

Private

COURTENAY CONDENSED MILK CO., LTD.

MANUFACTURERS OF

"BUTTERCUP BRAND" EVAPORATED MILK

FACTORY AT
COURTENAY, B.C.

506 WINCH BUILDING

VANCOUVER, B.C.

Sept. 18th, 1917.

Copy

Navy & Army Canteen Board,
Imperial Court,
Knightsbridge,
London, S.W. 3.

Gentlemen:-

Attention Mr H.R. Dawson

Confirming negotiations just completed between the writer and Mr Dawson, we will book your order for 10,000 cases of Buttercup Brand, Sweetened Milk, containing 48 - 14 ounce tins per case, put up to contain nine percent (9%) Butterfat, and an amount of sugar not less than that contained in say "Reindeer" brand milk, which is manufactured by Borden's. Deliveries at the rate of not less than 2,000 cases per month commencing October 1917: Price \$7.00 per case F.O.B. cars Montreal, or any other Atlantic port taking a similar freight rate, or, should you take delivery of the milk in Vancouver, we will deliver same to the ships slings Vancouver, and make you an allowance of an amount equal to Vancouver- Montreal freight rate. Though the price given here is F.O.B. ~~cars~~ Montreal, the shipments will be billed "Freight Collect" and the amount of the freight will be deducted from your invoices. Terms of payment will be THREE DAY SIGHT DRAFT attached to B/L and made against you in London, but whatever way exchange is handled it must be done so that we will

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realize a price of \$7.00 net to us F.O.B. cars Montreal.

We are sure that the product we will turn out will please you, at the same time this export business is new to us, and once the milk leaves here it passes out of our control, and therefore shipments as to quality must be inspected, and either accepted or rejected by you or your representative before being placed on the cars here. *Drawback on Sugar for Buyers account*

Yours truly,

COURTENAY CONDENSED MILK CO., LTD.

Per _____

Accepted for Navy & Army Canteen Board

H.R. Dawson

Navy & Army Canteen Board.

*Imperial Court,
Knightsbridge,
London, S.W.3.*

Mr. H. R. Dawson.