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August 2nd/1916.

FEL/C.

My Dear Ibb & Wood,-

Your letter of the 11th July came to hand very promptly and I have asked Mr. Holmes to answer part of it.

RE EXPENSES IN MONTREAL. They are as low as we can possibly make them, in fact we have Harry Marshall here now against Mr. Plants wishes, on the understanding that he goes back should business revive. I do not think anything can be done there.

RE BUSINESS AFTER THE WAR. I note what you say about the Foden Truck and would be glad of any information you could get regarding same even if we do not go any further in that line, do not think either you or Wood could devote much time to looking round England as your leaves are so very short, however, should the opportunity come I want you to call on the Overtime Farm Tractor Company, 124-127 Mineries, London, ^{etc} they are selling the Waterloo One Man Tractor which is made in Waterloo, Iowa as per sample enclosed. I wrote to the above Company and they referred me to this Company in Iowa and I have written to them for a couple of catalogues and will send one to you as soon as it arrives. I have shown this machine to Mr. Mergan and he is very favorably inclined towards it if we do anything in that line. It appeals to me because the Farms in Ontario average about 100 acres and a machine of this kind can be handled I think to advantage by one man, and do away practically with hired help and horses. The machine weighs 2800 lbs. and is sold for about \$600.00, which would be a reasonable amount for a farmer with 100 acres to invest in and we would perhaps have to get two or three started in this vicinity by some friend and send a man to work it for them and prove its worth, at first would have to send a man with each one but motor engineers are not available and in a couple of years we do not see why this machine could not be sent anywhere in Canada and get reasonable care. Looking at it from a Manufacturers view the machine could be made in our shop with the tools we have, say half a dozen to start with. The work would not require much skill except the motor itself which we think we could ever come. Jee Buchanan is an expert already in that line so we would be fairly safe. When you get the catalogue, please let me hear what you think about this branch.

RE 8" & 9" SHELLS. I am glad you both concur with me in not starting on that size. There has however, been several large contracts given for this size and according to the Press a Company has been formed at Brantford to make these larger sizes. They are going to put up a building 90 by 400 ft. There is good money in them at the price they are made for at present, large orders will be given, but like the smaller shells the price no doubt will be cut later on to bring them to a business base. Mr. Ernest Yeates is making 18 Fr. in this City and has just secured an order for 40,000, he is making them now for \$1.50.

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RE FINANCES. Will take a great deal of pleasure when the goose egg day comes around in cabling you both, but hardly think it will be the end of this month. In fact our Bank account ebbs and flows so you must take the cable anyway with a grain of salt. I will send you the balance against us in a few days, which I am sorry to say was not decreased much, largely on account of power trouble and the heat which was most extraordinary in incapacitating everyone more or less. We had the Thermometer 90 and over for 16 days during July, and only delivered 6890 shells, or 2100 short of our contract. However, other producers were handicapped in the same manner.

RE BUSINESS PROSPECTS. As far as the Agricultural interests are concerned everything points to a good average crop in Eastern Canada and if the weather holds for the next ten days in its present shape we are assured that we will have an excellent crop in the North West. At the Huron & Erie Board I saw some green samples of wheat about four feet high upon which the heads looked in excellent shape. I am not worrying about what we are going to do after the war that is so probmetrical there is no use thinking about it, we will cross the bridge when we come to it.

RE SECTIONAL FLANGING PRESS. I note your remarks on this subject and will bear them in mind and make no overtures to Williams for the purchase of the one in Toronto. There Agent was here to-day and offered to take the Laurie Lathe plus \$500.00 cash for the machine they have to sell, this is a most absurd proposition. If you have any time in England I would advise you to get in touch with some of the secondhand dealers there and look a good machine up.

While on this subject I want to say that Inglis has a machine for spinning heads of this kind and supplied us with a dozen 72" dia. and $\frac{3}{16}$ " thick spun cold and made a most excellent job of them without putting them near a fire. The only drawback they had was a punched hole in the centre but with a water space in every boiler this should not count. These heads cost us 5s lb. and they charged us \$5.24 each to flange them against a cost of \$9.00 each by hand. Under these circumstances I think we can afford to go a little slow in the purchase. Inglis says that the Canadian Foundry Company are getting their heads flanged on his machine, we understand the latter Co. have little or no boiler work on hand.

RE PATTERNS. The value of these in our statement for the year just closed we think should be about 50% off considering how the engine business has gone to pieces. The only trouble is with us is to justify such a reduction this year when we usually only take off 50% yearly heretofore.

RE CLOSING THE YEAR. We have got our stock taking done and I hope in a week or ten days to summarise the conditions of the business for the past year.

RE GENERAL BYNG. I am glad to hear that you are favorably impressed with this Officer, as a rule English Officers are a very much prejudiced lot but they must not forget that Canada has been training more or less here citizens for the last twenty years and has produced some very smart Military officers and more will be produced before this horrid war is closed.