

the lowest price accompanied by proper conditions, adequate dimensions, etc., ought to be the one chosen, it behoves the buyer to be certain that he is safe in his selection.

And the logic of this is that it will be better to have competent specifications prepared in advance than to endeavor to select a proper proposal from the grab bag collection resulting in what might be called the open door.

The matter of specifications would seem at first glance to be very simple, and perhaps it is, to those builders who understand, and have the courage to offer what they really know ought to be furnished; but the ever present grind known by the name of competition coupled with the strongly grounded idea that a contract should go to the lowest bidder, will assert itself and interfere with the fairly rational treatment of the subject. Besides this, there is a tendency amounting to a determination at times to stipulate that the builder of pumping engines must provide all sub-foundations, and foundations proper, do excavating, cut into and replace masonry, floors, walls and whatever may be changed in the course of the installation of the machinery thereby inflicting upon the maker of machinery a lot of work entirely and completely outside of his legitimate business and occupation. But I hold and am encouraged in my belief by experience, that the best course for the buyer to pursue with reference to his own interest is to exempt the engine builder from all work and responsibility outside of the machinery itself, leaving him only that which he is prepared to handle, and leave his mind free from the haunting shadow of matters foreign to his business, and which he cannot meet without a certain element of uncertainty as to cost, and the reflection of which must most surely come back to the buyer in the shape of increased price by reason of percentages added by the machinery maker to cover possible contingencies of which he cannot accurately inform himself beforehand.

In this age and day, when shop practice and management has been brought to a state of perfection which brings the price of a high class economical pumping engine down to a point justifying the use of a very high economy, a much better engine can be installed than most people would buy a few years ago. An engine in which is combined simplicity, high efficiency, and great durability and compactness—in fact a high type of engine is now used in the comparatively smaller capacities which not long ago were left to the field of low economy and low interest account.

There was a time when a pronounced contest was waged between high cost and high economy on one hand, and low cost and low economy on the other, but now the extremes are brought nearer together and finally blended into a still higher