615.

BOSTON,

April 3, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Me.

Gentlemen:--

We write to ask what arrangements you are going to make for the handling of your goods this coming season. We would be pleased to hear from you at once as to what arrangements you are making, as we might be in a position to do some good business for you if we were not going to conflict with other parties.

We would be pleased to receive a call from Mr. Bishop when he is next in Boston.

Yours truly,

S. E. E.

EASTERN IMPORTING & MFG. CO.

REFINERY & MILLS,
JACKSONVILLE, FLA.

SALES OFFICE,
CHATTANOOGA, TENN.
U. S. A.

FLORIDA COTTON OIL CO.

REFINING DEPARTMENT.

MANUFACTURERS AND REFINERS

COTTONSEED OIL & COTTONSEED PRODUCTS.

SUMMER YELLOW AND SUMMER WHITE OILS.
YELLOW AND WHITE MINER'S AND SOAP MAKERS OILS.
FULLING AND SCOURING SOAP.

"HOMESTEAD" PRIME SUMMER YELLOW.
"DAIRY QUEEN" BUTTER OIL.
"PURITY" - COOKING OIL.

CABLE ADDRESS "FLORIDA" CHATTANOOGA,
CABLE ADDRESS "REFINERY" JACKSONVILLE.

Jacksonville, Fla., U.S.A. May 17, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Me.

Gentlemen:

Enclosed we beg to hand you invoice for the five barrels of Prime Summer Yellow marked "P" delivered you from our Portland Agency on April 26th.

As per terms, we are today drawing sight draft against you for \$104.69 to cover invoice. This draft we presume you will honor with your customary promptness.

Yours very truly,

FLORIDA COTTON OIL CO.,

C. P. Kendall
Manager.

K-P.

Henry Eggers & Co.
Importers and
Wholesale Grocers.

455-457 West 14th Street,

New York,

Apr 20th 1906.

Boothbay Packing Co.,

Boothbay Harbor, Me.

Gentlemen:-

Please note that we have this day shipped to you by Maine
Steamship, a case containing our West End labels to be used on 100 cases
Mustard Sardines.

Yours truly,

Henry Eggers & Co.

5154

to sight
Treasurer.

Company
Building
New York

1905

BOOTHBAY HARBOR, ME.

to SAME

S SAME

C. T. CO.

as: F.O.B. STEAMSHIP DOCK BOOTHBAY HARBOR

Invoice Number 2-A #5154

Shipping Order #15731

Contract Number #7961

Customer's Order

Car 3 CASES 900#

Freight PREPAID

claims for defects or shortage must be presented within thirty days from receipt of shipment, but no claim for consequential damages will be considered. Goods returned without our authority are at shipper's risk.

Case Number	Quantity	Description	Price	Amount
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15,000 $\frac{3}{4}$ MUSTARD SARDINE CAN COVERS

(ON ACCOUNT)

CHARGES TO FOLLOW

PACKED IN RETURNABLE CASES 0618, 0401, 0317

(AS PER YOUR TELEGRAM 10/24/05)

NOTICE

Packing cases or crates unless sold under special arrangements remain our property and should be held subject to our order.

EDWARD MCLELLAN, PRESIDENT
WILLIAM H. WHITMORE, VICE-PRES.
RALPH W. MORRILL, TREASURER

INDIA FOOD PRODUCT COMPANY

(INCORPORATED)

MANUFACTURERS' AGENTS AND
MERCHANDISE BROKERS

50, 51 AND 52 CHATHAM STREET

LONG DISTANCE TELEPHONE
4334 MAIN

HARRY DE YOUNG
COTTON SEED OILS
COTTON SEED PRODUCTS

INDIA REFINING CO.
PHILADELPHIA, PA.

KENTUCKY REFINING CO.
LOUISVILLE, KY.

NEW ENGLAND SUPPLY CO.
PROVIDENCE, R. I.

BOSTON, MASS. June 12, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Me.

Gentlemen:

Replying to your letter of June 9 will say that we are about to receive new samples from the factory, and will mail you as per your request, as soon as the same arrive.

In the meantime kindly advise us in what amount you buy the oil. The price in car lots is of a fluctuating nature, and is subject to an immediate acceptance.

Can quote you for 100 barrels of Prime Summer Yellow
40¢ f.o.b. Boston.

Trusting to hear from you on the above, and assuring you that all inquiries and orders shall have our best attention, we are

Very truly yours,
India Food Product Co.

R. W. Morrill
Treas.

EDWARD McLELLAN, PRESIDENT
WILLIAM H. WHITMORE, VICE-PRES.
RALPH W. MORRILL, TREASURER

INDIA FOOD PRODUCT COMPANY

(INCORPORATED)

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PHILADELPHIA, PA.

KENTUCKY REFINING CO.
LOUISVILLE, KY.

NEW ENGLAND SUPPLY CO.
PROVIDENCE, R. I.

BOSTON, MASS. June 5, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Me.

Gentlemen:

We beg to advise that the writer, Mr. H. De Young, who has been representing The Procter & Gamble Company in the sale of their Cotton Seed Oils for the New England territory, is now representing the Kentucky Refining Company in the above territory.

We are carrying a large stock of all grades of Cotton Seed Oil in Boston, and Providence, R. I., and will be pleased to send you samples, and prices at any time for carload or less than car-load lots.

Trusting to be favored with your inquiry, we are

Very truly yours,

India Food Product Co.



RICHARD J. KILLICK

184 LA SALLE STREET

Telephone Main 467

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CHICAGO, June 18, 1906.

To Packers of American Sardines,

Co-Operating Through a Subsidiary Company:

Having overcome the tedious difficulties that usually develop in bringing many minds to one "spot thought" you have, apparently, decided on a scheme to limit the quantity of fish to be taken, limit the prices to be paid, limit the amount to be packed, limit the sale and from time to time limit or fix the minimum price at which American Sardines may be sold.

Your chief aim seems to indicate an effort to limit the maximum pack to the smallest quantity without jeopardizing your own interests. Such a policy would diminish the income and imperil the welfare of the Weir-men, the Fishermen, the Boatmen and the many hundreds of dependent people who pack the fish. Then again, in order to diminish the cost of production, you reduce the size of the 1/4 oil Can so that it will contain nearly 25% less eating material, which will be at the expense of the poorer classes who buy the package for food; they will get less quantity for 5 cents than ever before in the history of the business.

To an ordinary every day reader of the newspapers who might keep tab on the Rooseveltian Eccentricities of almost daily development it might look like you were playing with a stick of dynamite. You seem intent on developing a scheme that will conflict with laws pertaining to the Constitution, to Inter-State Commerce to the Sherman Act and to several individual states, Arkansas, Texas, Tennessee, Missouri, Illinois, Ohio and others. All State Anti-Trust laws are drastic enough but your particular attention is called to the iron-clad law of Illinois which provides for heavy fines and imprisonment. It seems to not only cover your acts but your commission merchants and any one selling your goods in the State also, possibly the American Can Company. If by chance or design you become ensnared in the tangled net-work of the law the exposition of your plan would bring wide publicity, unfavorable comment, a full measure of unpleasant notoriety through the public press, possibly failure in the accomplishment of your ends, an expensive law struggle with "Uncle Sam," considerable loss in the payment of penalties by each sardine packer and perhaps a curtailment of liberty.

Have you taken note of late developments in the United States Circuit Court for the Middle District of Tennessee in relation to a plan for limiting the production and the minimum price of an article manufactured by thirty-three Fertilizer concerns? The plan is, as I understand it, very similar to the one you are developing both in principle and execution. The concerns are located in Alabama, Georgia, Delaware, New Jersey, South Carolina, Illinois, Virginia, North Carolina, Kentucky, Tennessee, Florida, Mississippi, West Virginia, Louisiana, Great Britain and Ireland. All of the concerns are small manufacturers, except seven or eight. This would seem to indicate the United States Law Department has out a very large drag-net and is quietly pulling it in and does not seem inclined to let any of the "catch" escape. No distinction seems to be shown between Country or Commonwealth, Corporation or Individual. Neither wealth, nor influence, nor Power seem to avail.

Under present conditions it would be practically impossible for any Interest or Industry to select a more dangerous or inopportune time to apparently assume a position of arrogance or defiance toward United States Authority when it must be known to all through the usual news channels that Government Officials have at last waked up and are in dead earnest in their efforts to break the chains, untangle the cords and smooth out the wrinkles that tend to fetter commerce, hamper trade, stifle competition, restrict

supply or fix prices. All the strenuous work that is being done seems to be directed towards prosecuting and punishing individuals or corporations engaged in developing such schemes as you have recently inaugurated.

Before it is too late you had better stop long enough to reflect, deliberate and "don't." Otherwise with the usual mysterious facilities for publicity round-about Passamaquoddy Bay how much time will elapse before Washington Authorities hear of your executive Conclave to govern prices or restrict supply and then how long will it take the Government to have Secret Service Men from the Department of Commerce and Labor in Eastport and Lubez, taking notes for future legal action as they have done before and are now doing in other cases? The "immunity bath" that liberated the Chicago Meat Packers through a broad interpretation of the rules of evidence will be nil and not available in future similar cases.

All of the above are matters of more or less importance submitted for your serious consideration. They are of no consequence to me and do not in any manner affect the plan I called your attention to on May 5th last. To be frank, the plan you are now working on will lead up to, and make all the easier of operation, the plan I have in mind. In fact I am satisfied the latter would automatically absorb the former long before the end of your two years agreement and it would not be perceptible where the one ceased and the other began. The new plan would have three elements of strength that your plan does not possess. Not the least would be its absolute freedom from all question regarding its legality. While the new plan has in contemplation remunerative prices the principle object would be to increase the output, the demand and the consumption of American Sardines. This can unquestionably be done through a far reaching system of advertising the cost of which would fall on me, and a scheme that I think you will pronounce original and which will almost certainly induce the kitchen maid or lady of the house to buy 24 cans more after she opens one can containing the "joker." It is not necessary to change any of your present plans. I do not expect to solicit orders or make any direct sales. I can do my work right here in Chicago or in any other City and no one need know I have any connection whatever with the Sardine business. I am willing to take my chance on a brokerage based on sales at prices that will enable you to pay me what I want without disturbing any selling arrangements you may have with the Maine Mercantile Company. The Sardine business is large enough to justify an advertising department and the business will never be what it should be until hard, constant, persuasive work is done on the consumer. He is King of the situation on food products; as he goes so goes the Retailer, Jobber and Manufacturers. I believe and I have for years contended if more attention were given to improvement in quality and uniformity there could be worked up a consumptive demand for 5,000,000 cases of American Sardines per annum. I make this statement after mature consideration and can give the figures on which I base my judgement.

In conclusion I wish to be candid with you. Under no circumstances would I divulge the plan I have in mind until the most absolute assurance could be given me of a great improvement in quality. This problem however, bids fair to solve itself as it seems quite likely the late Chicago Packing House Developments will bring a United States Canned Food Inspection Law and a United States Pure Food Law. If this be so Uncle Sam, with the help of public exposure, will bring general improvement in all canned food products.

Yours sincerely,

R. J. Killick

RICHARD J. KILLICK

184 LA SALLE STREET

Telephone Main 467

CHICAGO, May 5, 1906.

To Packers of American Sardines:-

I was formally Vice President of the Seacoast Packing Company. While holding that office, I obtained considerable knowledge of the Sardine business in general, but devoted most of my attention to the sale of the product. While doing this, contrary to the views of the Commission Merchants, I demonstrated, beyond a doubt, the fact that American 1/4 oil sardines could be sold readily at from \$3.00 to \$3.35 per case - the average price obtained during my management was over \$3.00 per case and during that time I established "Continental" as a standard brand which was not only in greater demand but sold at from 10c to 15c per case higher than any other brand.

After severely criticising my management of the old company's Sales Department the Seacoast Canning Company took possession under the most favorable circumstances, including a perfect working organization, and made promises of improvement that I do not think have been realized. At any rate one result seems to be apparent; the Sardine Industry has drifted back into its old time deplorable condition.

I have been watching the situation with some interest, feeling the time would come when you might entertain a proposition, involving a plan that would bring all packers together without interfering with any packer in the management of his own business, without disturbing any existing arrangements and assuring prices that would yield good profits.

I have a fair idea of the plan you now have under consideration - which perhaps may have been consummated. It would seem such a plan involves the possibility of violating the terms of the Anti-Trust Laws in three distinct ways which would invite Governmental investigation and tempt prosecution along lines stronger than have been followed in the prosecution of the Beef Trust Packers of Chicago. Such Governmental action might involve you as Packers, your Commission Merchants and the American Can Company. This is all quite possible, if the Government keeps up the strenuous efforts it is making at present. However, in any event, this need not prevent my opening up correspondence that would indicate something of what I have in mind.

I will address this circular letter to all Sardine Packers and put to each the following questions:

First: If I can submit to, and you should make use of, a plan that will practically bring all Packers together without violating the so called Anti-Trust Laws, without interfering with the independent management of each Packer, without seriously changing any arrangements for this year and provided such plan would enable you to sell 1/4 oils at from \$2.75 to \$3.00 per case - and prices in the same propositions for other styles - would you be willing to pay me a brokerage of one per cent on all of your sales - you to stand for leaks, swells and return freight charges on goods rejected?

Second: Keeping all of the "First" question under consideration and at the end of this year eliminate the Commission Merchant from the Sale of your goods and sell through another source including

RICHARD J. KILLICK

184 LA SALLE STREET

Telephone Main 467

CHICAGO.

-2-

modern methods that will enable you to get at all times remunerative prices. If this new arrangement will enable you to secure Banks willing to make Cash Advances of 75% of the Market Value of your goods on Bills of Lading all of such goods to be stored in Boston Warehouses, each of you to pay your proportion of such office expenses as might be necessary but merely nominal, would you be willing to give me the management of such an arrangement and pay me for my services a brokerage of 2 1/2% (per cent) on all of your sales - you to pay Interest, Insurance, Storage and expenses involved in leaks, swells and rejected goods.

Third: Keeping under consideration questions First and Second if at the end of the second year I have convinced you that my plan will enable you to work together without the violation of any law and in doing this each packer has had a free hand to manage his own affairs and the plan enables you to get say \$3.00 per case for 1/4 oils and the same price proportion for other styles. If I assume to pay all Boston Storage charges, Cartage, Insurance, Office Expenses and a broad system of advertising to increase the consumption of American Sardines, you to pay interest on money borrowed, return charges on goods rejected and take care of leaks and swells. Under such circumstances would you be willing to give me the exclusive sale of your goods for five years and pay me 5% commission on all sales at invoice prices provided at the end of five years my sales show that I have increased the consumption of American Sardines at least 50% more than the consumption of 1906.

While having the sale of Seacoast goods I found rates of cartage, storage, and insurance much less and facilities for prompt forwarding better in Boston than in New York.

I have been patiently waiting for more than two years for conditions to develop that would be favorable to my offering my services and utilize my experience through a plan to bring all packers together in a lawful manner, letting each manage his own affairs and assure all a good and continuous profit, at the same time enabling each to know at all times just what was being done at the selling end of the business. I am absolutely confident I can do all of this and by a system of advertising I have in mind - the expense of which I would pay, out of my commissions - I will double the consumption of American Sardines before the end of five years.

Please bear in mind throughout that I propose obtaining prices that would justify your paying me what I ask.

While I have much more I could say I will cut short and beg your pardon for the length of this letter but hope you will give it some consideration.

Yours sincerely,

R. J. Killick

South Harpswell May 7-1906

Dear Harold,

I have not been to P.O. yet to get your last letter, but expect to go in the morning. There are a few fish in the vicinity. We seined this afternoon but only got a bushel. There were more in the weir, but there was a hole in it and they went out. Think we will get some soon. If you have not any work for Dan to do you might get the garden plowed and get him to plant it. You could probably get some dressing from Rob. and begin at the fence and plant a few rows of potatoes first then two rows of peas, then some beans etc. I expect to be quite busy for a couple of weeks as we are going right to work on another weir.

It does seem to bad to have those mustants come back, but I do not see any other way. You can tell White you are going to relabel them probably a good many of them

will be all right, I do not know
whether your mother is coming home Tuesday
or not, and you will have to let me
know if you want me to come home
at any time. Write often and let
me know if there is any fish going
and what is going on. Ed Bennett
who has been working for us, has
left us and is going fishing for
Pickert. Was very glad to get the
papers you sent and would be pleased
to get another Fishing Gazette and
Sat. Evening Post. Am reading the
continued story in the Post and
would like to have it. I think
Anna is doing quite well as she
has quite a crowd around her
and they seem to be contented
Percy was down to Portland Sunday
I was out to Grandmas, but your
mother did not go out with me, but if
she does not come home Tuesday I guess
she will go out. Write me all the
fish news you can. We only go to the
P.A. but or three times a week.
Your loving father W.F. Bush

So. Harlowell May 12 - 1906

Dear Harold,

Recd your letter also the
circular sent out by Killick. Do not
think the packers would entertain such
a proposition. Recd the papers and
was pleased to get them. We have
been getting a few fish. sold 12
bushels yesterday at 60¢ and have
some in the weir, but it is hard
to tell how many. The prospects look
quite good, as we have seen fish
around Little Whalboat, and the fishermen
say ~~there~~ there are lots of fish working
in the bay. It is slow work building
weirs, if we had them built early
I think we would have got quite a
lot of fish, but we will get them
later as we have two awful good
privileges. Write when you can
This is Sat. and we have just had
our supper. and are going over to the
P.O. We are going to stay here tomorrow
Your loving father
W. F. Burt

OFFICE OF

*B. O. Bowers Co.,
Packers and Commission Merchants*

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York. May 9th, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

We beg to hand you enclosed contract signed by Mess. Seeman Bros. to-day. You will please note in this contract that the buyers state distinctly that cases must be branded. Wyman, Milbridge and parties at those points all have their cases printed. Can you not arrange to do so? If not, it will be necessary to have the full brand, contents of case on the end of the case; in fact, it should read similar to sketch enclosed.

In regard to Mustard as used by Underwood, that is the Gulden Mustard which you have been using right along. You will please retain one of these contracts, and send the other to us properly signed.

Your kind attention will oblige.

Respectfully yours,

B. O. BOWERS CO.,
B. O. Bowers
.....Prest. & Treas.

B. Sr.

Enc.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,
No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

May 4th, 1906.

Booth Bay Packing Co.,
Booth Bay Harbor, Maine.

Gentlemen:-

We have again had request from Messrs. Koenig & Schuster to remove from their warehouse the forty-two (42) cases of swells, your packing of last season. It will be necessary to have these goods all gone over, as a large proportion of them can be saved if properly handled in the factory. There would be no way in which we could handle them in New York to have them rewrapped that would save the quantity of stock that you would save by having them returned to the factory. We would advise you to do so even if you have to store them until you open your factory.

We note that there has been no fish taken at your point and that it will be some little time before you open up. There is no particular demand for sardines in any section of the country. Stocks are light in the hands of distributors and there is no speculation in regard to the same. Old goods are still selling at from \$2.00 to \$2.10 per case according to quality and brand. Those who have them are trying very hard to market the goods and get them out of the way before the new packing.

Respectfully yours,

B.Sr.

B. O. BOWERS CO.,
B. O. Bowers Prest. & Treas.

OFFICE OF

*B. O. Bowers Co.,
Packers and Commission Merchants*

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

May 2nd, 1906.

Booth Bay Packing Co.,

Booth Bay Harbor, Maine.

Gentlemen:-

Will you kindly advise by return of mail what labels you may have of our own brand or those of any private brands that we sent to you last season now on hand in your factory. We are checking up our label account and would like to know what cartons and labels we have in your charge.

Your kind attention will oblige,

Respectfully yours,

B. O. BOWERS CO.,

B. O. Bowers Jr.

B. Sr.

OFFICE OF

B. O. Bowers Co.,
Packers and Commission Merchants

MERCANTILE EXCHANGE,

No. 6 HARRISON STREET,

AMERICAN SARDINES
KIPPERED HERRING
CANNED OYSTERS
CANNED LOBSTER

New York.

April 20th, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Maine.

Gentlemen:-

We wired you yesterday that we had sold Koenig & Schuster 500, Austin-Nichols 1000 cases Fancy $\frac{3}{4}$ Mustards. Enclosed find memoranda covering same. Signed contracts will be sent you as soon as buyers' signatures are obtained to these contracts. These goods are sold with the understanding that the quality is to be extra fancy in every way as per your previous shipments, and fifty cans to the case.

We await your favors, and remain

Respectfully yours,

B. Jr.

B. O. BOWERS CO.,

B. O. Bowers Jr.

Enc.

CHICAGO BRANCH
MARQUETTE BUILDING
CHICAGO, ILL.

OFFICE AND FACTORY
LANSING, MICH.

WESTERN BRANCH
11th & MULBERRY ST.
KANSAS CITY, MO.

OLDS GAS POWER COMPANY

SUCCESSORS TO
OLDS GASOLINE ENGINE WORKS AND AMERICAN SUCTION GAS PRODUCER CO.

MANUFACTURERS OF
OLDS GAS AND GASOLINE ENGINES AND PINTSCH SUCTION GAS PRODUCERS

NEW ENGLAND BRANCH

69-75 WASHINGTON STREET, NORTH
BOSTON, MASS.

TELEPHONE
Richmond 119

ROBT. W. HART
New England Mgr

4-9-1906.

Boothbay Packing Co.,

Boothbay Harbor, Me.

Gentlemen-

We are in receipt of yours of April 2d, which has been forwarded to us by our factory at Lansing. We notice that they sent you a copy of our Type A Bulletin, which shows our direct connected pumps.

In regard to hoisters, will say that we do put them up, and as a matter of fact, are now making one for the Vinalhaven Fish Co., of Vinalhaven, Maine.

We will be very glad indeed to have our Mr. Carver, call upon you and go into the details of such an outfit as will meet with your requirements. He is thoroughly posted on just what we are doing for the Vinalhaven people and can give you a description of their outfit.

In future correspondence, we would ask you to address this office, as we have entire charge of all business in New England, and it will save considerable time in receiving your reply.

We thank you for the opportunity offered, and trust that we may have the pleasure of receiving your valued order for your requirements in our line.

Yours very truly,

RWH-MRJ

OLDS GAS POWER COMPANY.

Revere Rubber Co.,

MECHANICAL RUBBER GOODS

ADDRESS ALL COMMUNICATIONS
TO THE COMPANY.
"P.O. BOX 5285 BOSTON"

77 Bedford St.

Boston, May 1, 1906.

BRANCHES.
NEW YORK.
PHILADELPHIA.
PITTSBURG.
CHICAGO.
MINNEAPOLIS.
NEW ORLEANS.
SAN FRANCISCO.
WORKS:
CHELSEA, MASS.

Boothbay Packing Co.,
Boothbay Harbor, Me.

Dear Sir

In this same mail under another cover we are sending you our catalog of "Packings". Will you kindly see that it gets into the hands of the man who says what packings are to be used in your plant.

You may be sure that any packings made by REVERE are as good as represented. We stand ready to refund the money if they fail.

We have every packing shown in the catalog in stock here ready to ship within a few minutes of receipt of your order. Also we beg to inform you that for your greater convenience we have placed a full stock with W. L. BLAKE & CO., in PORTLAND, ME. Your order, therefore, if sent to our agents or to us will receive prompt attention.

If you have packing troubles, we should be pleased to make a special study of your case with the idea of curing the trouble. Tell us the conditions and we will do our best.

Thanking you for orders sent to our agents or ourselves, we beg to remain,

Yours very truly,
REVERE RUBBER COMPANY.

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

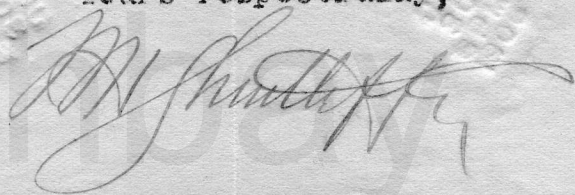
Boothbay Harbor, Me.

Dear Sirs:-

Kindly advise us if you will be in the City Monday or Thursday of next week. Writer would like to see you.

Yours respectfully,

(Dictated)



CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS.

FLORIDA COTTON OIL CO.

PORTLAND, ME., June 30, 190 6

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

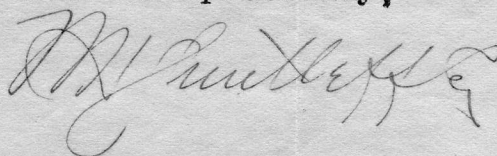
Boothbay Harbor, Me.

Dear Sirs:-

Enclosed we hand you invoice and correspondence which speaks for itself. Give us instructions by return mail, and return within papers, and oblige

Yours respectfully,

(Dictated)



CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS.

FLORIDA COTTON OIL CO.

PORTLAND, ME., June 27, 190 6

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

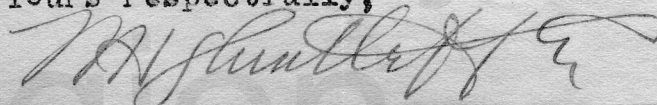
Boothbay Harbor, Me.

Dear Sirs:-

Yours of the 27th at hand , with labels. As soon as you get any fancy fish, send us up some samples. Keep us posted what the prospects are. We are talking with one party now on 500 cases of fancy 3/4 mustards with their own label. Also have inquiry from the West from several parties and hope to be able to place some in the near future.

Yours respectfully,

(Dictated)



Codes Used

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS.

FLORIDA COTTON OIL Co.

PORTLAND, ME., June 28, 1906

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

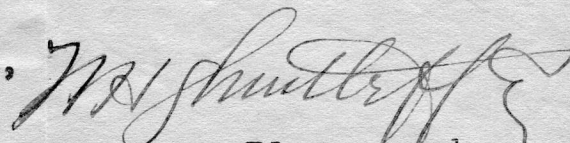
Boothbay Harbor, Me.

Dear Sirs:-

We sold 25 cases of "Jewels" this morning at \$2.50. Please advise us as soon as you can ship same. Also advise us what the outlook is in regard to mustards. We are having quite a little inquiry for fancy Mustards and we are in hopes to land some good orders for you. How about salt, don't you want some more sent forward?

Yours respectfully,

(Dictated)



Codes Used

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS.

FLORIDA COTTON OIL Co.

PORTLAND, ME., June 26, 1906

Sanitary Can Machinery Company

Incorporated under the Laws of the State of Maine

BUILDERS AND DEVELOPERS OF Sanitary Can Machinery for Food Packing Purposes

Permanent Office and Factory
to be established in the State of Maine shortly

New York Office
71 Barclay Street, New York June 26th, 1906.

SPECIALTY

The Boothbay Packing Co.,
Boothbay Harbor, Me.

Gentlemen:-

Machinery for
drawn and pieced
Sardine and Fish Cans

The writer having returned from the Sardine field is pleased to announce that we have arranged with a Sardine packing plant in Eastport, Me. to have running by the first part of July, one of our new Model Double Seamers for closing Standard Sardine Cans. This will be a single head machine with a capacity of 20 cans per minute. We also build a four head machine with automatic feed, giving capacity of 80 cans per minute.

Key Opening and
Scoring Devices

Machinery for round,
square and odd
shaped Cans

Presses

Dies

Double Seamers

Flangers

Lining Machines, etc.

Special Machinery and
Tools developed
for Food Canning Purposes

You will be advised from Eastport when this machine is ready to be inspected, and we request that you make no arrangements for other means for closing your cans until you have witnessed in operation the latest and best developement in machinery for closing Sardine Cans.

Respectfully yours,

SANITARY CAN MACHINERY COMPANY,

R. O. Weisshandel

Secretary.

Note: These Double Seamers are fitted to take the regular Oil or Mustard size Sardine Cans as made by the American Can Co.

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

Dear Sirs:-

We have inquiry for "Mermaids" to-day, asking for sample. Please, if you will, send us case of samples on Monday's boat, without fail. The party we have inquiry from would probably buy 300 to 500 cases, and would undoubtedly want his own label. Also name us absolute price we can name them. Awaiting your favors, we remain

Yours respectfully,

(Dictated)

W. H. Shurtleff

CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS.

FLORIDA COTTON OIL CO.

PORTLAND, ME., June 22, 1906

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

Dear Sirs:-

We want some "Jewels" 1/4 oils as soon as we can get them. Do not fail to send us up some as soon as you can pack them. Also advise us what you are doing. We want some "Stars" also, as you understand, and hope you will get some soon.

Yours respectfully,

(Dictated)

W. H. Shurtleff

CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS.

FLORIDA COTTON OIL CO.

PORTLAND, ME., June 21, 1906

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

CODES USED

UNITED STATES

J. K. ARMSBY'S

SELLING AGENTS:

FLORIDA COTTON OIL CO.

PORTLAND, ME., June 1, 1906

Messrs. Boothbay Packing Co.,

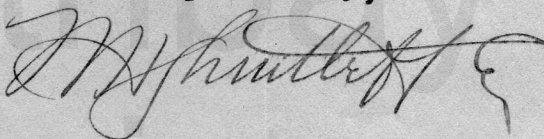
Boothbay Harbor, Me.

Dear Sirs:-

Yours of the 31st at hand. Please ship 25 cases of the "Mermaid" brand to Daniels, Cornell & Co., Worcester, Mass., at once, sending us papers at Portland, and oblige

Yours respectfully,

(Dictated)



W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

CODES USED

UNITED STATES

J. K. ARMSBY'S

SELLING AGENTS:

FLORIDA COTTON OIL CO.

PORTLAND, ME., May 24, 1906

Messrs. Boothbay Packing Co.,

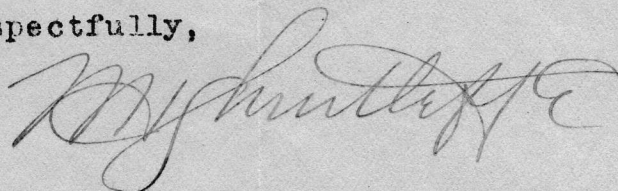
Boothbay Harbor, Me.

Dear Sirs:-

We think you had better ship up the other 25 cases of 1/4 oils, if you have not already done so. Also keep us posted what is doing in Boothbay?

Yours respectfully,

(Dictated)



W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

CODES USED

UNITED STATES

J. K. ARMSBY'S

SELLING AGENTS:

FLORIDA COTTON OIL CO.

PORTLAND, ME., May 19, 1906

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

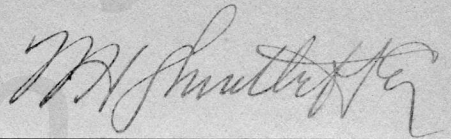
Dear Sirs:-

We were much surprised not to get advice in regard to the 60 cases of Jewels. We could have sold 25 cases of them yesterday if we had had them here. Now ship some up on Monday's boat, without fail. We have already sold about 150 cases of Stars and 50 cases of De Richelieu for Portland.

Awaiting your favors, we remain

(Dictated)

Yours respectfully,



W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

CODES USED

UNITED STATES

J. K. ARMSBY'S

SELLING AGENTS:

FLORIDA COTTON OIL CO.

PORTLAND, ME., May 9, 1906

Messrs. Boothbay Packing Co.,

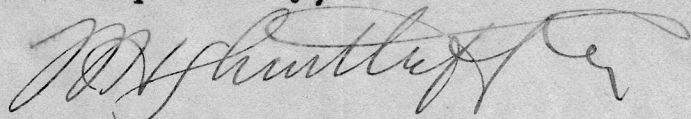
Boothbay Harbor, Me.

Dear Sirs:-

We have been expecting every day to hear from you in regard to the De Richelieu. We have a party who wants to contract for some of these goods and we want to know how many labels you can give him. Please answer us by return mail.

Yours respectfully,

(Dictated)



W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

Dear Sirs:-

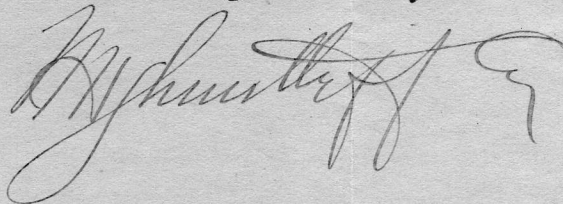
Note what you say in regard to 300 cases with De Richelieu tags. When is Mr. Bishop coming to Portland? We want to have a talk with him in regard to same and would ask you to advise us by return mail just when he will be here.

Now then, as regards salt. We have every now and then a vessel going your way and could put aboard 25 or 50 bags of salt which would be much cheaper than sending it by steamer. Now then, if we had your order, there is a vessel going to Boothbay to-day and we could have put some aboard for you easily and landed it right at your wharf. We think you had better give us an order so that the first opportunity we have we can put some on for you.

Awaiting your favors, we remain

Yours respectfully,

(Dictated)



CODES USED

UNITED STATES

J. K. ARMSBY'S

SELLING AGENTS.

FLORIDA COTTON OIL CO.

PORTLAND, ME., May 11, 1906

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

Dear Sirs:-

Yours of the 30th at hand and note what you say in regard to Mermaids, and also that you have plenty of the De Richelieu tags. We have a party who is willing to contract with us for some of these goods, if we can tell him how many we can give him, but he is not willing to state until he knows how many he can have.

We are sorry you have not made your price lower on the stars before this because others are being offered so much less we are afraid it is going to be detrimental with us in getting in orders. Writer has been among the trade in the West and knows what the others are doing, consequently is not able to say much until he hears something from you.

Yours respectfully,



(Dictated)

CODES USED

UNITED STATES

J. K. ARMSBY'S

SELLING AGENTS,

FLORIDA COTTON OIL CO.

PORTLAND, ME.,.....May 1,.....190 6

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS:

FLORIDA COTTON OIL CO.

PORTLAND, ME., April 27, 1906

Messrs. Boothbay Packing Co.,

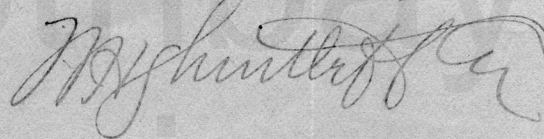
Boothbay Harbor, Me.

Dear Sirs:-

Please send us on Monday's steamer, 15 cases of the hand made Jewels, sold at \$2.60. Also advise us how soon you will have some of the machine made Jewels on hand.

Yours respectfully,

(Dictated)



W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS:

FLORIDA COTTON OIL CO.

PORTLAND, ME., May 1, 1906

Messrs. Boothbay Packing Co.,

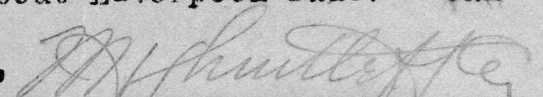
Boothbay Harbor, Me.

Dear Sirs:-

Your letter of the 30th at hand and contents all carefully and fully noted. Now then, do not fail to advise us as quick as you have any of the machine made can Jewels ready, and price. We have inquiries and would like to know, as soon as possible, when we can give them some. We also have an order for 25 cases of Mermaids as soon as you can get them ready. What about Liverpool salt? Can we send you down some?

(Dictated)

Yours respectfully,



W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING

NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

Dear Sirs:-

Your letter of the 27th at hand and contents fully noted. We have an order this morning for 25 cases of "Mermaid", consequently advise us as soon as you have any ready to ship. You do not state at what price you will sell some of the future oils of the "Jewel" brand. Let us know by return mail, and also do not fail to advise us in regard to the DeRichelieu tags.

Awaiting your favors, we remain

Yours respectfully,

(Dictated)



many
money

CODES USED

UNITED STATES

J. K. ARMSBY'S

SELLING AGENTS,

FLORIDA COTTON OIL CO.

PORTLAND, ME., April 30, 1906

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING
NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,
Boothbay Harbor, Me.

Dear Sirs:-

We have this morning inquiry for small lot of "Mermaid" mustards new pack. Please advise us how soon you can get some. We also have inquiry for 50 cases oils, standards, \$2.10 factory, shipment little later in the season. Answer us by return mail if we shall confirm same.

(Dictated)

SELLING AGENTS:
FLORIDA COTTON OIL CO.

CODES USED

UNITED STATES
J. K. ARMSBY'S

PORTLAND, ME., April 27, 1906

*How many Dr. Richardson
Labels have you*

Yours respectfully,

W. H. Shurtleff

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING
NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,
Boothbay Harbor, Me.

Dear Sirs:-

The writer expects to go to the Westward next week and will talk with some of our people in regard to fancy oils. Please advise us as regards price so we shall know how to act.

(Dictated)

SELLING AGENTS:
FLORIDA COTTON OIL CO.

CODES USED

UNITED STATES
J. K. ARMSBY'S

PORTLAND, ME., April 6, 1906

Yours respectfully,

W. H. Shurtleff

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING
NEW YORK PEA BEANS

CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS.

FLORIDA COTTON OIL CO.

PORTLAND, ME., April 16, 1906

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

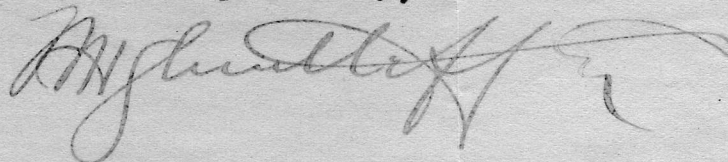
Dear Sirs:-

Your letter of the 16th at hand and contents noted.

Note that you decided not to sell any fancy 1/4 oils less than \$5. We are sorry you made this price to-day as writer is going westward tomorrow and we know it is all out of reason to talk this price to buyers as other packers are making a much lower price. We had hoped you would certainly take a \$4.75 if not \$4.50 price to meet competition. You understand that buyers at the Westward do not care about brand, it is price and quality of goods that they want, and we hardly think we can get them to pay an advance price over our competitors. We were able to do this a year or two ago because other packers were not putting up quality of goods they are to-day.

Trust you will reconsider this before you decide absolutely on price. Awaiting your favors, we remain

Yours respectfully,



(Dictated)

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING
NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

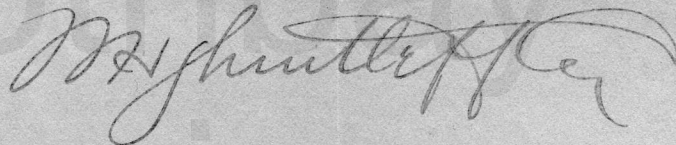
Dear Sirs:-

Yours of the 14th at hand and contents noted. \$98 per thousand is the same both ways, as we understand it, in carloads or less.

Awaiting your favors, we remain

Yours respectfully,

(Dictated)



CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS:

FLORIDA COTTON OIL CO.

PORTLAND, ME., April 5, 1906

W. H. SHURTLEFF Co.,

RECEIVERS OF

FISH AND CANNED GOODS

IMPORTERS AND DEALERS IN

SALT

2½ UNION WHARF

SPECIALTIES....

DOMESTIC SARDINES AND BOXED HERRING
NEW YORK PEA BEANS

Messrs. Boothbay Packing Co.,

Boothbay Harbor, Me.

Dear Sirs:-

We have advice from our friends from whom we got the shock last year saying that they could give us some shock now at short notice and asking if we want a car and how soon. Kindly advise us how long before you will want some more shock as we understand that they have all made price this year if \$98 a thousand. Do not fail to advise us promptly if you need any.

(Dictated)

Yours respectfully,



CODES USED

UNITED STATES
J. K. ARMSBY'S

SELLING AGENTS:

FLORIDA COTTON OIL CO.

PORTLAND, ME., April 2, 1906

*Standard Oil Company of New York,
Boston Department.*

*Portland Station,
J. A. Smith, Special Agent.*

Portland, Maine.

April 2, 1906.

190

Boothbay Packing Co.,
Boothbay Harbor, Me.

Gentlemen:-

Replying to your favor of the 30th: Would quote you
for 120° test oil 11¢, bbls. included, del. Boothbay Harbor.

Yours truly,

J. A. Smith

A. MCLAREN, JR., PREST.

E. ROY WILLENER, GENL. MGR.

GUY M. MCLAREN, V. PREST

F. R. HAYCROFT, SECY.

H. J. ROMANS, T

IRON AND WIRE FENCING
WINDOW GUARDS
ELEVATOR ENCLOSURES
OFFICE RAILINGS
STAIR WORK
FIRE ESCAPES
BUILDERS' IRON WORK
ETC.

THE STANDARD WIRE & IRON CO.

(INCORPORATED 1890)

ARCHITECTURAL AND ORNAMENTAL

WIRE AND IRON WORK

OFFICE: 445 THE ARCADE

WORKS
CORNER LEONARD AND
HUME STREETS

TELEPHONES
MAIN 1267 CENT. 7784

ALL CONTRACTS SUBJECT TO
STRIKES, ACCIDENTS AND OTHER
CONTINGENCIES BEYOND OUR CONTROL.

CLEVELAND, O. April 2nd, 190 6.

Boothbay Packing Co.,

Boothbay Harbor, Me.

Gentlemen:-

Your letter of March 30th to hand. Enclosed please find circular showing our wire fish and oyster basket, which will hold about one bushel or 100pounds of fish. We will furnish these baskets for Twenty Seven Dollars (\$27.00) per dozen F.O.B. Cleveland.

Thanking you for the inquiry and hoping to be favored with an order, we are,

Yours very truly,

The Standard Wire and Iron Co.

A. M. McLaren, Jr.
1906

Lubec Sardine Company.

Lubec, Me., June 5, 1906.

Boothbay Packing Co.,

Boothbay Harbor, Me.

Gentlemen:-

We acknowledge receipt of yours of 2d inst. naming your Commission Merchants ; also enclosing list of goods on hand and reporting 150 c/s sals sold at \$2.25. As these sales were made prior to the organization of the Co. without doubt they will authorize you to fill these orders.

We should be pleased if you would send us the amount of your contract for Fancy Goods as this seems necessary to make our records complete.

Respectfully yours,
Me. Mercantile Company,

per

R. J. P. ...

Eastport. Me 6/5 - '06.

Boothbay Packing Co.
Boothbay Harbor. Me.

Gentlemen:

We have today sent Commission Merchants, the following notice:

"For price of $\frac{1}{4}$ oils in Cartons. add
.35^c for case. to price of dehydrated goods.
and for $\frac{3}{4}$ Mustards 70^c for case."

Yours truly
Maine Mercantile Co.
A.

Historical Society

Eastport, Maine, May 28, 1906.

Dear Sirs:

You are hereby notified that twenty-six packers have signed the agreement with the Company and that the same is now operative and the Company is now acting as sole Sales Agent for you and that therefore you should not send any sardines to any commission merchant who has not signed an agreement with the Company. You are hereby requested to send to the Company at your earliest convenience a written list of all the commission merchants you desire the Company to employ to dispose of your pack. A copy of the contract which the commission merchant should sign is herewith sent you.

You are hereby invited to attend an informal meeting of the packers to be held at No. 81 Water Street, in the city of Eastport on Friday, the first day of June at 2 P. M. for the purpose of talking over the situation and having the purposes of the Company explained at length.

Yours very truly,



President.

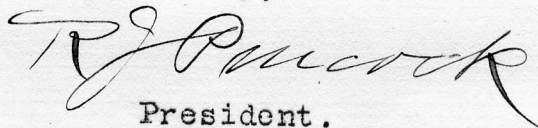
Eastport, Maine, May 28, 1906.

Dear Sir:

In accordance with your agreement and with the resolutions adopted by the Company, you are hereby requested to submit to the Company on or before June 5th, 1906, a statement in writing setting forth all the cases of sardines packed by you prior to the year 1906 which you or your agents, commission merchants or brokers now hold and also setting forth where and how the same are held and also setting forth all your unfilled orders for sardines, giving the names of the purchasers, the price, the kind and the amount of sardines purchased and the amount of each kind remaining undelivered.

You are also requested to send duplicate bill of lading for each and every shipment of sardines hereafter made by you immediately after each shipment, to the office of the Company in Eastport, Maine and you are also requested to submit any agreement hereafter made by you with any commission merchant to the Company, in accordance with the terms of your agreement.

Yours truly,



President.

Eastport, Maine, May 29, 1906.

Dear Sir:

Enclosed is sent you a copy of the rules and regulations adopted by the Company for regulating all sales of sardines made by the Commission Merchants and also an extract from the contract made between the Company and the Commission Merchant in regard to the sale of sardines when the price has been advanced by the Company.

You are kindly requested to note that it has been resolved that no sardines are to be offered or sold for spot delivery unless the packer for whom the same are sold shall have the sardines on hand and furthermore that it has been resolved that where an advance in price has been made, all goods sold at the lower price must be shipped within forty-eight hours of the time the advanced price goes into effect and if not so shipped, the purchaser must pay the advanced price for such sardines. The packer is protected in this in view of the fact that all goods sold for spot delivery are sold subject to this condition.

Also enclosed is a price list of sardines, a list of committees of the Company and a copy of your contract executed by the Company.

Yours truly,

R J Pucovick
President.