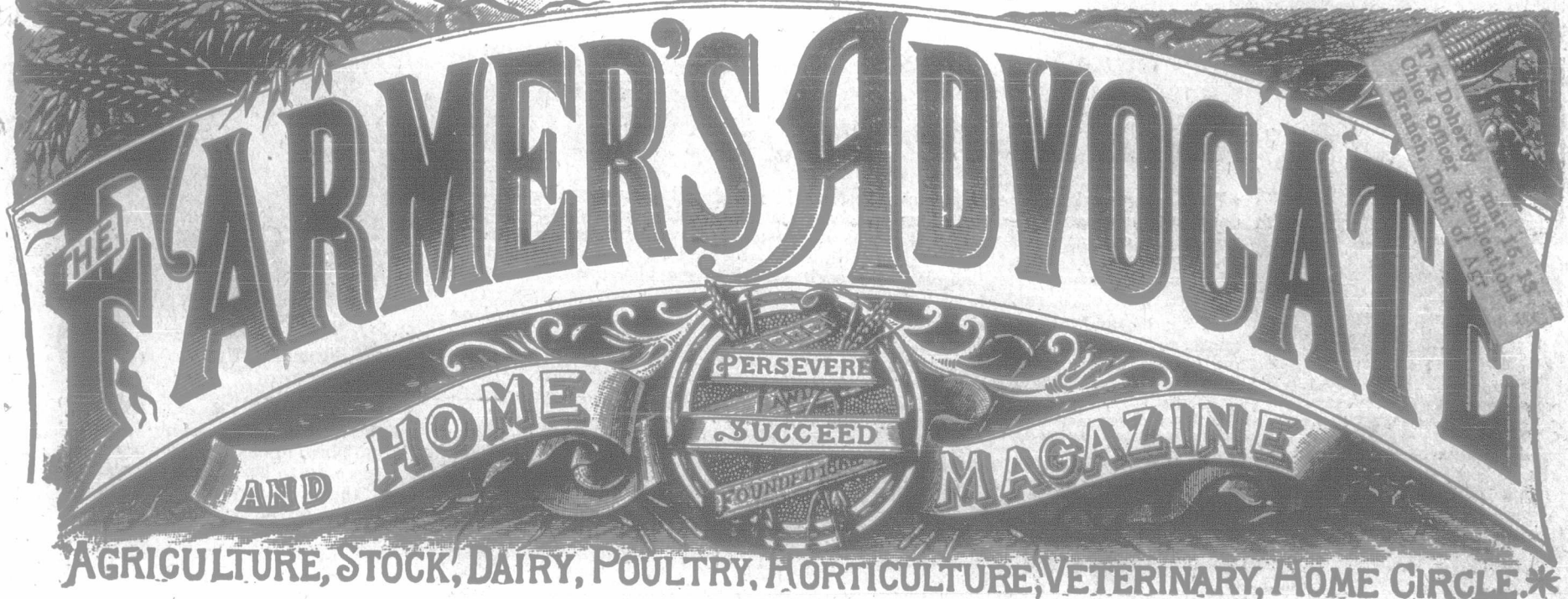


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LONDON, ONTARIO, APRIL 24, 1913.

No 1074

High Quality Builds Big Telephone Business

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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. 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

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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.

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