Ayr - Galt & Highgate Mills

The Goldie Milling Company, Limited

Ayr, Ontario.

Sep 22/08

Dear Jim

Your late letter to Geo was read - things go on as usual all the mills are running full time and we are very busy getting out rush orders. Pritchard had a great week with Caldwell sold him 2800 Bbls must for quick shipment - all cars have Star and the quality is better than the trade in the district have been accustomed to - Lydden & Brant Woods have lost this big to us and we have offered Caldwell 5-c if his purchases exceed 6m Bbls in the season. He is now trying for this and we expect to sell him much more All the trade in the north shore are taking more Star than ever and Jones of account at Campbellton is increasing - We have offered J & S a sliding scale 4m 5-c 5m 6c 6m or over 7c but have not as yet heard from them - we stated that J & S were not be resellers in St John - There has been a suspicion of this in the past. We have made a deal with Hart as follows - sole representatives in US with the exception of Tom of Yarmouth - D & R. Yarmouth to Annapolis - J & S Hall Bridgewater - Antigonish - Hon Glasgow Westville & District to N.B line - Nova Scotia Milling Co Dartmouth

They are carrying our sales note and all orders taken by their travellers and shipped to purchaser direct from the mill B/L & draft - these sales not to apply on stuff bought for Halifax for jobbing trade.
Commission 10 ct Bbl on all orders sent by Hart for shipment direct to consignees and on all purchases for his own account
5 ct Bbl on all orders taken direct by us from customers in their territory as above defined and 5 ct for Bbl on all foreign export Bkg (West Indies) 50 ct ton on feed in mixed cars
Price on straight cars feed net to us - Under this agreement they to handle only our brands from Dist. but they are free to buy feed where they like. Term for 1 year
Have so far sold them 2400 Bbls so far and if looks alright if he sells the quantity. This relieves Prichard of Half his territory and will take over the Island and let Reid go who now owes us less than $300.00 - It was well that I was in St John when Walter died as no doubt that Joe would a been gone with the 2000 Bbls - They were after him but of course when I said we wanted to keep him they put Weekes Brother in law on - He has been in N.Y. but is now out of work and Weekes thinks he will do - They did not want any of the fleam travellers who are now on the Road! We are letting Leland go at the expiration end of the month and McGann will take charge - McClelland has not said if he wants to make Bbls and we have tried to get Abe Miller by the month - This would make a better deal and he could work in the mill when not making Bbls Have only sold 2000 Bbls yet but expect to do better this next month

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The trouble in Nfld was not long in finding out. Finlay should never have left there as the man now acting is very honest but believes every fairy tale the buyers give him. Finlay wanted to go N.Y. or rather his wife did. This was the real reason for the formation of the United Leaders co. and Rendell was the man who threw it down by using the quotations sent by Finlay as private information for his own purchases. Called at Sydney and saw Dugoldan & Limbu. don't think they will do much for us or anybody else. He lately tried to bluff us but we called him and he has been better since. Saw the trade in Halifax and St John and was up to Fredericton and saw old Jerry. He was asking for you. A letter to him would please him very much. he is swithering what to do with the big in St John Paying 90ct for wheat selling 5ds 5s St John Bran 24 in Middlds 28 Man wht 104 Parts. Exporters very active and bidding 93 c/ outside — sold short and must have it. Have got the Baker house and putting in new furnace and doing some repairing and intend moving in in the spring. when mother returns from Toronto

All the news from New York is good and mother goes there for a week or two on Thursday Sarita coming here while she is away. Buyers enquiring for the house on Brunswick. No word from Dave and don't know what he is doing. Lib is full of her trip and expect to get it all when she comes up. Stark the bank clerk reported to have married Myrl Fraser in Buffalo last week. Horses are skidoo for him. No change in town other than the excitement about rural telephone co now canvassing for the stock and phones - $10 shares $15 phones. Looks good to me as investment and all the surrounding towns and villages are booming it under Bell auspices. All well at Greenfield & here

Your bro Jack