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**Mr. LAWFORD GRANT, M.I.E.E.**

Managing Director of the Canadian British Insulated Company, who has resigned to take up a very important position with the Eugene F. Phillips Electrical Works, Montreal.

Since the granting of a preference to British Manufacturers trading in Canada, there have been a number of firms who have opened up branch offices that have done much to acquaint Canadians with the superiority of their goods. One of these, the British Insulated & Helsby Cables Limited, with a paid up capital of \$8,500,000 came to Canada in the fall of 1907, and immediately entered the field for supply and installation, under guarantee, of Electric Light and Power Cables.

Mr. Lawford Grant, C.E., upon the decision of the Directors to open a branch here, was appointed General Manager for the Dominion.

In order to meet the demands of the rapidly increasing business, in 1909 it was found necessary to form The Canadian British Insulated Company, Limited, of which he was elected President and Managing Director. This position he has filled up to the present time, and the numerous friends he has in Engineering circles and amongst others across the entire country, will be surprised to hear of his resignation. They will, however, wish him every good wish in taking up a very important position with the Eugene F. Phillips Electrical Works, Limited, in Montreal, manufacturers of Electric Wire, Trolley Wires, and other Electrical Cords and Wires, whose name bears a seal of certain quality and fair dealing.

Mr. Grant was born August 30th, 1878, and immediately after completing his education at Winchester House, Clifton, England, he was "articled" as a Civil Engineer to Arthur Powell of Bristol, a Member of the Institute of Civil Engineers. Upon the completion of his articles further experience was gained in the Civil Engineering, and it was during some important work that the British Insulated Company suggested that he join them immediately. Thus in 1901 he joined the Engineering Staff of the Company, starting with them in Dublin, and from there taking up and carrying out for them many large contracts in various Cities in the British Isles. In 1905 the Company secured a contract with the British Government for the electri-