

Mr. Le Marchant, of the Insurance firm of Irish & Maulson came in (Mrs. McMurray gave you a memo about him some time ago.)

Claims that his firm and Reed, Shaw & McNaught(?) are only insurance engineers in Canada -- that is, only firms with definite, established engineering force.

Would like to come in and survey entire insurance picture, at no charge to University, with understanding, of course, that if they point out how University can improve its insurance and/or save money, they will be considered for the business. If they made they study, you would have no commitment with them, but they would have gone to considerable expense on the gamble that they can show you a saving, and you would just about have to give them the business.

His idea is that the same methods they have applied to large factories can be applied to the University, towards getting the Underwriters' Association to reduce the rate.

Claims they do business for Simpson's stores ~~througout~~ throughout Canada. for Ford Motor Co., and a number of others.

They did handle Univ. of Montreal business -- says it was secured on friendship basis by a Frenchman in their firm -- that when the Frenchman left, they of course lost the account.

Did not give Geo. McDonald as reference -- but said that McDonald knows their firm, its reputation, etc. -- and that they have some dealing with McDonald from time to time.

I asked him what he as an insurance expert would suggest you as a new Principal should do.

He wouldn't answer, but said that what he hoped you would do, would be to turn him loose on a survey.

Told him we would tell you he had called and try to arrange for him to see you -- that we didn't know whether or not you would be interested.

Do you want to talk about this with Mr. McDonald some time?????????????????

- (1). There is probably a pretty good chance that they can show you how a few hundred dollars a year can be saved.
- (2). Survey by them might cause more of a rumpus than savings is worth.

Maybe Mr. McDonald could throw some light on the question.

Le Marchant also said that Irish, a senior partner in his firm, is well acquainted with Sir Edward.