

# Canadian Rand Company

Limited

WORKS:  
SHERBROOKE, QUE.

**CABLE ADDRESS**

'RANDRILL'

Ingersoll-Rand, Liebers

A. B. C. (4th edition)

**ROCK DRILLS**  
AIR COMPRESSORS, PNEUMATIC TOOLS  
COAL CUTTERS  
DAVIS CALYX CORE DRILLS.  
COMPLETE QUARRYING PLANTS  
RAND "AIR LIFT" AND "RETURN AIR" PUMPING SYSTEMS.

**OFFICES**

MONTREAL, Commercial Union Bldg.  
TORONTO, Traders Bank Bldg.  
WINNIPEG, Man., 824 Union Bank Bldg  
ROSSLAND, B.C.  
VANCOUVER, B.C. 43 Alexander St.  
COBALT, Ont.  
LETHBRIDGE, Alta., P. O. Box 2096  
SYDNEY, N.S., P. O. Box 584  
SOUTH PORCUPINE, Ont., P.O. Box 88  
SPOKANE, Wash., 151 South Post St.

*Salary work interview*

My dear Dad

File No.

*en route Montreal Sherbrooke  
Tuesday Feb 27<sup>th</sup> 1912*

I appreciated very much seeing you and talking things over with you last week. And hear I may take the opportunity of telling you what Mrs Harrington said about your conversation with her. She seems to have enjoyed it very much. I don't know exactly what you were discussing but she was impressed by the way you got down to business and although she had not been accustomed to thinking of things in the way you do she was very much interested in what you said and in your point of view.

She catechized Conrad the other day about his expenses since his marriage. As nearly as I can make out, Con set himself to live on \$1980 a year + 300 of Muriel's = \$2280<sup>00</sup>. I have written a letter and will take up with the General manage on Saturday my proposition. This is for \$1800 a year + 400 of Lois = \$2200. In addition I will have all expenses paid when I'm away from Montreal, and, as they want me to do some Montreal work too I will ask for \$1<sup>00</sup> a day living allowance for staying in Montreal. I will also be allowed car-fare and full entertaining priviledges in Montreal. My figure that my "extras" should in this way, <sup>net me</sup> from \$1800<sup>00</sup> to \$400<sup>00</sup> over and above a regular \$2200<sup>00</sup>. As I am only getting \$1350<sup>00</sup> at the present time, I think this is a little more than I can squeeze out and I therefore expect to leave them on March 1<sup>st</sup>.

PLEASE ADDRESS REPLY TO.....

(see next page)

As to Insurance, ~~which~~ I am more than glad to have the assurance you gave me of your backing. I don't think I thanked you sufficiently. I think I did the right thing in taking out a "straight life" policy for \$5000. In going over the thing with you there was one point that was not correctly understood.

As an example (from memory) - after paying 1 yearly premiums of \$90<sup>00</sup> each, on giving notice to the Company, I can be insured for 13 years more for the full \$5000<sup>00</sup> with no deduction. We understood that there would be a deduction of \$90<sup>00</sup> a year which is incorrect. So that for \$630<sup>00</sup> in 7 payments or the equivalent in cash I can be insured for 20 years. ~~There~~ In a similar way I can be insured for 30 years. (I am not sure of the number of years (7) being correct.

That is one way you could insure me but I don't know that it would appeal. The second way - straight life I don't think would appeal to you either as, if I die soon you or your family would not profit, or if I die old, those who profit are pretty remote.

I think the third way, - a twenty or a thirty year endowment, or both, would be best. From the tables the chances are 10 to 1 that I will live 20 years. Therefore the chances are 10 to 1 that you will not lose the premiums you pay for me. Further, if I die within 20 years you would feel much more the guardian of my family than if I had had a ~~the~~ better chance to provide for them myself. So I think you are more interested in protecting yourself against me during the next 20 years than for any other period. Then there is the most important point (see page 3)

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3.  
viz. that the chances are also 10 to 1 that  
File No. you or your family will, at the end of 20 years, receive  
the \$5000<sup>00</sup> (say) and considering the premiums paid  
you will not have made a bad investment.

In this third way my family would get the insurance  
in case of accident to me and your family would get  
the insurance 9 chances out of 10, that is to say in the  
event of my surviving more than 20 years.

I believe I would feel less a beggar if this were  
the form of policy you decided on. I hope to hear  
from you on this subject soon.

I have got lots of deals on hand just now. One for  
the St Lawrence Bridge Co for a Compressor for the new  
Quebec Bridge will come to \$10,000 ~ \$12,000. Two for  
the Canadian Cotton \$700 ~ \$800 each, One for the  
Rendun Paper Co for \$600 ~ \$700, One for the Canadian  
Locomotive for \$7000<sup>00</sup> ~ \$8000<sup>00</sup> and lots more in the air  
not very far away.

I called on Mr Colburn who told me to go about  
and look carefully into the workings of the plants I visit  
but I have been too busy so far to take his advice.

Please give my love to Mother and thank her for her  
letter. I will write soon, perhaps today.  
Your affect son

PLEASE ADDRESS REPLY TO

W. H. Ingham

ALL AGREEMENTS, CONTRACTS, ORDERS, INSTRUCTIONS, AND OTHER DOCUMENTS BEYOND OUR CONTROL, SUBJECT TO APPROVAL BY AN OFFICER OF THE COMPANY.

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WINNIPEG, Mar. 224 Union Bank Bldg.  
ROSLAND, B.C.  
VANCOUVER, B.C. 43 Alexander St.  
CORALT, Ont.  
LETHBRIDGE, Alta., P. O. Box 1296  
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SOUTH FORCULINE, Ont., P. O. Box 88  
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Ingersoll-Rand, Ltd.  
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My dear Sir,  
I have the pleasure to acknowledge the receipt of your letter of the 10th inst. in relation to the purchase of a Rand Rock Drill for your works at Sherbrooke, Que. I am sorry to hear that the drill you ordered is not available at the present time. I have, however, arranged to have a similar drill made for you, and I will have it ready for shipment in about 10 to 12 days. I will be glad to have you call on me at my office if this will be convenient to you. I will be glad to have you call on me at my office if this will be convenient to you.

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