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March 27th/1916.

FEL/6.

BUSINESS LETTER FROM MARCH 20th TO MARCH 25th/1916.

Monday 20th.
March.

Had a large mail this morning and some encouraging enquiries. We had two machines break down to-day in the machine shop which will handicap our output of shells. George Reid & his son Eric called and inspected our shell making. The latter goes to England on the 27th to have an operation on his hand which we all hope will be beneficial. Boiler leaking again at Oakwood, but Gibson succeeded in plugging it up and we had some heat before night. Made a good deposit. Got postcards and letter from Woodman. The former Kennel Towers' I located as being directly in the rear of his Battery, and not far from the billets of the Divisional Cavalry. Please say if I am right.

Tuesday 21st
March.

Had a bad cold this morning and remained in the house all day. Was much annoyed at a stoppage in the water pipe due to Smallman & Ingrams paper hangers. Cariss still away owing to some dental work and the boiler shop running itself.

Wednesday 22nd
March.

Put in a miserable day at the works, half well and half sick. Mr. Morgan, Mr. Holmes and myself compared time and cost with Mr. Stephenson of the I.M.B. upon 4.5 and 5" shell. He made a very fair estimate and we have got a copy of it. The Commission are doing this to show other contractors the time that should be taken under favorable circumstances. Received the money from Gibbons from the Calgary Hospital which we were very glad of.

Listed the following orders to-day -

D. Derbyshire & Co.	10 H.P. Dairy
Angle Hfld. Development Co.	12 x 12 Secondhand Leonard Ball
Dominion Sugar Co.	10 x 10 Clark Upright for May delivery

William Leonard called and is very much pleased with having joined the London's Own. Sent Album to the I.M. Beard.

Thursday 23rd.
March.

Five orders to-day as follows -

Everett Cox, N.S.	7 x 7 Leonard - 25 H.P. Upright
Morrow & Beattie	14 x 16 Secondhand Engine at Montreal
	72" x 16' Secondhand Boiler at London, S.S. & other fittings.

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23rd. March
Con'd.

Thos. McIntyre, Iroquois	Montreal	20 H.P. Dairy
De Gaspe Beaubien	Toronto	40 H.P. Oilwell Loco.
W.H. Benfield & Sons		40x16 Storage Tank

McClary Company paid us 75% on the boilers recently purchased \$3050.00

Friday 24th
March.

Paid \$2460. to 145 men including \$630. piece work.
Edna Fitzgerald and Hazel down inspecting our shell operations, both seem very much pleased.
Corp. Williams has applied for postmanshop which is being arranged with the authorities when he will throw up his night watchmanship with us, likely take place next month sometime.
Met Mr. Allan McAvity of the I.M.B. at the Grand Trunk Depot and took him to the works with Inspector Stephenson where he remained an hour looking at all of our machines working in operation and in splendid shape. I think we made a favorable impression upon him. He is very well posted in tools and machinery and could see that we are doing the work about right. He has up to recently been in charge of the Canada Buffalo Forge Works at Berlin but was induced to leave there and take a position immediately under Mr. Flavelle on the I.M.B. We find him very sharp in business relations.

Saturday 25th.
March.

Mr. McAvity and myself had a long chat about Aubrey and how the new Munition Board were doing the business. They are out for getting the work done at the lowest possible price, but output is the one essential thing. The price that they are placing these orders is regulated by companies coming forward and offering to take contracts at a stated figure, put up buildings, buy machinery and guarantee delivery so you will see it is a matter of 6 or 8 months before there will be no margin on this kind of work. He proposes that we substitute 40,000, 5" shells for the 40,000 4.5 @ \$4.00 that we have an order for. We are going to think this matter over and write him definitely on Monday. He visited W.H. Heard of the Spray-Meter Company, who has got a contract for 6" and is putting in machinery for that purpose. Both Mr. McAvity and Stephenson think what they saw is rather light for the business. He also visited Yeates who has a contract at \$1.50 for one hundred thousand Shrapnels. Machinery is working much better to-day and we feel very much encouraged.