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**Western Archives, Western University**

May 8th/1916.

FBI/3

Monday 1st  
May

Went with Mr. Morgan to Ottawa and arrived at one o'clock and met Mr. McAvity, Fitzgerald & Flavelle and after a conference with them concluded to cancel the 40,000 - 4.5 at \$4.00 that we would be starting on on the 1st June, the time of delivery of which is about half over. They offered us 60,000, 5" at \$4.50, that is 5000 in June, 10,000 in July, 15,000, in August, 15,000 in September and 15,000 in October, provided we would buy say \$15,000. worth more machinery and speed up to make these deliveries as they are very much in want of this size. We passed letters to this effect which would give us all the work we could possibly handle until the 31st October. We were both pretty well satisfied that this was the best course in the face of the fact that they are now placing contracts for this size at \$4.00 each, so we considered what we sacrificed in the 4.5 contract we gained in the 5" contract, the Imperial Commission would save a little money also and get size shells they wanted.

Exchanged ideas with Mr. Morgan and discussed about plans to bring this about which we can do nicely. Mr. Morgan left at 11 o'clock for London.

Tuesday 2nd  
May.

Left Ottawa at 8.40 for Montreal and spent balance of the day at the ware house. Looked over some secondhand boilers which they want repaired and sent back to them which we have since ordered them sent to London for this purpose. This will give our boiler shop plenty of work for the immediate future. He has quite a stock of secondhand engines and Upright boilers of all makes. He informs me that two machine shops in the Eastern Township are now supplying Dairy engines and boilers and as our trade is depending on our reputation it is likely that it will not increase as our prices are invariably higher than these parties.

Mr. Plant Sr. is much better physically and is doing quite a business on Commission for Doty and I suspect wherever we have not the goods on hand he is working up a little business for himself. I was much surprised to see about 8 Upright boilers made by Sawyer Massey of Hamilton in stock for sale which he has evidently bought or has on consignment for them and sells where opportunity offers. This will show you the tendency of our business situation in Montreal. For the present I do not propose to disturb it even if he the Sr. encroaches some in our regular business, but when the War is over we can have a straightening up.

Chester is engaged to us till next January anyway, and I think works faithfully for us. He thinks there is going to be quite a lot of boiler

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Tuesday 3rd  
May Con'd.

business offering this summer. We lost two or three orders lately by holding our price on Return Tubulars to 25% discount.

There was a meeting in Toronto this week which we were not able to attend. We will advise you later about the decision.

Wednesday 3rd  
May.

Spent most of the day at the warehouse talking about many things and inspecting what was in store. Plant will take any secondhand tools we are not using and would say will send them besides some odd engines we have that need repair, this will make his department a little busier and give us room which we are badly in need of in the sheds.

Harry Marshall is still with us and has on the whole proved satisfactory but has got the spring fever like some others, will see him in London next week.

On the whole my visit to Montreal was satisfactory. Was very much grieved to see so many business places, warehouses, dwellings and flats advertised to let, in this respect I think Toronto and London are more fortunate.

In the evening I had a call from Col. Richard Costigan, who made very kind enquiries as to your health and progress. For nearly a year he has been organizing Batteries for Montreal and sending them over, but has concluded to go to the front now with an Ammunition column which he has nearly complete.

Robert Aikman's son Edward, 18 years old has joined the 66th Battery and will go forward sometime this summer after practicing at Petawawa.

Thursday 4th.  
- May

This day is the 35th anniversary of our big fire in 1881 which I remember. I arrived home at 11 o'clock and went direct to the office, found things had been running pretty well for the last week and that \$25,000.00 had been paid in by the I.M.B. on account of shells. I will report later as to our other finances.

Estimated on a couple of enquiries with Lamond. After a conference with Mr. Morgan and Mr. Holmes concluded that he had better leave immediately in search of tools, probably three Gisholts and three or four engines lathes of different sizes. We will move the tool room somewhere (undecided at writing) and also the three drills in the machine shop into the mounting shop for shell purposes and get all the room we want for the tools mentioned. I have a very grave suspicion when these are going on our main shaft that we will either have to put up an engine to drive it or get electric power, we have so many men on piece work now who get very angry and discontented at even short delays that I think it would pay us with the work we have on hand this summer. Will report later.

Wired George Stewart to purchase the two engines and two boilers belonging to the Edmonton Lumber Company if he could sell the latter, we could sell the engines in Montreal and St. John, N.B. without difficulty and even at a great addition to the cost of freight.

Friday 5th.  
May.

Paid \$2731.00 to 147 men including \$1167. on piece work.

Mr. Morgan and Mr. Lamond left for Toronto with the object of buying some tools that A.R. Williams has for sale belonging to the old Bertram Company.

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May 5th.

If he can get them cheap enough and get them shipped to London right away as we are bound to make things hum with the work before us this summer.

Went to St. Thomas to-day and inspected the new building of the Huron & Erie, which the Directors were very much pleased with and hope it will increase our business in that section.

Saturday 6th.  
May.

Total shipments this week (2 cars) 1770, which we consider pretty good. Prof. Angus of Toronto called and was very much interested in the shell making.

Bert McBride, Architect called and we went over an extension at the West end of the machine shop, 60 ft. long and 54 ft. wide, one story high as described in a letter to be enclosed.

Wire from Mr. Morgan to-day, he was in New York, would leave for Philadelphia Sunday and back to New York on Monday, likely home on Tuesday or Wednesday.