Dear Mr. Salter:

Your good letter of 13th arrived on 21st. There is some difference of nomenclature.

If I buy land, title changes to me. I can use land at my discretion. If I rent land, title remains with owner. I have exclusive use for my purposes. If I have a license, title remains with owner. I have nonexclusive use for specific purposes set out in license.

I don't want to buy, or rent land. All I want is a license to clear land as may be needed, build road, building, drains, culverts, fence; and setup poles and wires in a predetermined manner. Land may be used by owner for agriculture, running cattle, etc. This is arrangement I have here. Owner benefits from my improvements. A token fee is arranged. Such has been quite satisfactory here.

Project will need about 300 large poles 80 ft long. They should be 6-8" dia at top and 16-20" dia at bottom. They must be free of splits, cracks, bend and twist; and must not have a bell bottom. These numbers are approximate, and can be varied to suit kind of timber available. Poles must be clean barked at place of felling. I gather no such large timber is to be had on Graham Island. It probably must be imported from mainland behind Prince Rupert. I suggest Beachy make some fone inquiries,

Poles will be set ten feet into ground and be self supporting. Installation will be clean and a grace to eye. We should get out to place SE of Port Clements and dig a few holes to test the terrain, and dig a few semple holes. Here it is glacial morain. Such is a bit difficult digging. However, the sand, gravel, rock mix tamps back around pole firmly. Pole is securely fixed. Nothing slips or leans. I'll pay for digging these holes. Send some fotos and description. If too wet and soft, perhaps site below Tow Hill is more suitable.

I'm rather deaf, so do poorly on fone. Also we are ten hours ahead of Greenwish. You are eight hours behind. So we are 18 hours ahead of you. I don't have FAK handy, but will include it in my next letter. What is your FAX number?

When approval of name is received, I'll leave the next move up to you. Thanks for past assistance. I look forward to a long and interesting friendship. I am

Sincerely yours,
Grote Pohan