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The Field

12/2/16.

My Dear Father

Your letter of the twenty first came three days ago and I was very glad to have it. Ibb came down yesterday bringing your letter of the twenty fifth (written at Oakwood). I was quite busy at the time but we talked things over also his answer (enclosed) which he had written previously. We both agreed with what you suggest as regards Morgan and I quite concur in what Ibb says in his reply.

The method of paying as suggested by Ibb also the amount seems to me to be reasonable, perhaps even generous, but I think the first payment should be made now i.e. on the completion of the first contract (4.5 hamitges) and not held off until the 60 ms. are finished. In other words he would get me thousand now, another when 60ms are completed, a third on the completion of the second 4.5" contract

and the last thousand any at the end of the current year

I am of course not in a position to say definitely as to the amount that A. H. M. should get, you will be better able to judge of that yourself but, as stated above, the amount I do suggest should not be far from the mark. You will probably be able to form some idea of what the exact amount should be, perhaps even get an idea from A. H. M. of what he expects, and then decide definitely on the point. If the bank account continues to climb down a thousand dollars is neither here nor there and Morgan certainly deserves generous treatment. He has worked hard and faithfully in the shell manufacture and previously.

I am very pleased that the situation as regards the bank is as satisfactory and I will feel relieved when the personal liability clause is removed from our arrangement. It is a most unfair burden for you to carry and also for I. H. and myself of course to a very minor

degree. As far as changing our
 bankers is concerned, in general
 principle it is not good policy and
 though the B.N.A. has treated us
 ably I do not think any other
 first class bank would have done
 otherwise. On the other hand I think
 a connection with a bank whose
 interests are more centered in Canada
 than those of the B.N.A. would have
 its advantages. The B.N.A. is an
 old country institution through and
 through and theoretically we should
 get more sympathetic treatment from
 a Canadian institution. In this
 connection I note that the Bank of
 Montreal has a new manager and
 he might be anxious to get our
 account back and for this reason
 he might recommend slightly better terms
 to his head office than any one else
 at the moment. Perhaps I am looking
 too far into the future but the
 matter occurred to me and it can
 do no harm to mention it.

I am glad that the second
 4.5 contract is on the way even
 if the price is cut by one third.

This size shell seems to be well suited to the machines we are using and of course the experience with the first contract will prove invaluable. I would be glad to know what you consider is the cost (to us) of a shell of this size allowing for all possible overhead expense. In that way I could tell roughly how well we are doing at the new price.

I am not a believer in a short war, the beginning of the end is a long way off yet and I think there should be lots of shell business to keep us busy for the next couple of years or perhaps longer. I may be all wrong about this but if not it would be good policy to improve our plant, buy some more machines and be in the best possible position to take advantage of what may offer in this connection. I do not mean by this that we should spend too much but anything that is done should be carried out with due regard to the keeping of the overdraft within very reasonable

hints.

on the meantime however your suggestion as to getting a line on something which could be manufactured in the machine shop later, is a good one. As I have says the engine business is not even an interest payer (much less a money maker) and the sooner we get a profitable substitute the better. A few advertisements to this end are quite in order and I hope and I can get together and put something in the British papers while you do the same in the U.S.

I am sorry the boiler shop has not been running satisfactorily but lack of business does not make for efficiency and this may partly account for Carris' poor showing as regards the boiler shop.

Am sorry you and Alice have been laid up with colds but they are prevalent at this time of year and we cannot all expect to escape. However if you are both fit again, that is the main thing. Please congratulate Will Leonard for me on the step he has taken

and give him my regards. I would look as if all the remaining Lemonds regardless of generation are doing their bit for the Empire.

I thank you much for sending the photographs. I will look up Mr. Blair and thank him, when next in London, for sending on the wheel. I should have gone today but the summer officer's leave of the 1st Canadian Division has been cancelled and I probably won't get away for a month. It will do no harm to keep in touch with Meavity and let Schaf pull what strings he can through him for us. It will do no harm and as time goes on it is likely that repeat orders will be harder and harder to get.

I write Alice the other day and write Mother regularly so will not add more to this just now. Take all possible care of yourself
Much love

Your obedient son
Woodman