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ELL

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June 13th, 1916.

My dear Son;-

Your letter of the 29th of May in hand the 12th inst., and I am glad that you and Woodman approve of our sticking to the 60,000 --5" contract at \$4.50. I wrote you yesterday that we had made our first shipment of about 850 on this account. I fear it will be three weeks or the first of July before we get our new machinery right into the work.

RE H.E. PLANT. I note your remarks after reading my criticisms of the situation there, and as to expenses they could not possibly be cut any lower than they are now, as we have Harry Marshall here assisting us to get the new machinery in place and in working order. We have arranged with him another year with the understanding that he goes wherever and does whatever we choose. He will likely go back to Montreal as soon as business revives. At present we are doing very little in Montreal or Calgary, but in both places more inquiries are in evidence.

RE INSURANCE. We will not put on any insurance on the extension until the new year, in fact Mr. Holmes and I do not think it necessary as our present policies would likely cover the machines in it, as they have done heretofore. The blanket scheme was never carried out and I doubt that we will do it until you both return, when the thing can be reorganized. At present neither of us have the time to look into it.

RE CRANE FOR WESTERN EXTENSION. I had this in mind all the time, but as we were putting up only a one story building it will not be necessary. The joist and the posts on two bays can be removed which would make a crane way 36' wide, as soon as we put another story on the building. So you see we have your idea in view. I may at this point remind you that unless we go in to making much heavier engines or machinery than heretofore a two story bay we think quite unnecessary, but we can put it in at any time with very little expense.

After the building was completed Morgan is now of the opinion we did the wise thing in putting up something that only cost us \$2500.00 more, with such good light and splendid proportions. The only problem we have now is to heat it which I think we can arrange to do by speeding up the present fan and taking a hot air pipe to the western end. Even if we did not have work enough for machines in the new extension it will be well adapted to paint and store and classify the work we are making both engines and boilers. You know we have been removing one thing to give place to another for the last ten years on account of lack of space.



June 13/16.

RE 8" SHELLS. I wrote you yesterday on that point saying that our proposition was of a tentative character, and was practically cancelled or overlooked the next day by entering into a contract for 60,000-- 5". Under the present circumstances should it come up again it is very doubtful if we would consider it a good proposition to carry out. However I will do as you suggest use the cable if there is not time to communicate by post.

RE LABOR. You are right we are having a great time with getting sufficient help to keep our machines going, but Morgan is facing the proposition and hiring and weeding out and filling up as circumstances will admit, and you can depend upon him doing his utmost.

RE GUARANTEE. Our contract with the Munition Board covers a possibility of their cancelling our contract when in process and not completed and we have agreed to file with them the cost of the new building and all the machinery we purchased as soon as completed which will now be in a couple of weeks. This refund or guarantee would be in ratio as to delivery.

*on present contract*

The price for the 8" shell is a great temptation to jump into it with our experience, room and capital we can hire to complete the contract, but I am not so keen if we can get another 40,000 -- 5" to make which Schofield thinks can be arranged if we start off and give a better delivery than we promised. I think I mentioned to you in a former letter what we had agreed to do.

*5000 June 15000 Aug 15000 Oct  
10000 July 15000 Sept*

I touched on what I thought was a very liberal estimate of the costs in my letter yesterday and am very sure that we can make a very good margin out of another contract 5" at \$4.00, with the experience we now have, and I would rather have one bird in the hand than two in the bush.

RE BRICK & TILE MACHINERY. Since writing you on this subject I have made some inquiries and find as you say that concrete blocks and concrete sewers have made a great change in the demand for this machinery, and I am doubtful if it would pay to take up the line I suggested under the circumstances, however, we will not lose sight of it.

RE BUSINESS AFTER THE WAR. I have not lost sight of what is before the company in this regard to keep our boiler business and also our engine tools at work. There is going to be a demand for some years for railway locomotives for steam and also for electrical purposes. This is the nearest line that I now see adaptable to our premises. The Kingston Locomotive Works got an order for twenty to go to Russia, the other day at a price of \$32000.00 each so Schofield says. On the other hand just as soon as the shell business stops the Montreal Locomotive Company can clean out all their shell tools and appliances and start work, so the whole question has got to be considered very thoroughly. I would be very glad if you and Woodman before you return could take a run around to some of the Old Country establishments and see how they do work.



June 13/16.

I might say that I am compiling printed matter in regard to a small tractor that we could make for a farmer having 150 acres of land to practically do away with cultivating the land by horses. Our friend Ford the notorious of Detroit, however, has had this on his brain for the last two years and I was told by Harry Carling the other day that he is going to astound the world and open up a great field for this line of work.

RE MOUNTING SHOP NEXT G.T.R. I agree with you that this side of the establishment is an eye sore and if any improvements are made this should be the first, either brick or cement with all the windows we could possibly get into same. However, it would interfere with our shell output just now but we might consider it in the Fall. It would cost about \$2500.00 to do it right which would pay I think if for no other reason than for appearance sake.

RE STEEL COLUMNS. We would have been very glad to have used these but we would have had to pay 5¢ per pound or more made up and would have had to scour the country for material beside and delayed the whole building. The posts and beams we used are all from British Columbia and were obtainable in Toronto and on the ground inside of a week. They have a foundation base of concrete upon which a stone block is placed level with the cement floor and they will never sink. We used 3" pine joist over the whole, so that it could at any time carry machinery and a second floor, also allow a countershaft at any point as planned by your Grandfather in 1881. We paid 3¢ for some steel for suspending purposes the other day.

RE WINDOWS. I sent you McBride's plan and I am sure we could not get in a larger area of light, they are splendid but not any more than a building 56 feet wide should have. Should we put up another 72 feet I would do the same in every particular.

RE HOLIDAYS. I note what you say about Dear Mother and I taking a good long one later on which much appreciate. We are both very well and the summer so far has been cool and neither of us feel them necessary. However, if we can arrange to get away for a couple of weeks while Elaine and Estelle are here I think it would be a good change. For myself I am anxious to go to Montreal, Quebec and St., John on business in the near future for a couple of weeks. I may arrange this very soon.

RE STOCK TAKING. Mr. Holmes and I are planing to do this as usual on the 30th inst. we do not consider it will be a great job with so little on hand, will report later.