

MONTREAL

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THAT something is "in the wind" between the Royal Electric Company, Chambly Electric and Manufacturing Company, and the Montreal Street Railway Company, can be fairly taken for granted if there is any truth whatever in the many rumors around town. Some of these rumors have been denied in part, but only to crop up again in some other form and somehow refuse to be completely drowned. Names of prominent shareholders connected in the past with one concern are suddenly brought forward as acquiring stock now in one of the others. Some of the reports no doubt originate in the brains of our St. Francois Xavier street stock-brokers, who seem to delight in playing a sort of battle-dove and shuttle-cock game over Royal Electric and Montreal Street Railway stock, but if the latest report given on excellent authority be true, that the Chambly Company intend building a dam further up the river from their present one, then the statements of local members of the electrical fraternity bear the stamp of possibility, viz: It is stated that the Montreal Street Railway directors have been watching closely the development of both the Lachine and Chambly water powers with a view to utilizing at least a portion of one or the other company's output. They saw that the Lachine Company had considerable ice troubles their first winter, and also that the Chambly Company, who had this experience to profit by, did not entirely succeed in freeing themselves from ice troubles when they ran through their first winter. The Montreal Street Railway have also no doubt seen that the Lachine Company have run through their second winter without a hitch from ice trouble, and can see the precautions being taken by the Chambly Company to prevent any trouble whatever arising from this source again, as well as the projected works for increased power. Under the circumstances it is highly possible that they should wish to make use of this cheaper method of producing power, and have now sufficient confidence in the scheme to warrant their allying themselves, naturally to the company with whom they are most intimately connected, i.e., Chambly Electric and Manufacturing Company and Royal Electric Company. As to these two companies themselves, as one cannot live without the other, it would surprise no one if they amalgamated, in fact, it is almost a foregone conclusion. That the Montreal Street Railway, however, intend closing down their present steam power house in the near future is, as Kipling says, "another story."

ELECTRICAL SUPPLY HOUSES.

It is not so many years ago that the well-known firm of Munderloh & Company went into the electrical supply business. Formerly the firm handled glassware and a choice line of dry goods specialties. They also acted as agents for the Hansa line of steamships, and their late senior partner was the respected consul of the German Empire. This firm, however, noting the strides electricity was commencing to make, a few years ago decided to try and take a hand in the game—and with astonishing success. First, their action was a wise one, namely, to secure some person capable of handling this new branch of their business who fully understood it, and their happy choice fell on Mr. John A. Burns, who is a Montreal boy and a McGill graduate, having passed with honors and a degree of B.A. Sc. One of their first and best agencies is probably that of the General Electric Company, of Berlin ("Allgemeine Elektrizitäts Gesellschaft"), whose products, notably the A. E. G. well known incandescent lamp, they still continue to handle. Mr. Burns soon perceived that if he wished to avoid the formerly slurring expression "made in Germany," that he must educate his German manufacturers to produce the shape, style, etc., best suited to this market. It is a well known fact that the German workman can imitate almost anything, if given the opportunity and the price to do so. In this case the opportunity was given and the directions furnished to make a first-class high-priced (i.e., for Germany) article. The success of the scheme is evident, for although formerly the A. E. G. Company sold an enormous quantity of lamps in Europe, the shape, base, style, etc., did not take here, but after the "coaching" they received the result is that their American pattern lamp has a large sale, not only in Canada but in the neighboring republic. Mr. Burns has also succeeded in importing a two-wire porcelain cleat made according to specification, which surpasses

in appearance any cleat produced in this market or in the United States. Messrs. Munderloh & Company also carry a full line of annunciators, electric light shades, cut-outs, batteries, switches, etc., from prominent United States centres, and have just lately started a manufacturing department for fixtures, brackets, and the like. The designs are mostly the work of Mr. Burns, who is a "worker," and spares neither trouble nor time to push forward his department. To use the words of one who knows a fixture—"their excellent finish and perfection in lacquering, combined with solid mechanical work, would put to shame some large Canadian houses who have been longer in the business and who make more pretence at fixture-making." It is understood a catalogue is in course of compilation. As Messrs. Munderloh & Company stick to their own legitimate business and do no contract work, they have on their books a large number of contractors' names in Montreal and throughout Canada.

Many years ago, when incandescent lamps were more of a novelty than they are to-day, and when their "novel" price was kept up by those "in the ring," a gentleman of electrical aspirations, who will be nameless (as it will suffice to say that he never became friendly with any of the electrical fraternity, was more famed for his "avoirdupois" than for celerity, and has somehow been lost track of in the grand race for prominence in matters electrical,) got hold of an Austrian or Hungarian lamp agency. Seeing, evidently, that he could not "work" it alone, he sought for some one of more ability, and luckily happened to hit on John Forman, now of electrical supply fame in Montreal. Mr. Forman, with his natural shrewdness, it is said, declined the assistance (?), but offered good money for it to run alone, which history says was accepted. We here lose track of the electrical aspirant (sic) and turn to John Forman. So far as we are aware this was Mr. Forman's first venture in the electrical field. He was then, if memory serves aright, occupying chambers in the Chesterfield building on St. Alexis street. Seeing the possibilities before him, Mr. Forman took up other agencies, such as the Ediswan Company, and Crompton & Company, of London, Eng. He then opened with a well selected stock on Craig street, about number 650, moving some months later to the old stand of T. W. Ness at 644 Craig street. Here Mr. Forman, seeing the delays unavoidable with English agencies, turned his eyes to the United States also, and added many valuable lines to his already growing list. Just a few months ago Mr. Forman moved his business into the elegant building further west on Craig street, vis a vis to Alexander street, where he has a general electrical supply stock that would be hard to beat. Motors, push-buttons, switches, batteries, wire, bells, etc., are to be seen on the premises. When the Canadian Bryant Company wound up their business in Montreal, their stock, assembled and unassembled, was purchased by Mr. Forman, who continues to supply their well known types of cut-outs, sockets, rosettes, etc. Among Mr. Forman's latest acquisitions in the way of agencies may be mentioned those of the Gordon (formerly Gordon-Burnham) batteries, and the Lawrence (as Fixture Company's electroliers, brackets, ceiling pieces, etc. For this latter agency he has, at considerable expense, fitted up a special show-room, handsomely and tastefully decorated. The colors of the decorations have been well chosen so as to make a telling effect on the fixtures, which in themselves are certainly choice and of late design. It is said that the total equipment of fixtures and brackets for the residential flats built by Mr. M. S. Foley on Dominion Square, have been furnished by Mr. Forman. From the foregoing it will be seen that any buyer will be well rewarded by paying Mr. Forman's establishment a call, and he will have to ask for something rather out of the ordinary if it cannot be shown him there.

Mr. R. E. T. Pringle, son of the well known hydraulic engineer, Mr. Thos. Pringle, and now possessor of one of the largest electrical supply houses in the Dominion, is well versed in electrical industries, having at one time occupied the post of superintendent in the factory of the Royal Electric Company. His establishment, which lately comprised two stores, one on St. James street and one on Craig street, has been now gathered together into the Craig street premises, which were much the larger of the two. This consolidation is appreciated by customers and gave Mr. Pringle an opportunity to put in, as he has done, a well selected and exceedingly varied stock—English goods, such as decorated push buttons, counterweights, etc., and American goods such as Patrick, Carter & Co.'s annunciators, Western Electric Co.'s lines, etc. In the Canadian goods, Mr. Pringle handles all the Packard specialties, such as transformers, lamps, and meters, and last but not least, the C. P. specialties. The trade mark