

Medicine Hat, Sask., invite tenders up to May 18 for the drilling of an eight inch gas well to a depth of 110 feet more or less.

A. R. Fleming, Regina, Sask., is considering the establishment of a \$10,000 brick plant in Tantallon, Sask.

The ratepayers of Moose Jaw, Sask., will be asked to vote on a by-law to raise \$35,000 for the erection of a new fire hall.

The new Canadian Pacific Railway bridge being erected over the Battle River at Hardisty, Alta., is nearing completion.

R. P. Barnes, Edmonton, Alta., invite tenders up to May 23 for the various work in connection with the erection of the new building for the Imperial Bank of Canada, at Cranbrook, Alta.

Four new bridges will be erected in Sheho District, Saskatchewan, this spring by the Provincial Government.

A telephone company is being formed at Lang, Sask., to build about forty-eight miles of pole line.

The Alberta Government will construct a telephone line between Red Deer, Edwell and Pipe Hills, Alta.

The power and light committee of Calgary, Alta., are considering the question of installing an additional engine, which will practically double the output of the civic power plant.

Messrs. Skinner & Colison, of Estevan, Sask., will install an electric light plant in Killarney, Man.

Cannell & Spencer, Edmonton, Alta., have been awarded the contract for the construction of the power house to be built in connection with the Edmonton General Hospital at \$40,000.

The West Kootenay Power & Light Co., Limited, Nelson, B.C., have suffered loss by fire.

The Victoria Brick Co., Limited, Victoria, B.C., have suffered loss by fire.

A sewerage system will be installed in Kitsilano, B.C.

The sewerage system, Chilliwack, B.C., will be extended at a cost of about \$17,000.

The sash and door factory of Messrs. Robertson & Hackett, Vancouver, B.C., was destroyed by fire April 27. Loss about \$75,000.

The Scanlon Brooks Lumber Co., of Minneapolis, Minn., are considering the erection of two large mills in British Columbia, one at Vancouver and the other at Harrison River.

The brick works of the Victoria Co., Victoria, B.C., were destroyed by fire April 26. Loss about \$10,000.

The brewery of Towgood & Bruder, Sandom, B.C., was destroyed by fire April 30. Loss about \$15,000.

The premises of the Gold House, Discovery, near Atlin, B.C., were destroyed by fire April 27. Loss about \$10,000.

The car barns of the municipal tramway, Nelson, B.C., were destroyed by fire April 27. Loss about \$15,000.

C. J. Moore will erect a sawmill at Prince Rupert, B.C.

Cuthbertson & Joseph, New Westminster, B.C., will erect a shingle mill at a cost of about \$20,000.

Wood Bros., Victoria, B.C., will erect a garage at a cost of about \$8,000.

W. J. Mable, Victoria, B.C., will erect a carriage factory at a cost of about \$12,000.

The B. F. Graham Lumber Co. will erect a mill at Esquimalt, B.C., at a cost of about \$150,000.

A new post office will be erected at Duncan, B.C.

The Mahon Block, Victoria, B.C., recently destroyed by fire, will be rebuilt immediately.

Victoria, B.C., invite tenders up to May 18 for the supply of seventy tons of pig lead to the Victoria waterworks.

J. D. McDonald & Son, Victoria, B.C., have been awarded the contract for the erection of the new main building at the Exhibition Grounds there, the contract price being \$11,875.

The British Columbia Telephone Co. will build a line from Duncan to Victoria, B.C., a distance of forty-two miles.

Victoria, B.C., invite tenders up to May 26 for the supply of certain gate valves for the waterworks.

W. W. Forrester, New Westminster, B.C., has been awarded the contract for the proposed extension to the car shop of the B.C. Electric Railway Co.

F. Page, New Westminster, B.C., is considering the erection of a pulp mill, and E. Martin the establishment of a brick and tile works at New Westminster, B.C.

The Lilloet Lumber Co., Port Haney, B.C., have recently changed hands, and will hereafter be known as the Holden & Proctor Co., with head office in Vancouver, B.C.

The Patrick mill near Nelson, B.C., is being considerably improved, and will increase the capacity of the plant.

The North American Land & Lumber Co., of Dubuque, Iowa, who have been operating the Cedar Valley mill at Fernie, B.C., will greatly enlarge their plant.

Sheffield Tool Steel in Canada.

An Interview with a Canadian Agent.

"If British manufacturers in other lines studied the Canadian market as carefully as the Sheffield tool steel manufacturers have done, they would be getting a bigger share of Canadian business than they are now obtaining," said John L. Richardson, Bay Street, Toronto, to THE CANADIAN MANUFACTURER a few days ago.

"It is less than two years since I started to represent Wm. Atkins & Co., Sheffield, Eng., manufacturers of the famous 'Waco' high speed bars and twist drills, etc. When I started, this firm were not well known in Canada, though they had won a world-wide reputation and had selling depots in nearly every country in the world.

"Being unknown here, their lines did not sell readily at first, but soon tests of our steel were made and gradually a strong demand has been built up, especially with the largest buyers.

"This has not been due merely to aggressive selling. The steel business is peculiar in that nearly every buyer needs a different quality and temper of steel. The needs of each individual buyer must be studied till

they are thoroughly understood, then constant care must be exercised to see that these needs are met in every order filled.

"In all this we have had the utmost support from our principals. As they are manufacturers of practically all kinds of steel such as the Canadian market needs, they have enabled us to carry in our Toronto warehouse one of the largest stocks in Canada of every kind of steel without having to pay any middleman's profits.

"The growth of our business in Canada," concluded Mr. Richardson, "has been remarkably fast. But it must be remembered that the demand for all lines in Canada is rapidly growing. If there was the same constant care of buyers' needs on the part of agents and the same readiness to meet every diversity of demand on the part of manufacturers, as has been true in our case, other British concerns could probably make an almost equally good showing."

Publications Worth Reading.

Any Manufacturer or Dealer in Supplies for this Column is invited to send Books on Business Topics for Review or Booklets, Pamphlets, etc., for Reference.

SIDE DUMP CARS—A 20-page booklet, issued by the Atlas Car & Mfg. Co., Cleveland O., giving illustrations of the various types of dump cars made by this company.

APRIL CROCKER-WHEELER BULLETIN—Devoted to Form D machines, belt type direct current motors, 50 to 275 h.p., generators 45 to 225 k.w. Form D generators are used where a plant having spare engine capacity requires additional generating capacity, and where quick installation and low cost are desirable. Form D motors are used for belt gear, or direct drive for machine tools, elevators, pumps, or any heavy machinery requiring constant or variable speed drive. The Canadian Crocker-Wheeler Co., Limited, 41 Street Railway Chambers, Montreal.

Thermit in Toronto.

The Goldschmidt Thermit Co., announce the establishment of an office and works at 103 Richmond Street West, Toronto, Canada. The new branch was opened for business May 1, and is under the management of Mr. E. C. Rutherford, of Toronto. Mr. Rutherford is a Canadian by birth, and has a wide acquaintance among the business men of the Dominion, having been for several years the manager of the Magann Air Brake Co. and the Canadian Brake and Supply Co. A complete stock of Thermit and appliances will at all times be carried at Toronto, and the branch organization will be in a position to execute promptly the welding of heavy sections, such as stern posts of steamships, crank shafts, etc., and other broken sections. A fully equipped repair shop will be in operation for the repair of steel castings up to one thousand pounds in weight.

The Standard Gauge Mfg. Co., of Springfield, N.Y., makers of indicating gauges, have moved their New York branch from Broadway to Room 1770 Hudson Terminal Buildings. The Western branch of the company is located in the Monro Block Building, Chicago, Ill.