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Correspondence is invited upon all topics legitimately coming within the scope of this journal.

The "Canadian Electrical News" has been appointed the official paper of the Canadian Electrical Association.

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Short-Sighted Methods.

FROM information to hand, we are of the opinion that the movement in favor of municipal control of electric lighting is being advanced by the unpopular methods of some of the private lighting companies. In quite a number of instances these companies have not pursued a business policy calculated to satisfy their customers and enable them to retain their business. They have acted on the principle, and, in fact, have in some instances been foolish enough to assert, that the customers must take light under whatever conditions and terms the company might see fit to impose. Such companies have not attempted to keep their plant in an up-to-date condition, but have endeavored to run their business with as little outlay for apparatus and operating expenses as possible. As might easily have been foreseen, the result of this line of policy has been forfeit of the sympathy and goodwill of the consumers on whom the success of the business must depend, and the dissatisfaction thus engendered has, in many instances, taken the form of active opposition and advocacy of municipal control. Electric lighting companies must recognize the fact that they are in identically the same position as the proprietors of stores and other enterprises which depend for their success on the extent to which they cater to public requirements, and they must not seek to avoid any reasonable amount of trouble to give satisfactory service to their customers. Their object should be to please by every means the persons from whom their business derives its revenue. It will be found to be good policy for the manager of the company to frequently drop in on his customers and learn whether they have any complaints to make regarding the character of the service.

Specifications for Electric Plants.

At the present time, when several municipalities are considering the advisability of installing electric light plants, the question of having proper specifications on which to tender is one of much importance to manufacturers of electrical apparatus. It is, of course, preferable to have specifications prepared by a competent and unbiased electrical engineer, in order that all tenderers may be placed on the same footing, and that the municipality may obtain the best apparatus for the money invested. But where such an engineer is not employed, it becomes the duty of the official deputed to draw up the specifications to obtain as much information as possible on the subject. As our readers know, the city of London, Ont., recently invited tenders for an arc plant, upon specifications prepared by the city engineer. Exception was taken to these specifications by at least one company, on the ground that they were such as to exclude some manufacturers of electrical apparatus from tendering. While in some respects the specifications could have been amended with advantage, we are of the opinion that on the whole they gave quite general satisfaction, as will be seen by reference to a number of letters from interested persons, printed elsewhere in this issue. These letters will, we believe, serve a useful purpose, inasmuch as they show the prevailing opinion with regard to the conditions which should be embodied in specifications of this character. It is regarded as a mistake, so far as the purchaser is concerned, to place such restrictions on tenderers as will shut out good apparatus and limit the field for competition. A greater error is to specify a certain make of apparatus, thus permitting the manufacturer of same to fix his own