

29: Sept: 1920.

My dear Mr. Starmer,

Many thanks for your letter and I am on the job at once as there is no time to spare so I am posting this ^{this} (Wed.) morning, and I sincerely hope you will receive it in time.

First of all the increase that Johnston asks for now over his April prices is iniquitous. A child can see through his game. He thinks he has got the Dean & Chapter in the hollow of his hand, having three of their bells at his foundry, so he is out to demand any old price now that he thinks that he can get it.

Wages have gone up certainly since April but not to that extent, and there is very little new material included in his estimate, so he cannot place much of this increase to that account.

His total estimate now stands as follows :-

	£	s	d.
The two new smaller to make ten, and fittings, framework, carriage and fixing	318	0	0
Recasting old 1, 2, 3, 4 and 6, new clappers and ironwork for the recast bells and adjusting the rest of the existing fittings. Tuning 5, 7 and 8. Including taking down, carriage and refixing	439	0	0
Nett.	757	0	0

There is no doubt Johnston was quoting very low at first in order to secure the job and now, having secured it, he wants

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wants to recoup by increasing his prices - smart business, what !

Taking Johnston's specifications as bases we could quote \$630. for the two new bells and the recasting of five bells as recommended by him, instead of his \$757. Between ourselves the \$630. is a low price but still we could do the job at that.

To go on a stage further I cannot grasp why Johnston has thought fit to omit the recasting of 5, 7 and 8, as these three bells are just as bad as any of them, as you will find if you test them.

What ought to be done would be to recast the whole lot and rehang in a new frame. That I think you will find is the obvious, when you see the job, but of course it is no use having the whole job done thoroughly if Johnston gets it !

I have not gone into detail with our specifications as it could be an exact copy of Johnston's, and would include such refixing of clock hammers as may be necessary.

It shows in this way the comparative prices better. He is also on his old dodge of reducing weights in his recasting.

I do not quite follow why he calls the present tenor 27-cwts. It cannot be more than 25 $\frac{1}{2}$, but perhaps it is reputed to be 27.

By Johnston's weights the present eight weigh

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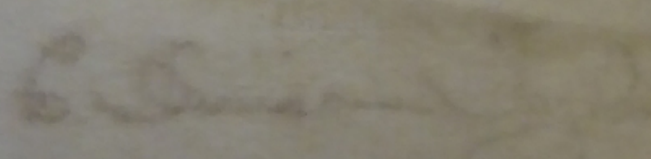
weigh 111½-cwts.

Recasting all into peal of ten same diameter tenor and slightly flatter, 25½-cwts., total 100-cwts., with new framework, fittings, taking down, fixing, &c., would be £1,450. Much more value for money than spending £750 on G. & J's scheme.

I think I have answered all but if there is anything lacking you will be able to fill it in to the best advantage, and we will abide by what you say.

Wishing you luck and awaiting further news,

Yours very sincerely,



W. W. Starmer, Esq.,
52, Warwick Park,
TUNBRIDGE WELLS.

ROCHESTER CATHEDRAL.

Two new treble to make ten.

8 = 8 = 8

111-cwt. at £15.

say

170 = 0 = 0

Fittings

16 = 0 = 0

Fraxwork

62 = 0 = 0

Carriage

3 = 0 = 0

Fixing if done at same time

20 = 0 = 0

295 = 0 = 0

Recasting present 1, 2, 3, 4 and 5

335 = 0 = 0

629 = 0 = 0

Figures above from G. & J.

8 = 8 = 8.

Est. for recasting present 1, 2, 3, 4 & 5 of eight

46-cwt. at £15.

690 = 0 = 0

Gr./By 52 " " £10.

520 = 0 = 0

Adjusting old fittings 85.

170 = 0 = 0

15 = 0 = 0

Taking down the whole peal

40 = 0 = 0

Fixing

80 = 0 = 0

Carr. to and from

45 = 0 = 0

350 = 0 = 0

Less allowance for old bells already
taken down by G. & J.

15 = 0 = 0

535 = 0 = 0

ROCHESTER CATHEDRAL.

Estimate for recasting the whole peal.
G. & J's weights as 111½-cwts., into peal
of ten, total 100-cwts. Compare Portsmouth.

£ - s - d.

Cr./By	100-cwts. at £15.	1,500	-	0	-	0
	111½ " " £10.	1,110	-	0	-	0
		<hr/>				
		390	-	0	-	0
	Framework	471	-	0	-	0
	Fittings	264	-	0	-	0
	Clearing tower	66	-	0	-	0
	Fixing	165	-	0	-	0
	Carriage	say 65	-	0	-	0
		<hr/>				
		£ 1,421	-	0	-	0
		<hr/>				