

brought in \$5, would that warrant you in dropping the meter rent?

Mr. Anderson : As soon as his account runs to \$5 he would pay no rent for the meter. I do not care how many lights he had, as soon as his account ran to \$5 per month, I would charge him no meter rent. However, I believe the practice with a great many companies is that they charge on all accounts. In Detroit I find that the custom prevails very much as I speak of. I have followed them very closely, because their rates are similar to ours, and we can always meet the consumer in Windsor by stating that our rates are just as low as they are in Detroit, and that practically cuts off any complaints that we may have. In Windsor we use the Schallenberger meter largely. We charge a cent and one-half per ampere hour, with a discount of from 5 to 33 $\frac{1}{3}$ per cent.

J. J. Wright : You can afford to throw off the meter rent at that.

Mr. Anderson : I do not claim we can do as cheap lighting as Mr. Wright can in Toronto, or Mr. Hunt in London, but still we are not out for doing business for nothing.

Mr. Leyden : I think the proper business principle of running an electric light station is to make every department, if possible, pay for itself. A proper system of accounting should have a separate department for operating and maintenance of meters, and it is possible to make that department self-supporting. For that reason I think it is only fair and right that the customer should pay the rental of that meter, and I think that \$3 a year is a very small rental; I hardly believe it will reimburse the station manager for the expense of buying and maintaining that meter. What we usually do here is to fix a meter rental of about 20 per cent. of the cost of the meter for each year, whether it is a small or large meter. Lighting meters usually run about the same price; there is not a great deal of difference between a ten ampere meter and a large meter.

Mr. Hart : On what basis do you arrive at 20 per cent., charged to the customer on the meter as a rental?

Mr. Leyden : I always figure that you have to get about six per cent. return for the money invested, then the depreciation of that meter is easily eight or ten per cent., that makes 16 per cent; then for inspection and any incidental charges, 4 per cent. is a very small allowance, so that 20 per cent. will hardly pay you.

A. A. Wright : Our custom is where we put in meters from 7 $\frac{1}{2}$ to 10 amperes, we always charge 25 cents a month rental; and as the last speaker says, I believe every department should maintain itself. When you take into consideration the facts that you have to have a room to clean those meters; have to have a man to go around and clean them and look after them; and when you consider also that fire occurs frequently and you lose one or two meters a year, and when you pay for inspection and one thing and another to keep things in order, I don't believe \$3 a year is more than a good christian man can stand.

Mr. Leonard : I would like to call the attention of the convention to one matter which slipped through yesterday without creating any discussion, that was this matter mentioned by Mr. Browne in regard to a day load for lighting stations; he proposed an idea which it seems to me is a good one. The idea is this, to help out your day load and even up the curve and reduce the peak in comparison with the other parts of your load, by getting on customers that use power during the day at hours when you have no use for it for lighting. We have made a contract with the Royal Electric Company covering the use of 3,000 h.p. for power purposes, whereby we use the power only during such hours as it would not ordinarily be required for lighting; we have a perfect right to use the power any time during the summer up to seven o'clock in the evening. In the winter months we are obliged to shut down our power at four o'clock, which accommodates the lighting station to such an extent that they can utilize the same apparatus, the same lines and general equipment for power purposes, and then utilize it again in the evening for lighting purposes. I don't think our

case is any different from the case of many others, and if our users had this thing presented to them in the proper light, I believe that a large amount of business could be obtained by local lighting companies in this way. It is a fact, I think generally recognised, that there is very little work done in a shop after the lights are lit; the quality of the work is inferior. I think we notice that in connection with cotton mills particularly. I am referring in this case to 3,000 h.p. in connection with the Dominion Cotton Mills Company of Montreal. Now, small manufacturers and such institutions as that would regulate their hours of work so as to enable them to use this cheap power, which, perhaps, they could not afford to use at the higher price they have to pay for it if they use it when it would be required for lighting. Lighting companies, on the other hand, can afford to let power under those conditions very much cheaper, because the same generating capacity and station equipment, as well as the lines, are utilized so as to make a double earning capacity. I would like to hear other opinions in regard to this, and create a little discussion on the subject.

Mr. Leyden : In connection with Mr. Leonard's remarks, I might say we have made quite a number of contracts here for power on the basis of which he speaks—that is, during certain months in the year, from the 1st of October to the middle of March; the customer agrees not to use power after half past four or five o'clock. Here we are a little differently situated to what they are in Montreal, in that the city time is about half an hour beyond the standard time; that is, the sun goes down here twenty odd minutes later than it does in Montreal, so that we carry our contracts about half an hour further on than they do in Montreal; but I find comparatively very little difficulty in persuading manufacturers to accept this method of buying power, because, in the first place, there are a great many manufacturers that shut down during the winter for a couple of weeks to take stock, and nearly all the manufacturers are running comparatively light during those months. The manufacturers here in town are largely iron manufacturers, and it happens, fortunately for us, that their light season is in the winter. While a great many have objected strenuously to the idea when it was first broached to them, when you have explained to them all the workings of the thing and the advantage on both sides, and the advantages of a cheaper rate for power, because you can make a very marked difference in your rate for power, taking all the advantages into consideration, it is not a very difficult matter to get them around to your way of thinking. We have made quite a number of contracts on that basis.

Mr. Dion : May I ask Mr. Leyden how he controls that. Have you separate circuits for them?

Mr. Leyden : We have to trust to their shutting down at the time the contract calls for. We have a strongly worded contract; if they use it beyond the contract we have the privilege of charging an extra price for what they use.

Mr. Gossler : In reply to the inquiry of Mr. Dion, I might say we have quite a number of contracts that apply to power users after four o'clock, and relying upon their honesty, it is comparatively an easy matter to determine when they do or do not use it, because we know the circuits they are on. This matter of using power before four o'clock, I presume, has been carried out a little further in Montreal than in any other town in Canada, at least, to my knowledge. And I may say that last winter, at the time of our very heaviest lighting load, our day load represented about 75 per cent. of the very highest peak load that we had at first. I think that was rather extraordinary, at least from the records I have been able to obtain, and at present our day peak load is very considerably beyond the peak load at night.

Mr. Noxon : I would like to ask these gentlemen who have had experience with the day load whether they have many requests from parties using power for running extra time, or an amendment to the arrangement to allow them to use it after four o'clock, which would materially affect the business of lighting? Because I infer that many manufacturers having made that arrangement would, at certain seasons of the year,