

THE EVENING TIMES, ST. JOHN, N. B., SATURDAY, JANUARY 22, 1910

COUNTERBLAST FROM TELEPHONE COMPANY TO BOARD OF TRADE

'Phone Directors Contend That Increased Rates
Are Justified—Their Statement is Referred to
Board of Trade Committee For Consideration—
The Company's Answer in Detail

The council of the board of trade met yesterday afternoon to consider the report which was recently presented by the board of trade's telephone committee.

At the meeting a lengthy statement from the N. B. Telephone Company in answer to the statements contained in the board of trade committee's report was presented by Howard P. Robinson.

Upon this statement being received it was decided to refer it, and further consideration of the whole matter, back to the board's committee on telephones.

The telephone company's statement is as follows:

The New Brunswick Telephone Company which is admitted by the board of trade committee appointed to consider the increase in telephone rates in this city to have been "willing to discuss the question in a friendly spirit and to furnish all the information they had in their possession" regret that the committee had not sufficiently informed themselves of the facts before making a report.

The telephone company is composed of nearly 1,000 stockholders in the province who have invested their money in the enterprise with a full knowledge that the nature of the business itself involves an element of risk, but they are not willing to conduct their business upon conditions arrived at by a committee who admit that they have not obtained any statistics later than the parliamentary report of 1905, who declare that the Central Telephone Company was taken over at too high a figure, yet admit "that the issue of capital stock of the Central Telephone Company did not receive from the attention we bestowed upon the issue of the capital stock of the New Brunswick Telephone Company prior to the merger," who offer no basis for their valuation of the St. John plant, and who, having the details of the stock issues of the New Brunswick Company before them, have overlooked evident facts, while unfortunately suggesting that there has been some improper dealing.

The committee in their report say: "We have a statement of the rentals charged in over 120 towns and cities in the United States in which competitive systems have been installed to protect the citizens from the monopoly of the Bell Telephone Company. The phones in these competitive exchanges vary in number, the largest exchange having upwards of 9,000. The rentals in every instance are a great deal less than the rentals charged in St. John before the present increase."

It appears that the committee accepted a list of telephone rates printed on pages 2428 of the Parliamentary Report, which list of the places quoted was from 1900 to 1904.

An analysis of the list printed in the Parliamentary Report shows that thirteen of the places quoted had only from 100 to 140 phones, forty-five had from 100 to 300, thirty-six had from 300 to 1,000, twenty-five had from 1,000 to 2,000, and had from 2,000 to 3,000, one had 3,700, one had 6,000, two had 7,000 and one had 9,125 phones, making a total of 122,000 phones. The other thirteen mentioned in the list are either grouped with some of those above referred to or the number of phones is omitted from the list.

Now in this list of 130 places only one system that had 9,000 phones or over in Cleveland, Ohio, which had 2,000, and exchange was established in 1900 and the testimony upon which the parliamentary report was based was given early in 1900.

The business rate of the Cleveland company as shown in the printed table of that report (and it is the same in the type-written copy filed by the committee on the board of trade) is \$48 and the rental rate \$38. Since then the rates of that company have increased to \$72 for business and \$38 for residence. St. Paul and Minneapolis also appear as having 7,000 phones at a rate of \$48 for business and \$30 for residence. Toledo, Ohio, is credited with 7,000 phones at a business rate of \$40 and a residence

rate of \$24, which has since been increased to \$32 and \$22. Louisville, Kentucky, is shown to have 6,000 phones at a business rate of \$48 and a residence rate of from \$34 to \$38. These rates have since been increased to \$66 for business and \$33 for residence. The old rate of St. John was \$40 for business and \$23.50 for residence. The new rate is \$45 for business and \$23 for residence. Yet the board of trade committee say, "The rentals in every instance are a great deal less than the rentals charged in St. John before the present increase," whereas in each of the above cases in which a comparison with the ordinary accuracy in quoting from a public document.

The following comparison of rates was submitted by the company to the committee but was not referred to in their report:

City	Population	Business Rate	Residence Rate
St. John, N. B.	20,000	45.00	30.00
Halifax, N. S.	20,000	45.00	30.00
Hamilton, Ont.	40,000	45.00	30.00
Ottawa, Ont.	40,000	45.00	30.00
Kingston, Ont.	20,000	45.00	30.00
Portland, Me.	20,000	45.00	30.00
Lawrence, Mass.	20,000	45.00	30.00
Haverhill, Mass.	20,000	45.00	30.00
New Bedford, Mass.	20,000	45.00	30.00
Fall River, Mass.	20,000	45.00	30.00

These comparisons are made with cities having approximately the same population as St. John and where the conditions are relatively similar. From them it is clear that our company has treated the public with fairness and it is acknowledged has given superior service.

When the committee visited the premises of our company, what is termed the "telephone paradox," was explained to them. This is the fact, contrary to expectation, that the business rate of the company is not increased by the rate of the cost of maintenance and operation and investment per unit, increases with the growth of business. For instance, a small exchange with 100 or 200 phones requires no attendants except those who are actually engaged in the operation of the plant. With a large exchange there are added expenses for supervision. The switchboard, too, has to be so constructed that the speech position of each position of 14 lines must be able to give connection to each subscriber with all other subscribers. This requires an intricate system of wiring, the cost of which increases enormously with each additional unit. The enlargement of the plant further calls for more mechanical equipment and supervision. We feel that this element of cost is so important that it should have been referred to in the report of the committee. The company had expressed their appreciation and acceptance of the explanation so fully given to them. Therefore with any general increase of subscribers, it becomes necessary, in order that an adequate return may be received from investment, that there should be an increase in the rate. The subscribers are not unjustly treated, but on the contrary, benefited, as he is enabled to obtain communication with an increased number of subscribers.

This condition is universally accepted by all students of telephone business, and is not susceptible of argument. It is the basis of the telephone business. This will be demonstrated by a reference to the comparative small increase in the number of phones from year to year up to the time of amalgamation. It operated in the populous and best business sections of the province and was thus able to obtain the maximum of profits at a minimum expenditure—these exchanges thus operated were not large enough to require expensive switchboards and entail heavy costs of operation. The company then also collected comparatively large amounts from the various independent exchanges operating in the province for the use of its toll lines and thus considerable revenue was derived without any corresponding expenditure on the part of the company. Herein lies the explanation of the company being better able to pay dividends before the amalgamation.

A large portion of the report is devoted to an assumed discrepancy between the evidence of Senator Thompson given before the best parliamentary committee at Ottawa and a statement given to the board of trade committee by the company.

The committee further states that there is a discrepancy between the figures given by the company and the statement of Senator Thompson as to the amount of the stock issued to the Bell Telephone Company.

There is no discrepancy. The committee has assumed that the total stock issued making up the \$82,400 was issued to the Bell Telephone Company, but this is not the case as the property owned by the New Brunswick Telephone Company at the time of the purchase of the plant of the Bell Telephone Company was valued at \$29,000, which added to \$53,000 paid the Bell Telephone Company, and the \$82,400 paid for the trunk line makes up the \$163,400.

The report further states that the stock issued to 1911 was \$239,950, or \$260,950 more than the amount given by Senator Thompson in his evidence. The alleged discrepancy arises from the fact that the telephone half year in 1904 ended in October, while Senator Thompson was giving his testimony in the month of May following.

This \$260,950 is the exact difference between the amount given by Senator Thompson and the amount submitted by the committee.

Mr. Thompson was evidently speaking of the statement to the end of the fiscal half year, whereas the figures given by the company were for the calendar year. A considerable portion of the report of the committee is devoted to stock dividends which are treated as producing watered stock as though it naturally follows that stock dividends necessarily create watered stock.

If there is value in the permanent property and assets of a company to present stock issued then notwithstanding the views expressed by your committee, justified and do not produce watered stock. In the case of the New Brunswick Telephone Company the dividends objected to were paid in stock instead of in cash, and the money which might have been used in the purchase of such dividends was used to

A BRILLIANT ACCOUNT OF THE WEDDING OF MISS FIELDING

(Ottawa Citizen)

The most fashionable wedding of the season took place yesterday at a quarter to five o'clock in the First Baptist church, Elgin street, when Miss Janet Louise, eldest daughter of Right Hon. W. S. Fielding, minister of finance, was united in marriage to Kutsosf Nicolson Macfee of London, Eng., formerly of Montreal. The church was filled with the invited guests who included the members of the cabinet and their wives and daughters and many senators and members of parliament and society people and guests from out of town. The communion table and altar rail were completely veiled by tall palms and green trailing plants which were massed in pyramidal effect as high as the gallery above the altar. The bridegroom wore a tuxedo in an exquisite gown of soft ivory liberty satin, the corsage tucked in high waist effect with a square yoke of finely tucked tulle, with long crystals overlaid with old London lace, the edges outlined with whole pearls and silver bugles embroidered with handwork motifs of the bride's handwork silk and large baroque pearls and silver bugles in the centre.

The bride wore a gown of soft ivory liberty satin, the corsage tucked in high waist effect with a square yoke of finely tucked tulle, with long crystals overlaid with old London lace, the edges outlined with whole pearls and silver bugles embroidered with handwork motifs of the bride's handwork silk and large baroque pearls and silver bugles in the centre.

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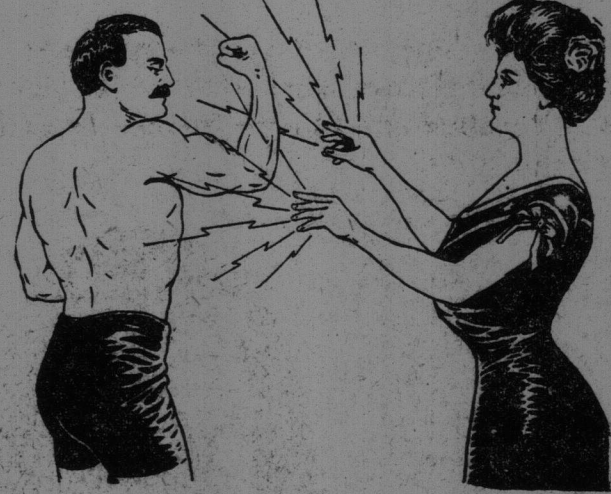
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"Why Am I Weak?"



That is the question which every weak man puts to himself. If you have thought much of your trouble you know that the force which keeps up the health and strength of your body is nothing more or less than electricity. All the motive power in your body is born of electricity. That is what you lack, and that force given to your weak organism as I will give it, will renew your strength. You will be able to enjoy life. You will be strong again. I can point with pride to hundreds of men who came to me after having failed to get the craved results from drugs and other treatments, men broken down, sleepless, short of memory and without

the courage and energy of strong people. They have come to me almost without hope, discouraged, and I can point to these men today, after their having worn

Dr. McLaughlin's Electric Belt,

happy, enthused and shouting with gladness in the possession of the full vigor of perfect manhood. These men will at any time be glad to tell you what I have done for them.

"I am well satisfied with the results of your Belt. I have quit wearing it now as I am feeling all right again and am able to do a fair day's work without that tired feeling, aching hips and legs, which troubled me so much; my appetite is really good, and I have no stomach trouble as before. Yours respectfully, Henry Dicker, Coulson, Ont."

"Your Belt has done wonders for me, and I am more than pleased with the results, for without it I do not believe I could ever have done another day's work in my life. I shall ever praise your Belt to all sufferers from Rheumatism, and can safely say that your Belt will do all that you say it will. You can print this for the good of others, if you wish." Peter L. Harris, Murray, Ont.

Dear Sir—I write to let you know that I found your Belt to be all that I expected. It is a good Belt, and has fully answered the purpose for which I purchased it; therefore, I am satisfied. Yours very respectfully, John Allan. Box 77, Liverpool, N. S."

The confidence I have in the wonderful curative powers of my Belt allows me to offer any man or woman who can give me reasonable security the use of the Belt at my risk, and they can

PAY WHEN CURED

This appliance has cured in most every town and city in the country, and if you will write to me I will send you testimonials, given to me by people that are probably well known to you. My Belt not only cures weakness, but Rheumatism, Sciatica, Lumbago, Backache, Kidney Trouble, Nervousness, Constipation, Indigestion, Acid Stomach Trouble. I have a beautiful illustrated book, which I will mail, sealed, to any address FREE. This book is full of lots of good, interesting reading for men. Call today. If you can't call, send coupon for Free Book.

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CANADIAN NEWS NOTES

Mr. and Mrs. Macfee left by special train for Toronto en route for Niagara Falls and New York from whence they will be returning on Saturday for the wedding of their daughter, Miss Janet Louise, to Kutsosf Nicolson Macfee of London, Eng. A magnificent feast was given at the residence of the bridegroom, which was played in two rooms upstairs consisting of a unique collection of silver of every description, beautiful jewelry, crystal, glass, and other articles of value. The bridegroom wore a tuxedo in an exquisite gown of soft ivory liberty satin, the corsage tucked in high waist effect with a square yoke of finely tucked tulle, with long crystals overlaid with old London lace, the edges outlined with whole pearls and silver bugles embroidered with handwork motifs of the bride's handwork silk and large baroque pearls and silver bugles in the centre.

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DEVELOP YOUR BUST

50c. Package FREE to Any Woman Who Wants a Beautiful Figure.

Women need no longer be humiliated and embarrassed because they are thin, flat chested and undeveloped. For science has found a simple way to give them the perfect curves of a perfect figure. To prove this, let us send you free of charge a 50c. package that will show you how easily the bust can be developed from two to seven inches, and become full, plump and firm.

This discovery that is of such vital interest to all thin women, is the result of long study and investigation by one of the leading women physicians in the world.

Dr. Kelly's Form Developer is a real discovery on far different lines from the ordinary figure developing treatment, and this explains its almost uniform success.

Dr. Kelly not only gained a beautiful form by her own prescription, but used it successfully with her patients.

Women, this is a personal message from a physician of your own sex, and all we ask is the opportunity to show you, without any expense on your part, that Dr. Kelly's Form Developer will give you a perfect figure, beautiful complexion and improve the general health. Send the little coupon above and 10c. for expenses and a 50c. treatment will be mailed at once in plain package. Write today. Dr. KELLY MEDICAL CO., 1000 N. 1st St., St. Paul, Minn.

COUPON FREE DR. KELLY'S FORM DEVELOPER 50c. A

Are All Advertised Medicines Fakes?

As well ask "Are all doctors quacks?" or "Are all lawyers shysters?" We all know there are ignorant quacks; does that prevent anyone calling in his good, old family physician in case of need and trusting him? There are shysters, but there are also honorable lawyers to whom we confidently trust our lives and fortunes.

There are fake medicines advertised; but they are not fakes because they are advertised. A good thing is worth advertising; we all want to know about it. The more a bad thing is advertised, the worse for it in the end.

Lydia E. Pinkham's Vegetable Compound is no fake; yet it is advertised; it advertises itself; and those who have used it are its best advertisers, and that force of cost.

Lydia E. Pinkham's Vegetable Compound has proved its merit by more than thirty years' general use. This simple, old-fashioned remedy, made from roots and herbs, has become the standard medicine for ailments peculiar to women,—its fame is world-wide.

Read this plain, honest statement of what the medicine did for one woman; her own words; if you doubt, write and ask her.

Toronto, Canada.—"I shall endeavor to describe to you how I felt before I began taking Lydia E. Pinkham's Vegetable Compound. I scarcely knew what it was to be well. I had awful bearing-down pains and usually before my monthly periods I suffered terribly and had to go to bed. I was not able to walk across the floor the pain was so bad. I doctored for a long time, but the doctor's treatment did not do me any good. I gave up all hopes of ever being well again until one day my husband saw the Compound advertised in the paper. He decided to get me a bottle, and I am thankful he did. I had not taken one bottle before I began to feel better, and I kept on taking it until now I am a different woman. It also helped me during maternity and childbirth. I can thoroughly recommend your Vegetable Compound to any woman who is afflicted with female troubles."—Mrs. J. M. Tweedale, 138 Nassau St., Toronto, Canada.

The makers of Lydia E. Pinkham's Vegetable Compound have thousands of such letters—they tell the truth, else they could not have been obtained for love or money. This medicine is no plausible stranger—it has stood the test of years.

For 30 years Lydia E. Pinkham's Vegetable Compound has been the standard remedy for female ills. No sick woman does justice to herself who will not try this famous medicine. Made exclusively from roots and herbs, and has thousands of cures to its credit.

Mrs. Pinkham invites all sick women to write her for advice. She has guided thousands to health free of charge. Address Mrs. Pinkham, Lynn, Mass.

