

Mr. Marvin B. Dickau,
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Tuesday, May 30th, 1995.

Dear Mr. Dickau,

Pump Specialists / Mechanical Engineers.

I acknowledge receipt of your letter dated May 24th, which arrived yesterday, and would comment as follows:-

1. The circumstances of my application are unusual.
2. Your letter obviously crossed with my FAX of Friday May 26th requesting you to contact one of my referees.
3. With reference to the Pump Specialist / Mechanical Engineer position for which I applied, I assume that this would be for a specific project (such as a new oil refinery) and would be for a limited time (1 year?), without there necessarily being any guarantee of identical work on a subsequent project. In economic times like the present, we probably have to assume that this type of position is never permanent.

I would like to point out that there are other things which also interest me i.e. marketing the company's present range of services, researching new products and services for the company to take on, or acquiring additional lines of expertise which are expected to be useful to the company. I would be interested in doing work in one of these fields of activity when the Pump Specialist / Mechanical Engineer position ends.

If this application goes further, we should have some discussion followed by a written agreement concerning this.

4. I was recruited by SNC in England back in 1981 / 82.
What is inhibiting the company from using my services again now?

Times have changed out of all recognition since 1981 / 82. I, of course, have to take account of this, like everyone else, and this is the reason for the approach I have outlined in paragraph 3 above.

5. A recently-released report, "From Prospects to Prosperity: Human Resources in the Canadian Consulting Engineering Industry", whose production SNC-Lavalin participated in, pointed out the need for an industry-wide commitment to human resources development.

6. Please note the above, and re-consider my application for the Pump Specialist / Mechanical Engineer position.

Yours faithfully,



ROBERT T. CHISHOLM B.Sc. Hons. (Eng.), C. Eng. (UK.), H. I. Mech. E. (UK.),
Jr. Eng. (Quebec)