

IRON CHINK MACHINE

To be rented from the Smith Cannery Machine Co., Seattle.
This machine is made in Victoria at the Victoria Machine Works, and repairs can be made there as well as for other small machines.

They will sell this machine for \$3900.00 under the following terms:-

\$1000.00 on signing contract
1000.00 " delivery
Balance December 1st, 1918.

This machine can be rented under the following terms:-

5¢ per case Royalty on pack of 30 000 cases. \$1500.00 cash on signing of contract with option to December 1st, 1918 to purchase the machine for \$3900.00, with Royalty applied on the purchase price.

They have a standard contract which they will send you regarding the rental of this machine and I would very strongly advise the getting of this machine. My reasons for giving you this advise is:-

It will save you the price of the machine in two to three years, the saving in salmon alone will be about half a fish to the case over hand labor. It will save in men; for instance, on a pack of 800 cases a day it will save you six slitters at \$2.50 a day = \$15.00 a day, and on a pack of 1600 cases it will save you about \$35.00 to \$40.00 a day in labor alone. In the fall this machine will do the work that it is impossible to get labor to do on account of the terrific cold weather in the North. Labor is getting scarce now and we would advise very strongly getting one of these machines, especially at Tallheo, where labor is very hard to get.

IRON CHINK (Continued)

The order for this machine is to be placed before
it

There is no improvements on this machine and/is in no way
different from the one we have at Namu.

There is a saving of about 60 cases on the 1000, which would
equal on 30 000 1800 cases. The average profit in District No.2
would be about \$2.00 a case. There is a further saving on this if
your Chinamen can be induced to work for 2¢ a case less.

On further information we find that the Chinese contractors
are paid the same rate whether an iron chink is installed or not.