

The Canadian Engineer

Established 1893

A Weekly Paper for Civil Engineers and Contractors

Terms of Subscription, postpaid to any address:

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|----------|------------|--------------|---------------|
| One Year | Six Months | Three Months | Single Copies |
| \$3.00 | \$1.75 | \$1.00 | 10c. |

Published every Thursday by

The Monetary Times Printing Co. of Canada, Limited

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ENGLISH FIRMS USE CANADIAN SHOP

ONE of the main stumbling blocks which English manufacturers have encountered in selling machinery in Canada has been the difficulty of supplying repair parts or rendering shop service of any kind to buyers. After a year's negotiations, arrangements have been fully completed by the Bawden Machine Co., Ltd., Toronto, with a number of representative English firms which should solve this difficulty so far as these particular firms are concerned.

By this arrangement the adequate shop facilities of the Bawden Machine Co., Ltd., are placed at the disposal of the English manufacturers. This Toronto firm will manufacture all parts of the English machinery for which they have the necessary equipment, and will also supply all possible repair parts. Those parts which cannot be produced in Canada so cheaply as they can be produced in England, or which require investment of too much capital in proportion to prospective sales, will be shipped from England. A complete stock of those repair parts which must come from England will be carried in Toronto. All parts that are manufactured in Toronto will, of course, be made in accordance with English designs and, where advisable, from English patterns.

This sort of arrangement is ideal for English manufacturers of machinery who wish to establish permanent connections in this country. Buyers to-day demand service, and the English manufacturer is in a much better position to render that service if he be supported by local shop facilities of an adequate nature, owned by the firm which is interested in the original sale of the machinery.

These agencies were arranged by A. G. Hill, sales manager of the Bawden Machine Co., Ltd., as a result of three trips to England, one about a year ago, one last summer, and the third last fall, which would indicate that the arrange-

ments have been carefully made. We understand from Mr. Hill that a sales engineering staff is being built up, and that every effort will be made to secure business for the British firms now that the exchange rates are so favorable to British sales in Canada. He states that the firms with whom he has made arrangements are particularly desirous of establishing export trade and have promised preferred deliveries to Canada.

ENGINEERING INSTITUTE'S ANNUAL MEETING

FOLLOWING is the official program of the annual meeting of the Engineering Institute of Canada, to be held next Tuesday, Wednesday and Thursday in Montreal, and of the general professional meeting of the Montreal branch of the institute, which will be held at the same time:—

Tuesday, January 27th

9.00 a.m.—Opening of registration at headquarters, 176 Mansfield St.

10.00 a.m.—Calling to order of annual meeting, appointment of scrutineers, reception of reports.

12.50 p.m.—Adjournment of business session until 2.45.

1.15 p.m.—Luncheon at Windsor Hotel for members and ladies and invited guests.

1.50 p.m.—Formal welcome and greeting.

2.00 p.m.—Address, "Modern Highway Problems," by F. W. James, assistant chief engineer, Bureau of Roads, Washington, D.C.

2.45 p.m.—Resuming of business session.

4.10 p.m.—Reception of report of scrutineers.

4.20 p.m.—Address by Col. R. W. Leonard, retiring president.

5.00 p.m.—Inauguration of R. A. Ross, incoming president.

9.00 p.m.—Reception and dance, Rose Room, Windsor Hotel.

Wednesday, January 28th

10.00 a.m.—Calling to order of professional meeting, at headquarters. "The Training of the Chemical Engineer," by Dr. R. F. Ruttan, professor of chemistry and director of the chemical laboratories, McGill University. "The Importance of Physics in Engineering Education," by Dr. A. S. Eve, Macdonald professor of physics, McGill University. Discussion by four authorities on technical education.

1.10 p.m.—Leave Windsor Hotel on special cars for Northern Electric company's works.

1.30 p.m.—Luncheon, as guests of Paul F. Sise, president of the Northern Electric Co., Ltd. At the conclusion of the luncheon, the members will be escorted in parties over the works, and will be at liberty to depart any time before the closing hour.

7.45 p.m.—Annual banquet, Rose Room, Windsor Hotel.

Thursday, January 29th

10.00 a.m.—Continuation of professional meeting at headquarters. "Quebec's Water Power Policy and the Work of the Quebec Streams Commission," by Olivier Lefebvre, chief engineer, Quebec Streams Commission. "The Operation of the Quebec Public Health Act," by Theo. J. Lafreniere, chief sanitary engineer to the Superior Board of Health, Province of Quebec. "Quebec's Highways," by Alex. Fraser, assistant chief engineer, Quebec's Department of Roads.

2.30 p.m.—"The Pulp and Paper Industry," by Ferd. van Bruyssel. "The Policy of the Air Board of Canada," by Lieut.-Col. O. M. Biggar, vice-chairman of the Air Board of Canada. "The Forests of Quebec," by G. S. Piche, chief of forest service, Quebec Lands and Forest Department.

8.30 p.m.—Smoker at the Windsor Hotel.

That the Prescott-Ottawa road will be called the Prince of Wales Highway has been officially announced by Dr. E. G. Deville, surveyor-general of the topographical surveys branch, Department of the Interior