

# GRAND HOTEL

MELBOURNE

July 11<sup>th</sup> 1919

Dear Mother & Father

I wired you upon my arrival yesterday including a request that she would advise you its contents - being out-of-work I had to economise. My cold has now almost disappeared and I am already feeling better for my change of occupation - or rather want of one -

I think I remarked to mother that when the gentleman I travelled to Melbourne with turned up at Gray's, Port Adelaide I considered my lucky star had turned up. The gentleman in question is the manager of McPherson's bolt factory and a concern about twenty times the size of Gray's bolt factory. I considered it likely that I could secure the McPherson's agency for bolts, nuts, spikes & similar items when I first considered an effort to start on my own account

but anything <sup>2</sup> further from them I did  
not anticipate. Wetherson manufactures  
all classes of machines and machine  
tools also numerous other engines  
and other factory requisites. They  
also handle pig iron, steel ingots and  
practically cover all the engines -  
hardware lines. Well the big chance  
now is that I will represent the  
whole lot in Adelaide and Broken Hill -  
more than sufficient to make me  
confident of success and assured of  
an immediate living. What is more  
with the confidence of people like  
this I have about the best possible  
recommendation to other manufacturers  
that I am a safe and capable person  
to handle their lines. - Mr Nante ~~is~~  
(the lucky star chap) has a considerable  
interest in Wethersons in addition to  
his managerial position. I had had  
previous dealings with four other  
departmental heads of this firm and  
have always got on well with them.  
The managing Director is meeting  
all the departmental heads to-night

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to discuss the proposition and then the outcome will be referred to a Directors meeting on Monday morning and I am to be definitely by 2 P.M. on that day.

Mr Nante was good enough to communicate to me this afternoon, that after discussion in a private way with all concerned. I was assured of the sole Agency. In the meantime I have to wait contented as Mr Phersons will cover all the lines that I can handle from Victoria in Sydney I can look for agencies of a different nature. Mr Nante is quite keen that I should be appointed and has intimated to me that I will have a twelve months appointment to commence with together with a "retainer" as well as my agency commission.

This satisfactory position and the rest I am having has already made me feel a different man.

I had a splendid night sleep last night and am taking it quietly this evening.

Some times when you can call and see me in my office - does Kath want a job? 2/6 per week provided she gets my lunch and mends the nappies in the evening. She can get off in the afternoons between half past four and four thirty PM each day to do her shopping.

I have a letter from one of the departmental heads of the Broken Hill Prop<sup>ties</sup> to the manager of their Newcastle rolling mill & steel works to show me over the concern. I have now the promise of each of the Gray's for their agency this has to be ratified at a meeting when the matter of continuing, or

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otherwise with their present people  
comes up — The present agents  
have an appointment ending in  
November.

Well I think I have told you  
all that I can up to - date so  
with hopes that you are all  
well and feelin' fine

I remain  
Your loving Son

give the kids some love Eric  
too - poor dears.