

"The clerks wouldn't lose anything. Rather, they would gain. When a clerk is able to be productive all day he is worth more money and will get more money, because each unit of work he does will cost less money, even at the higher rate of pay. It simply means that more work will be done.

"Again, this plan will do much for the employees of the post office, which, I am told, is now somewhat short of men because of the number taken by the draft. It will make the work of the men employed at the post office steadier, thus relieving them from extraordinary efforts during the hours of the 'peak load,' and probably doing away, in a considerable measure, with some of the present length of their working day."

Application of the facts made by Mr. Insull can, of course, be made to any manufacturing and jobbing center, and they are commended by the ELECTRICAL REVIEW to its readers.

Reorganizing the Contractors and Dealers

AN important branch of the electrical industry is entering an epochal period, in which its organization, methods of conducting business, and its relations with other branches of the industry are to undergo a revolutionary change. By the unanimous adoption of the new constitution at its New Orleans convention last week, the National Electrical Contractors' Association has shown its hearty approval of what has come to be known as the Goodwin Plan of greatly broadening the scope of activities and influence of the association. Its ratification by requisite number of state associations of electrical contractors is also assured, so that for all practical purposes it may be said to be in full effect.

In a nutshell the Goodwin Plan provides for reorganization of the National Electrical Contractors' Association on a much larger scale, so as to be a more representative body of all the electrical contractors and electrical retail dealers of the country; it provides for local, district, state and divisional sections and meetings, so that the educational and other benefits of the entire organization may be brought directly and personally to even its most humble member; it provides, moreover, for earnest co-operation with manufacturers, jobbers, central stations, architects, engineers and other interests with which the contractor and dealer comes into contact. In other words, it is a far-reaching plan of organization that should solve the difficulties this branch of the industry has had to meet and put it on a firm and sound business basis.

What the electrical contractors and dealers think of this plan and of its father was shown by the ovation that was given to Mr. Goodwin at the New Orleans meeting last week. The report of the convention and Mr. Goodwin's splendid address are

given *in extenso* on other pages of this issue. Noteworthy features of the address, which constituted the climax of the meeting, are its breadth of vision and searching analysis of the industry to get at the fundamental causes for its many ills. Especially unique is Mr. Goodwin's comparison of scientific merchandising to a Wheatstone bridge that must be kept in balance to achieve the results desired. His clear portrayal of the industry's ills and his frank discussion thereof are bound to open the eyes of many and lead to wholesome reforms. On the Pacific Coast, where many of Mr. Goodwin's ideas have already been put into effect, they are working out to mutual advantage of all concerned. It is to be hoped that equally good and much more far-reaching results will accrue from the general adoption of these ideas throughout the country.

Effective Fuel Conservation

A MOST tangible object lesson in the saving of coal and fuel oil is given by the Chicago, Milwaukee & St. Paul Railroad in the operation of two of its divisions in Montana. This refers to the electrification of those divisions, the disuse of steam locomotives and the moving of all trains by electric power produced at hydroelectric plants. One of these, the Rocky Mountain division, which previously used coal-burning engines, would have required 200,000 tons of coal in moving the last year's traffic; the other division, known as the Missoula, on which oil-burning engines had been used, would have consumed 425,000 barrels of fuel oil for the last year's traffic. Within the next ten months, the Cascade Mountain division of this road, now being electrified, will cease to use steam power. That part will extend from Tacoma and Seattle eastward to the eastern slope of the Cascade range. This third division of electrified road will mean the further conservation of the 375,000 barrels of fuel oil per year now required in its operation.

Thus, the conservation of 200,000 tons of coal and 800,000 barrels of oil per annum in the operation of about 725 miles of railway makes a considerable impression in the fuel-supply problem. It is 18 per cent. of the fuel saving effected by the reduction of passenger train service on all the railroads of the United States for the year. The reduction referred to has been made for war economy and has resulted in cutting out 16,267,028 train-miles of service and the saving of 1,120,000 tons of coal previously consumed in this excess train service.

Even though electrical energy for train service were supplied from steam-electric plants, in localities where water power is not available, the net result would be an important conservation of fuel supplies. In the face of all facts that may be brought to bear in favor of water-power development to produce electrical energy, why should any legal barriers remain to discourage and retard it?