

Now to come back to the question as to whether the Tungsten lamp is ahead of the Nernst lamp. Place an order for Tungsten, one for a Cooper Hewitt and one for a Nernst, and you will see which you will get first.

Now that brings me up to a point which is worthy of consideration. Supposing some of you gentlemen had some large lighting proposition under consideration. The Westinghouse Co. would no doubt send a representative to you and tell you all about the Nernst lamp. Some other gentleman would come along and tell you all about the good qualities of another lamp. You have every reason for good faith in these companies and you believe what their representatives say is so. Now it may be a question whether the Tantalum or Tungsten or Nernst lamp is best. You consider it a hard matter to decide, as you may find in a couple of years there may be another light out which will beat what you decide upon now is the best. Now we will take the Marshall Field proposition for instance. They tested the different lamps and finally decided that they could save enough money on the investment in a certain time to allow them to throw out the other lamps they had and put in the Nernst, even with Tungsten and others in sight. I say this entirely without any reference to business. You must make these people who come to you and talk a high efficiency proposition, show you the goods. The best way is to hold them down to a point. When it comes to maintenance, put it right up to them and say, "I take your word for what it is going to cost. Now, will you do it at some fixed figure?" When a man comes along and tells you that a certain lamp will burn 2,000 hours, you must remember that that gentleman is not in business for his health.

Mr. H. G. Fletcher,—Recently we have been hearing something about tests on different lamps at the market buildings. I believe there were three different lamps on test; the flaming arc lamp, Nernst and Standard enclosed arc lamp. I believe the flaming arc lamp was installed.

Mr. Fleming,—I do not mind stating here, but of course would not have stated there, that there was a place where the Nernst lamp was not the best thing. I think they did the proper thing in installing the flaming arc lamp. The Nernst lamp is not as efficient as the flaming arc lamp, for that particular place.

Mr. Bly,—The Helion lamp was exhibited at the Exhibition. Perhaps some of you have seen it. We were told at the time that there was to be a factory started up in a short time. No doubt some of you took stock in it and know something about it.