

High Quality Builds Big Telephone Business

THIS business was organized to manufacture telephone equipment for independent local and municipal systems. Right from the start our equipment made records for efficiency. It did not take long for our goods to acquire a reputation for quality and reliability. As a result our business has grown by leaps and bounds.

It is a well-known fact that we have been securing over 80 per cent. of the new telephone business in Ontario. The business, too, has been secured with less effort than business secured by competitors. The satisfaction our telephones and equipment have given under all conditions has paved the way for easy business getting.

To judge how fast our business is growing, you'll remember we stated in a previous announcement that our business last year doubled that of the year before. Well, this year the first two months' sales total more than twice the 1912 sales for the same period. More and more is it being recognized by those in the local telephone business, that we are the legitimate people to deal with. There are those in the telephone business who are interested in depreciating the success of the independent telephone movement and the development of municipal systems. On the other hand, our business lies wholly and directly with the independent telephone systems, and it is to our own best interests to look after these systems well, as on their success depends the growth of our business.

If you would like a list of the large independent telephone systems built in Ontario during the last twelve months, just drop us a line. We would be glad to send you a list of the systems, with the make of the telephones they are using. In fact, if you'll name over the large independent systems built during the last year in Western, Northern and Eastern Ontario you'll find that nine out of every ten are using our telephones and equipment.

You are absolutely safe in equipping your system with our telephones. We guarantee them as regards material and workmanship. In fact we guarantee all our equipment and materials. And in addition, we offer to send our telephones for **FREE TRIAL**. So you can test and compare them with others right on your own lines before risking a dollar.

Ask for our No. 3 Bulletin—containing latest information about building telephone lines. Also No. 4, describing our magneto telephones, is free on request.

SEND FOR A COPY

Canadian Independent Telephone Co., Limited
14 Duncan St., Toronto, Canada

A Felicitous Choice

Mr. E. D. Smith, of Winona, Ont., is now a Senator. In this choice the Government honors Mr. Smith, the fruit growing industry, and itself.

Senator E. D. Smith is known either personally or by reputation to every fruit-grower in Canada. He has met with equal success as a nurseryman, as a fruit grower, in buying and distributing fruit, and in fruit canning and preserving. It is probably as a nurseryman, however, that Mr. Smith has made his greatest achievement. It requires a man of a good deal more than ordinary ability to manage nearly one thousand acres of high priced land under a system of intensive cultivation.

"A Last Opportunity for Our Readers."

Did you answer the questions asked on page 167 in the June issue of The Canadian Horticulturist?

Many of our readers did and will receive in return their choice of one of Gordon Thompson's Famous Life Songs. The offer was good only to June 25th. In order, however, to give every reader a full opportunity to get one of these songs we now extend the offer to July 15th.

Perhaps you thought the questions too personal? Remember that we treat your reply as entirely confidential. We merely wish to compile statistics re Canadian Horticulturist subscribers to show our advertisers what a desirable class of readers we have.

Look up the June issue right now, fill in the coupon (it will only take a couple of minutes) and mail to us to-day. Don't forget to mention which one of the songs you prefer.

In addition to the large acreage devoted to fruit and nursery stock, Mr. Smith operates his own jam factory and preserving plant. He also has his own cold storage plant, telegraph office and express offices, and pays out half a million dollars a year in wages.

The Canadian Horticulturist joins in the congratulations to Senator Smith. We feel that the fruit growing industry is fortunate in having as its representative in the Senate a man of his calibre and ability.

Mr. Reginald Beale, F.L.S., author of "Practical Green Keeper," is visiting this continent. Mr. Beale's itinerary includes Toronto and Montreal. He will give consultations on the making and maintenance of golf courses and will meet the greens committees of most of the important clubs. Mr. Beale is a grass expert of James Carter & Company, of London, England, seedsman to His Majesty, King George, who are represented in this country by Patterson, Wyld & Company, of 133 King street East, Toronto. Mr. Beale's time has already been booked up and he cannot make any new appointments but anyone having difficulty in growing grass on lawns, bowling greens or tennis courts is at liberty to write to the Toronto address for free advice.



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