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Recd
Apr 23rd

Wednesday
28. March 17
10.30 P.M.

My dear Father

Our delayed Canadian mail has all come in a bunch and now have letters from you and Mrs Holmes covering the period of your 3 weeks away and also your long and interesting personal letter of 2nd March written after your return.

The contents of these letters covering your difficulties with coal shortage and your securing of another order for shells and the steady improvement of output and competition of which order 5 days after franchise seem most satisfactory in every way and I will not attempt

to answer in detail.

Your visits to the Eastern agencies were well timed and also sure will have good results and conditions at these agencies seem to be as satisfactory as can be expected under the circumstances.

I am glad you had such nice visits with Claire, Aunt May and Estelle and I am sure they were all more than delighted to see you. I only hope you did not lose too much sleep on the train and that you did not suffer too much from the cold and are not over fatigued by so much travelling.

Your letter is now practically four weeks old and before you get this another two or

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Three weeks may elapse, which does indeed seem to make us very far apart.

I am sending the cable both well. I might as I cannot very well answer your questions without conferring with Wood and I cannot discuss these things very well over the telephone especially as it is hard to hear him, although we keep in touch with each other that way and I know how he is before I cable.

I also have a very nice letter from Mr. Hatfield, for which please thank him and which I will answer in due course after showing it to Wood.

I also have a ~~short~~ letter from Sir George in which he

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says that you have discussed
his Round Robin again and
concluded that. Such an
arrangement is not necessary
as our respectful will look
after what it covers
satisfactorily. I am very glad
indeed to hear this as both
Wood and I thought it superfluous.

I quite agree with what you
say about Walter Evans and
Plant, as we must hang onto
our boiler and chiller engine
business as hard as we can
as it will be all we have
after the war is over. By
the way what is Harry Marshall
doing now?

I should have thought that
Evans would have had a
better chance to sell the B5T
Oilsells than Plant but

you know best, I too will be
glad to be rid of them but
they may not come out so badly
after all. ⁵
Write ~~me~~ Charles M. Curdell
about a month ago and will
try and keep them posted.

I am glad you get an
additional order and do not
think you could have done
more to get a bigger price.

According to the list you sent
me of \$3.60 per shell there
still should be a 10% margin in
them at this price if the market
do not cost more.

I sincerely hope your tender
to Max Liffice ~~over~~ Charles Bailer
and clippers goes through as
business like that is almost
preferable to shells, in fact is.
Follow it up as hard as you can

and if possible see into whose hands the tender goes in England as there might (not likely this summer) be a chance that Woodard I could follow it up if we should happen to get to England in near future.

Now about extension to machine shop. I would say that our differ business must not suffer and that if you consider the extension necessary to keep this business in our hands, and for repairs go ahead with it, I think Woodard feels the same but will sell him as soon as possible and cable as suggested.

I would stipulate for my own part however that no further extension be put up without provision for at least

a 10 ton travelling crane
 over the 54 feet or at
 least over 30 feet of the
 width. We will be sorry in the
 future if we do not make
 this provision and I don't see
 why such a provision could
 not be made at very slight
 cost. You do not need to put
 the crane in now but at
 least provide for it. I think
 we are very short sighted if
 we don't.

I would also suggest extending
 to the street while you are
 at it but do not mind as much
 about this as about the crane
 which I do want to see. As it
 will save the extra cost many
 times over if we make tractors
 or extend our hauler business

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With reference to 8" & 9.2" shells would say that these are the shells that do the real work here and I feel they will be more in demand than 60 pounders but I think we were wise in not undertaking them under circumstances and hope we can get enough of 60 lbs to see us through the war. At any rate, as we did not start at the high price of \$23 it is not wise thinking of the larger sizes now. I would have meant a new shop in London East and a new manager and everything which I do not think we were in a position to provide.

Re St John warehouse I quite agree with having the stock retained but would

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express an opinion on building until I see Wood. I have every confidence in Evans and agree with what you say about him but feel it is a bad time to build. However will think it over and confer and write again as soon as possible

The ^{draft} letters I have are Feb 19th - Feb 26 - Mar 3rd. They all came together.

I am not very keen on Royal Bank and will make inquiries here as Rockham my new signalling officer is an ex-banker.

You make what inquiries you can also. Would prefer Montreal as route but of course it does not matter if this is only a temporary account.

am very pleased about purchase of Fitzgerald preferred

stock per year cable but will
await further particulars of
how you managed it by letter.
I understand from R.S.H. that
possibly it was done without
touching our purchases of
French British war loan.

Things quiet here at present
but a lot of guns coming in
and a lot of shells are going
to be used. This is certainly
an artillery war.

When are your friends the
"Yanks" going to come in?
Nearly midnight, so will close
Take care of yourself and don't
worry about us. I am needless
to say much happier and more
contented in having a command
at last and am glad I allowed
your good advice and waited
A months for it. Much love
Jbb