

January 28th/18.

Lieut. Col. Ibbotson Leonard,
Canadian Light Horse,
B.E.F., France.

From the holdings of
Western Archives, Western University

My Dear Ibb,-

SUNDAY Jany. 20th. Attended church in School room alone, rest of the family and grand children went for a motor ride. Mother, Alice and I went to Military Hospital, Byron to locate the tablet to Woodman's memory in the dining-room. I was two hours in the snow drifts on the road leading to Byron. Mother and Alice footed it and got through alright. Had no difficulty in getting back.

Spent our last evening with Elaine and Stephen. Mr. T.M. Carling called on Estelle and Leonard.

MONDAY Jany. 21st. Zero and quite clear. Mr. Morgan reported to me details of his visit re 50,000, 5" American Shells which I will detail in my letter later.

At 12.30 had lunch at Headley, Sir Adam Becks Residence where I met His Excellency two officers and several citizens. Very much taken with the formers courtesy and gentlemanly like appearance, no 10 ft. pole between he and the man he is talking to. We all drove out to the Hospital where it was duly opened, followed by the unveiling of Woodman's tablet in the dining-room where Col. Shannon gave a list of his work for two years in France, I gave him the pointers from what you and Major Magann sent me. His Excellency removed the flag and said a very few kind words to all in the room and afterwards shook hands with me.

Elaine and Stephen left at 8 o'clock, one hour late and arrived 3 hrs late in Montreal.

Alice will send you a printed report of the whole proceedings at Byron Hospital. #1200

TUESDAY Jany. 22. Still very cold, but clear. Sales for the 1st six months of our business year ending 31st December \$317,683 which is about 12,000 less than the same six months of 1916 showing that we are working neck and neck with a steady output. Had a wire from the Imperial Munitions Board re 5" American Shells and asked to go down to Ottawa which we did at 4.30 that same afternoon.

Ottawa WED. 23rd. Made an appointment with Mr. Southam and went over the main points of our objections, most of these points I have taken up in my private letter to you. We were both very much taken with Mr. James Wood of Toronto who represents the American Government on all Canadian contracts, he is a man of very few words but all in proper place and understands doing that business in a short and precise way. After he had our offer of \$9.00, he asked us to put it in writing which we retired and did and presented same along the lines of our conversation.

Jan. 28/18.

The price however he said seemed too high for him, however he would submit it anyway and let us know the result. After lunch we again called on Mr. Southam and went over our details with Mr. Wood and explained to him that we would not undertake the work unless we got the 1st cost of the installation covered in our price for 50,000 shells. If they would give us one hundred thousand we would reduce the price but we understand this is out of the question with this special size. Mr. Morgan stayed in the afternoon and met both of these Gentlemen before he left in the evening and went into details with them which they received in a very courteous manner and our position I think was made very clear to them so that if we do not make a contract in the future they will exactly know the reason. Mr. Morgan returned the next day.

I left for Montreal at 3.30 and found Elaine and Aubrey in a little doll of a house with every convenience on Atwater Street accessible with street cars to any part of the City, was most comfortable during my stay.

THURSDAY Jan. 24th. Was completely tired out and did not get up until before lunch having not slept much on my way down being practically over a flat wheel on the C.P.R. sleeper. Called on Uncle John, Aunt Louisa and Aunt Birdie and spent a quiet evening.

MONTREAL FRIDAY Jan. 25th. Was with C.H. Plant all day long and had lunch with him. Talked our business connection very freely and in reviewing the whole situation there think it is the best we could possibly have under the present condition. The staff there are employed about 40% of the time for H.E. Plant and the balance for us which is kept strictly locked after by Walter Evans and although Plant is doing a regular secondhand business in engines, boilers and machinery of all kinds I do not think that he in anyway interferes with our business and it would be the wisest plan for us for the present to not do anything to break up the situation.

Mr. Plant's eldest son Vernon is still at the front in the service of the British Government. His youngest son Harry got a commission after he was almost completely restored from his wounds of a year ago and was given charge of instructing in Artillery work and was sent to the U.S. and is at present in Marion, Georgia Camp instructing Americans how to use field and heavy siege guns.

In the afternoon C.H. Plant and I called on Mr. Gerrard of the British Bank, he made very kind inquiries for you and I spent a pleasant 15 min. He also took me upstairs and I spent 20 min. with the General Manager Mr. McKenzie very pleasantly, he joked me now about he borrowing money from me and we had quite a pleasant talk about business.

We then proceeded to Missoneuve and spent an hour at the American Can Co. in a \$400,000, new factory for which we recently supplied two boilers with fittings they cost \$7100. for which we are in receipt of a cheque this morning. I was not able to do any other calling, distances are so great in that City.

Paid \$4921. to 207 men including \$2627. piece work.

SATURDAY Jan. 26th. Spent half day with C.H. Plant talking over business matters and inspected our stock on hand. The building next the track is practically full about 1/3 our goods and 2/3 H.E. Plant's from wheel-barrows to all sorts and sizes of machinery, it would make your head swim to see it. He has made a good deal lately by buying 24 small air compressors and has sold them off better than he expected and I think made some money out of them.

Our stock of boilers I think are saleable but the stock of engines we have practically out of business call and one or two of the oldest we will have to get rid of them, however there is no immediate necessity as there is in the spring and we will hold onto them.

Jan. 23-18.

In the afternoon Aubrey took his machine out and we called on Robert White and had a long discussion with him on the merits of the Tractor. He does not seem quite so strong against such an enterprise as he did a year ago but got some straight inside information from one of the Canadian Manufacturers which was very good of him, this information was not of any rosy character you can imagine. All the Manufacturers are afraid that the Union Government will allow Agricultural machinery to come in free from the U.S. which will be a most disastrous thing to all those who have worked up a business for the last 50 years. I feel very strongly against such a move, however it is in the air and may stay there but the West gave the Union Government such a United support that I feel they will get a very strong concession at the next meeting of the house.

We also called on Aunt Emma up on the mountain, a pretty cool ride but we met a very warm welcome.

I concluded my visit at 11 P.M. and arrived home Sunday afternoon at 3.30 several hours late.

