

From the holdings of
Western Archives, Western University

ESTABLISHED 1834

E. LEONARD & SONS, LIMITED

MANUFACTURERS OF

ENGINES AND BOILERS

FOR ALL PURPOSES

ALL QUOTATIONS ARE SUBJECT
TO CHANGE WITHOUT NOTICE
ALL AGREEMENTS ARE CONTINGENT
UPON STRIKES, ACCIDENTS
OR OTHER DELAYS UNAVOIDABLE
OR BEYOND OUR CONTROL
ALL CONTRACTS ARE SUBJECT
TO APPROVAL OF HEAD OFFICE

AGENCIES
MONTREAL, QUE.
ST JOHN, N.B.
CALGARY, ALTA.
WINNIPEG, MAN.
VANCOUVER, B.C.
TORONTO, ONT.

HEAD OFFICE AND WORKS
LONDON, ONT.

LONDON
CANADA

Sept. 15, 1917

IN REPLY PLEASE REFER TO

and 24-10-17

Lieut-Col Ibbotson Leonard,
Canadian Corps Calvary Regt.,
B.E.F.
France.

Dear Ibbotson,-

Sept. 4 in Ottawa, Mr. Morgan arrived and we had a friendly interview with Mr. Southam who would do the best for us under the circumstances. Introduced us to Mr. Petersen with a view of getting an order for 6" shell which they are placing now with people like ourselves. Mr. Southam spoke very highly of our standing to Mr. Petersen and we think we made a favourable impression.

Sept. 5 Wednesday had an interview with Mr. Gurney who was glad we called as he had reserved for us a 700 H.P. marine engine and the particulars of this I wrote you in my letter of the 9th.

Sept. 6 Thursday got home at noon went to office and remained attending to urgent letters. Wrote Gurney confirming our letters re Marine engine engines.

Sept. 7, Friday paid \$2167 to 133 men including 756 piece work. Shipped 1968 4.5 shells. Maitland made a good job of things at Oakwook and clearing out the tanks, during my absence. Balance to credit at British North America \$5300.

Saturday Sept. 8, did not run shop in afternoon, had a long talk with Mr. Morgan and Holmes about the tractors and two of us will go to Toronto next week on the 18th to see the trials at New Market. Paid out during my absence the following, - August 15 \$4058 to 199 men including \$1349 piece work. Aug. 22 \$3366 to 194 men including \$1276 piece work Aug. 29 \$3036 to 143 men including 1256 piece work. Discussed discounts of smoke stack and boilers which based upon the present cost of material, especially and labour. We added a 100% to our price list and I have never seen the trade in such a state before. The highest point I ever remember was 1/3 to our price list.

Sunday Sept. 9 It was just five months ago today that dear Woodman gave his life. Attended church in the morning alone. Norwood preached a characteristic sermon. He leaves on Monday. Called on Mr. P and saw him for a few minutes. He was very much overcome. Wrote you a long letter as to shell contract, marine engines table for E.W.L.

Monday Sept. 10th very little mail, had a discussion as to what additions we would make to machine shop and mounting shop and sheet iron shop in the case we get an order for Marine engines we will get touched upon in my letter on Sunday. Saw Mr. and Mrs. Norwood said good-bye to them sending love to all including yourself.

Tuesday Sept. 11, it is a beautiful day and warm western fair now in full.