Cedar Brae Lodge
190 Laclie St.
Orillia, Ontario
Canada

Dear Pater,

Your second interesting and enthusiastic letter in a week arrived today. Both deserve separate answers, but I am pressed for time and shall try to combine them.

The Power of the People has not yet arrived, but we have found that packages are sometimes delayed temporarily, so we shall probably have it in the mail tomorrow. Thanks for sending it. Sounds very interesting.

It is obvious here that Dorrco orders entered have fallen off in August and September, so I am glad to have your assurance that the outlook seems OK and that we have some bright things coming along. The foundry here is hardest hit at present, with many of the men only working part time. The Plate and Machine Shops have dropped a few men, and jobs are moving through the shop at a much faster rate due to less congestion. Judging only from what I can see and not really knowing anything about it, I should think that our salesmen could guarantee a very fast delivery.

I get Dorrdo Doings regularly. I still enjoy your articles and can now read the sales news more intelligently

You are well up on my plans for the future, including the long-anticipated trip north with Cy. This means that this Friday will be my last day at Long's and that we should be able to get a better start for Boston on the 28th. I am sorry that you were concerned about our plans for the trip home. Of course I could have asked Long's to let me off earlier on that Friday, but I reasoned this way: This swing home on the way to Denver was not the suggestion of the Company. It was my own idea and my request for permission to do so was kindly granted by Mr. Anable. I wanted to do as much of the Boston-New York swing on my own time as possble and therfore get out to Denver in about the same time as if I had gone directly from Orillia. Then Barbara's wedding came along and that gave us a chance to see all our friends at once and made us want to hurry all the more. As you can understand, I do not like to ask the Company for favors, and I like to keep the ones I do ask for as small as possible.

Thanks very much for your tips about what to look for up north and what to try to get out of my stay here. You will be glad to hear that I have carried a notebook at all times in the plant. At present I am in the foundry, under the eye of Chick Johnson, head of the Meehanite Division. He is a fine guy, very much on the ball, and sees to it that I get as much out of my stay under him as possible. Thursday and Friday, my last two days, I go up in the office with Boyd Merkley, who is supervisor of Dorr orders and costs. He is a good pal of mine and will be glad to show me around and answer all my questions. With his help, I can follow an order from start to finish, including job routing, time study, costing, etc. This should also give me an opportunity to get acquainted with the few men in the organization I don't already know.