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Western Archives, Western University

May 8th/1916.

My Dear Ibb & Woodman,-

RE BRICK & TILE MACHINERY. While in Montreal I had a half hour with Robert Whyte and had an interview about what to go into after the war. He has thought over our chances of some machinery in the agriculture line and is of the same opinion as before that is that the present companies are so well fortified with Agencies covering so many lines wanted by farmers that it would be a long and stiff fight to get a foot hold in any branch on these lines. I thought at first we could perhaps manufacture along some line in quantities and get some to sell and repay us but am sure this would not do in the long run. We would soon be what Yeates always has been to Williams. I see that Bertram of Dundas is now selling direct, while away it struck me that perhaps a good line would be machinery for making brick and tile. I do not mean large machines like those catering to City trade, but say three sizes that could be sold to individuals or small firms.

First those who would use horses, second those who would require a 20 H.P. Engine and Loco Boiler, and those who would require 40 H.P. Engine and 50 R.T. Boiler. This would give us work in the machine shop for the machines and also help our Engine and Boiler business. We would sell for 40 to 50% cash and take a lien for balance on one or two seasons payment. Please say what you think of this. I intend getting some printed matter together anyway from the United States and English makers. Would suggest that if opportunity offers one of you visit some establishments in England before you return. They send machinery the world over and will try and send you a list. Please say what you think of this.

7/9/16