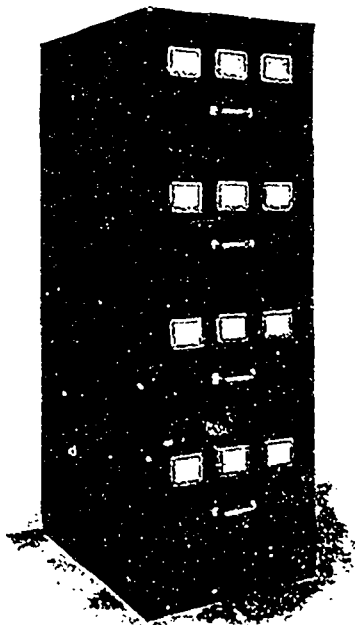


**JOHNSTON AND SUMMERS,
Real Estate and Insurance.**

One of the most successful businesses in Pembroke is that of Johnston and Summers, Real Estate and Insurance Brokers. The business was founded some forty years ago by Mr. D. C. Chamberlain, but for the past twenty years Mr. Andrew Johnston has been identified with it and it is entirely due to his careful management that the business is such a substantial one today. The name "Johnston and Summers" was adopted some few years ago, when Mr. Johnston took as a partner Mr. J. Rowan Summers. Since Mr. Summers' death, however, the business has been conducted solely by Mr. Johnston. Besides handling insurance of every description, the firm deals largely in real estate, is Pembroke agent for the Dominion Express Company, Town Ticket Agent for the Canadian Pacific Railway Company, agent for steamship tickets, and conducts the C.P.R. telegraph office. The interior fittings of the Johnston and Summers office are very attractive, while it is one of the most completely and modernly equipped offices in the town.

THE STEEL EQUIPMENT COMPANY, LIMITED.

The Steel Equipment Company of Canada, whose immense factory with 40,000 square feet of floor space, is located in Pembroke, is one of the industries of which the residents of that town have real reason to be proud. It is one of the town's most recent acquisitions in the industrial line, but the splendid effects of its locating there, employing as it does such an immense staff, have long before this been felt by the business men and residents of the town in



general. Its factory, a huge building of concrete construction, is situated in the west end of the town and is equipped with every appliance to insure the turning out of the very best work. The product of the factory is steel office equipment, which includes filing cabinets, steel fur-

niture, steel shelving, vault fittings, and dozens of other articles which are too numerous to mention. Steel Equipment is recognized as the most satisfactory of office equipment and that turned out by the Steel Equipment Company



at Pembroke is of the very finest grade. The office of the Company is in the Union Bank Building, Ottawa.

THE PEMBROKE ELECTRIC LIGHT CO., LIMITED.

The Pembroke Electric Light Company, Limited, is one of the best paying concerns in the town. The power of the Company is generated at Black River, some fourteen miles from Pembroke, where a splendid plant is located, which now develops 1500 H.P. 10,000 H.P. is available, however, so that power for the town, even when it becomes a large city, is assured. One of Pembroke's chief boasts is that any quantity of power can be procured at the cheapest rate in Canada, \$12 per H.P. Recently the company introduced new rates for lighting which have reduced the cost to consumers about 30 per cent. The officers of the Company are: President and Managing Director, E. A. Dunlop; Secretary, Findlay Watt; Board of Directors, E. A. Dunlop, A. Miller, J. G. Forgie, J. F. Munro, and Peter White.

**DUNLOP AND COMPANY.
Hardware Merchants.**

The firm of Dunlop and Company, hardware merchants, is one of Canada's premier hardware concerns. Besides a large retail trade the firm conducts a huge wholesale business, much of which is derived from the different lumber concerns. The store is located in their own three-storey fire-proof building on Pembroke street, and is the most up-to-date and completely equipped store of its kind in Canada. The staff of the firm, including the hands in all departments, consists of fifty-four men, all of which are experts in their respective lines. Mr. E. A. Dunlop is President of the concern and Mr. F. W. Cockburn, manager.