

H. WARD LEONARD & CO.

Mr. H. WARD LEONARD, the general manager of the light and power department and also of the intelligence department of the Edison General Electric Company, resigned upon August 2 in order to start an independent electrical machine business under the above title. The new concern will be an incorporated company under the laws of the State of New Jersey. Mr. Leonard will take with him several well tried assistants who have been associated with him in the past, some of them as far back as 1885. Among those who will thus be connected with the company are Mr. A. St. C. Vance, Mr. F. H. Harrison, Mr. C. H. Bloomer and Mr. August Manning.

The company will operate specially in a field which is full of promise for the future, and is at present inadequately occupied, namely, the transmission of power by electricity, and the application of electric motors to the operation of special machinery, such as is not at present operated by electric motors, or whose operation is subject to improvement by careful attention to the requirements of the case.

Mr. Leonard's experience since 1883, when he became a member of Mr. Edison's first electrical engineering staff, has brought him into contact with every branch of electric light and power work. He has held positions from the lowest to the highest in the exploiting parts of the business, as well as in the constructing and in the operating of every kind of electric light and power plants, and it is not therefore altogether surprising that he should feel willing to resign his office with the Edison Company to take up a line of work which promises so well for one having such an exceptional experience as he has been fortunate enough to have.

H. Ward Leonard & Co. will have one important feature of their business which will be entirely unique, namely, an Electrical Intelligence Department. To any isolated plant the company offers at a very moderate subscription price (\$5 a year) the privilege of corresponding upon any electrical subject of practical interest, and thus an isolated plant will be able to secure expert information as to its own plant and the best methods of operating it, and about any new electrical apparatus, or methods and the principles underlying various devices, and the prices thereof. For central station companies, whose queries would go further into steam engineering and methods of distribution and also would cover business questions as to relations with consumers, systems of accounts, etc., the annual subscription charge for this electrical intelligence will be \$50.

This scheme strikes us as an excellent one, and we have no doubt that any plant will get several times the value of the subscription price by placing before this company the matters upon which it desires information, data and statistics. As Mr. Leonard created and developed the Intelligence Department of the Edison General Electric Company, he has had the broadest possible experience in this line, since information of every character issued to those in the Edison Company has been issued by the Intelligence Department of that company. In case the expert judgment of the company be desired as to the comparative merit of various competing apparatus or methods, such expert judgment will be given by special arrangement, although the company prefers to merely supply full information under the subscription arrangement and allows the purchaser to form his own conclusions.

H. Ward Leonard & Co. will do no manufacturing, and will do no supply business, neither will they under any circumstances act as the selling agents of any concern, directly or indirectly. They will, however, act for the purchaser, either as consulting engineers, supervising engineers, inspectors or purchasing agents. When acting this way they will make the following charges, based upon the contract price:

For making preliminary plans, designs, distributions and estimates, 1 per cent.; making final plans and specifications, 1 per cent.; drawing and executing contract on the behalf of the purchaser, 1 per cent.; supervising an installation made by another contractor, 3 per cent.; inspecting and reporting on the work of another contractor, 1 per cent.; acting on the behalf of the purchaser in making the settlement with another contractor, 1 per cent.; acting as the agent of the purchaser, from the beginning to the final settlement of a contract, including the making of estimate plan, termination, specification, contract, supervising the installation, final inspection and report, and final settlement, 5 per cent.

It will be seen from the complete schedule, given above that the purchaser will be able to obtain the services of this company for any portion of the work, and under terms which are so reasonable that there can be no question in the minds of those familiar with the subject that any purchaser contemplating the installation of an electric plant would not only save a great deal of his own time and be spared a great deal of annoyance, but would actually effect a very material saving in retaining the services of a concern such as this to represent the interest of the purchaser.

The various fan companies will also, no doubt, welcome the advent in the electrical field of an electrical engineering concern of this order, whose experience and ability is undoubted, and who are free from prejudice and have no affiliations of any kind with any of the various electrical concerns. Any parent electrical company can confidently refer a prospective purchaser to such a concern as this, with confidence that any opinions given by it to the purchaser will be based on the honest judgment of a firm thoroughly competent to judge any practical electrical question.

H. Ward Leonard & Co. will make a specialty of the transmission of power and the application of electric motors to such uses as necessitate the application of a wide experience in both mechanical and electrical engineering. Such applications of electric motors as met with in elevators, pumps, hoists, mine tramways, printing presses, etc., are those which this company feels itself especially qualified to undertake under guarantee of perfectly satisfactory results.

A by-law has been carried authorizing the expenditure of \$75,000 upon the construction of an electric railway from Port Arthur to the boundary of Fort William.

The Street Railway Committee of the Toronto Junction council has recommended the acceptance of the offer of the city and suburban electric street railway, and to grant the company the right of way and franchise over the streets of the town.



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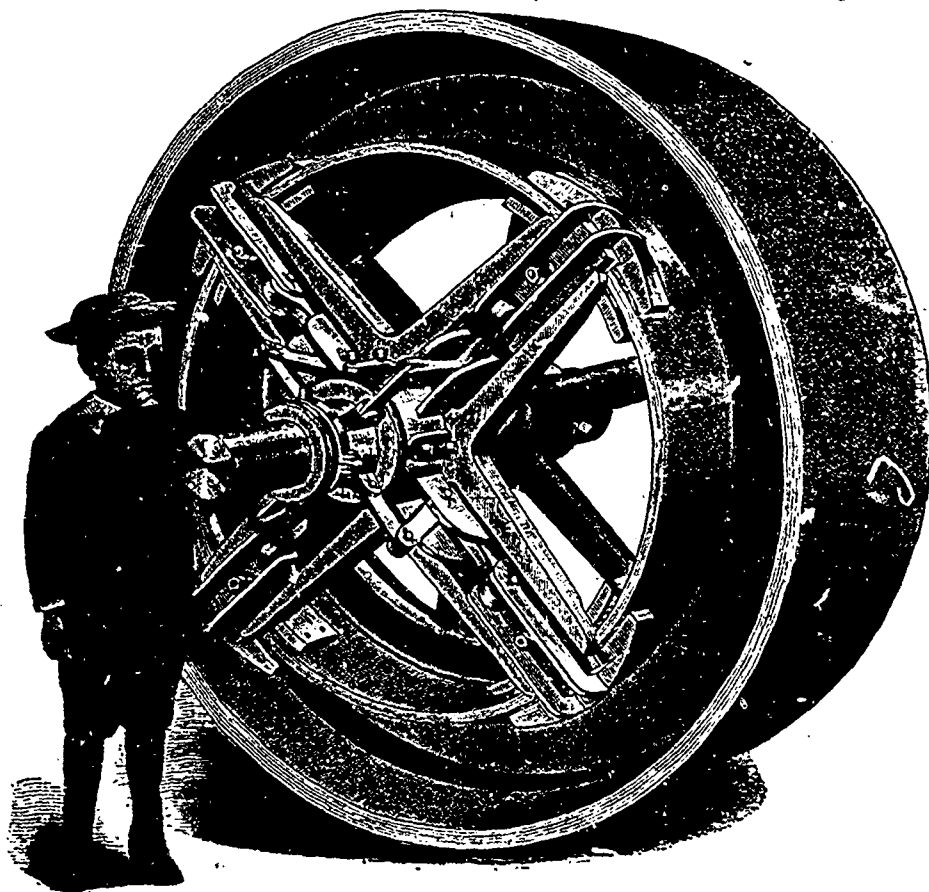
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