

LAWSON PURDY.

In Mr. Lawson Purdy's appointment to the new office of General Director of the New York Charity Organization Society, the administration of New York lost one of its ablest servants, he having been for eleven years President of the Tax Board, but the larger public will gain a valuable asset. For many years Mr. Purdy has taken a keen interest in civic matters and his services as a speaker has been in great demand at many municipal conventions. As President he presided at the Detroit meeting of the National Municipal League, when quite a number of Can-

adian delegates had an opportunity of meeting him.

The New York Globe, in referring to Mr. Purdy's retirement from the office of President of the Tax Board, says:

"The nanouncement that Lawson Purdy, until Jan. 1 president of the Tax Board, has been elected director of the Charity Organization Society furnishes basis for two reflections—one disheartening and the other heartening.

The mere fact that Mr. Purdy, admitted to be, in regard to tax and assessment problems, the most competent man the city contains, is in new employment brings sadly to mind the fact that the public still suffers under the insensate policy which denies to demonstrated merit continuity of tenure. How can we expect to have the public business well done?

The other and heartening thing is that Mr. Purdy, although his expertness in tax matters made it easy for him to earn large fees as tax adviser to large taxpayers, preferred a position of small compensation, but of large opportunity for service. It is good to think New York contains such citizens, and it is not necessary to wait until obituary notes are penned before mentioning them by name."

FUTURE OF ELECTRIC POWER AND ELECTRIC HEATING OF HOUSES.

be coal—at least in our day and generation—and if instead of using this tremendous amount of power for heating purposes, which we electricians call low grade purposes, let us use it for high grade mechanical, electro-chemical and electric furnace processes, which would make this country the most important country in the world in this regard and would tend to make us the richest."

"The City of Shawinigan Falls to-day uses some 100,000 h.p. and each year exports from Canada products amounting to \$30,000,000; that is, holding the same proportion, the 2,000,000 h.p. which would be required to heat the city of Montreal would bring to this country as a favorable trade balance twenty times \$20,000,000, or \$400,000,000 per year, whereas it was shown that \$7,000,000 would have purchased the coal which this tremendous amount of power would have made unnecessary."

Is there any argument then in favor of electric heating when it means the sacrifice of valuable electricity, valuable in producing new chemicals, new products, in increasing the wealth of this Province seventy times the value of the electricity used as heat?"

"After the war we are going to face debt—the interest on debt—and it is only by favorable trade balance that this can be remedied."

"Let us, therefore, get together and boost for the big thing, not the selfish heating of our houses, but for the development of these water powers and the use of this power for industrial purposes to increase the wealth of this country of ours."

ADVERTISING A TOWN.

A good many Chambers of Commerce and civic organizations spend much money and effort in attracting population and capital.

BUT—

Some of them are like a business that neglects its old customers in order to get new ones.

They are, again, like the merchant who spends money on advertising and neglects his show-window which is the very best kind of advertising and which does not cost him a cent in outlay.

One opportunity that the civic organization neglects is the average traveling salesman that gets off and on every incoming and outgoing train, every day.

Every one of these men is a walking, outspoken, convincing advertisement for or against any town.

Any man, away from home, is always very grateful for any attention that will tend to make him feel at home.

He is equally strong in his resentment of any mistreatment while away from home.

A good and very inexpensive beginning for any civic organization in promoting the growth and prosperity of its town in seeing to it that every travelling man gets fair treatment, gets his money's worth in the common services of which they all partake and pay for while in town.

Every one of these traveling salesmen that comes into a town has money or influence, or both. Many of them are seeking business opportunities or know of those who are seeking them.

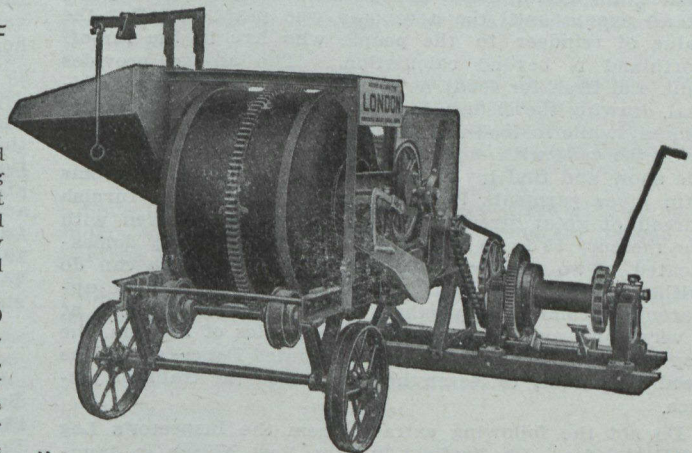
After all, our impressions of a town are from those intimate and personal services of which we partake—how we ride up from the station, what we eat and the kind of bed in which we sleep.

Listen to a group of traveling salesmen on a train, and the praise of one town or the condemnation of another is in the matter of how they are used or abused in some one, or all, of these items.

Every town, out of its swaddling clothes, should have a good hotel, just as every prosperous household should have its guest-room, and to see to this should be the first duty of a civic organization, and whether it pays directly or not should be of the smallest consideration.—The Type Metal Magazine.

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