

MARCONI

Wireless Telegraph Company.

SOME OF THE THINGS YOU WANT TO KNOW ABOUT MARCONI SYSTEM:

Naturally, before you invest your money in the shares of the Marconi Wireless Telegraph Company, there are some things that you want to know.

We can not anticipate. We must rely upon you to ask questions. At every lecture and demonstration given anywhere we invite the fullest and freest questioning; we are prepared to meet all questions that may be raised yet we find that many persons are reluctant to ask questions in a public assembly and for that reason may leave our halls with doubts in their minds simply because we have failed to divine the doubt that they entertain and remove it by giving them the proper information.

For this reason we have decided to ask the public of St. John to write out their questions and bring them to the York Theatre and hand them to the attendants at the door.

These questions will be read to the audience and answered orally.

Don't hesitate to ask questions.

Don't hesitate to criticize.

We would not be worthy of the confidence of the people if we were not willing to meet every proposition openly and fairly.

We come here soliciting your aid and co-operation and we want to prove to you that we are worthy of your confidence.

SOME PEOPLE DOUBT WHETHER WE ARE AUTHORIZED TO ACCEPT AND RECEIPT FOR THEIR MONEY.

SOME PEOPLE THINK THEY ARE TAKING A RISK IN HANDING THEIR MONEY OVER TO US, AND THAT THEY MAY NEVER RECEIVE THE SHARES FOR WHICH THEY HAVE PAID.

FOR THE SATISFACTION OF SUCH AS THESE WE CARRY WRITTEN AUTHORITY TO RECEIVE AND RECEIPT FOR MONIES AND ACCEPT ANNUAL DIVIDENDS FOR THE SHARES OF THE MARCONI COMPANY.

OUR RECEIPT IS BINDING UPON THE FIRM WE REPRESENT AND ITS POSSESSION IS PROOF CONCLUSIVE OF YOUR RIGHT TO THE DELIVERY OF THE SHARES.

As a matter of fact we could not remain in St. John twenty-four hours without being put in jail unless we were acting with full authority.

Furthermore, St. John newspapers would not accept our advertisements unless we had first satisfied them of our authority.

Newspapers always protect their readers from fraud by making proper inquiry.

Again, some people criticize us and say that Marconi stock must be awfully hard to sell if we have to resort to such big advertisements to sell it; and that there must be enormous profits in the sale of the stock to pay for such advertisements.

As a matter of fact it costs us less to sell the stock in this manner than it would to pay agents' commissions.

Advertising enables us to reach thousands where personal solicitation would enable us to reach only tens.

Advertising enables us to submit proof to thousands in a day, where it might take months to submit the same proofs by any other method.

We can talk to a whole city full of people through the press where we can only talk to one man at a time by the personal interview.

If we were trying to sell this stock in large blocks of thousands of shares at a time it would be different.

Personal solicitation would be the thing in that case.

But we don't want to sell the stock in large blocks.

We would rather sell one share to each 5,000 persons than to sell 5,000 shares to one person.

What we seek is the strength of numbers as well as the strength of dollars.

We want the people back of the Marconi Company, and to induce them to join us we offer them an opportunity to share in what is destined to be the greatest money-making enterprise ever inaugurated on the American continent.

In frankly advertising the facts to you through the medium of the public prints we submit ourselves to the searchlight of investigation.

A man may make any verbal representation to you that he sees fit, and if you find that he has misrepresented the facts you have no recourse (if he denies having made statements attributed to him) unless you can prove the misrepresentation by disinterested witnesses. Not so with the written and printed word. Every statement made in our advertisements over our signature is absolutely binding upon us; we cannot escape the penalty of misrepresentation if we misrepresent. This is an argument in favor of the advertised stock offering.

We prefer to put ourselves on an indestructible record in relation to this Marconi investment.

We want you to understand that you have our personal guaranty for the accuracy of all our representations.

We believe that the Marconi Wireless Telegraph Company of Canada will reach a dividend paying stage within the next three years.

WE BELIEVE THAT THE DIVIDENDS WILL RANGE FROM 100 TO 200 PER CENT. PER ANNUM ON INVESTMENTS MADE AT THE PRESENT VALUATION OF THE SHARES.

We believe that the Marconi system will absolutely and completely revolutionize modern methods of electrical communication.

We believe that the record for earnings of this company will eclipse that of the telephone, cable, electric light, telegraph, or any other electrical enterprise of the past 30 years.

We believe that, notwithstanding the remarkable degree of perfection already attained by Marconi in wireless, the present stage of its development is but the threshold of the future.

Thomas A. Edison, who, by the way, is one of the technical directors of the Marconi system, says that there is absolutely no limit to the capacity of wireless telegraph and nothing to prevent Marconi from attaining a speed of transmission of upwards of 4,000 words a minute. Furthermore, he says that the speed of the cable is limited by its current capacity, and that that capacity can only be increased by increasing the size of the cable. He also declares that the cable has already reached the limit of practicable and economical size.

When the demand upon the cable system exceeds its present capacity, as it has frequently, the only means whereby that capacity can be increased is to lay down another cable. This involves the investment of a few more millions of dollars.

Can you for a moment doubt that Edison's statements are made in good faith? They have been printed in all the leading newspapers of the United States and Europe.

If Edison's statements are correct, and no one in the world knows more about the subject than he, can there be any doubt in your mind that the wireless will supersede the cable?

What better proof do you want of the belief of the cable companies in the entire practicability of the wireless than the fact that the Commercial Cable Company has already adopted the Marconi system, and is using it on the Mackay-Bennett, the cable repair steamer of the company?

What better proof do you want of the fear in which the cable companies view the development of wireless than in their constant efforts to belittle the invention and their constant promulgation of adverse information concerning it; in their annual reports to their stockholders they endeavor to soothe the natural fears of the investors by telling them that the wireless is not a success, and then they go before the courts of Newfoundland and ask for and obtain an injunction against Marconi to prevent him from continuing his experiments in transatlantic wireless telegraphy on the ground that they have the exclusive franchise to operate a telegraph system between Europe and America from the shores of Newfoundland. How can you reconcile precept and practice here? The courts of Newfoundland sustained the contention of the cable company and drove Marconi off the island to the mainland, really doing the world a service, for Marconi and all others then were afraid that the increased distance and the added obstacles might prevent the success of the system, but Marconi is made of the right stuff, and he went to work and made the impossible possible.

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SUCCESS MARCONI SUCCESS

Perhaps it is only a coincidence, but you will observe that there is one letter in Marconi's name for every one in the word success.

Everything that Marconi has ever undertaken has been a success. There is one success for each attempt.

It is better to hitch your wagon to a star, to join your fortunes with the men who succeed than to take a try with those who have not yet, but hope to achieve.

Who are the men who compose the management of the Marconi companies?

Such men as Sir Charles Euan Smith, the eminent statesman and industrialist of England; Sir Charles Houlditch, the great diplomatist of England; Jamieson, the great Dublin distiller; Guinness, the great Dublin brewer; Col. F. C. Henshaw, the great Canadian banker and leader of industrial enterprises; Andrew A. Allan, the steamship magnate of Canada; J. N. Greenhield, eminent lawyer, king's counsel and political leader of the Dominion of Canada; the Hon. John W. Griggs, ex-attorney general of the United States; Mr. Eugene H. Lewis, of the law firm of Eaton & Lewis, New York, among the greatest of patent attorneys; Mr. W. V. Betts, of the great patent attorney

firm of Betts, Betts, Sheffield & Betts, New York; Mr. H. H. McClure, of McClure's Magazine, New York; the greatest bankers, financiers and statesmen of France, Spain, Portugal and the Netherlands; and those whose names follow are of the Argentine Republic: Dr. Manuel Quintana, Jr., son of the president of the Argentine Republic; Commendatore Tomas Ambrosiotti, vice president director of the great Italian bank of Buenos Ayres; the strongest and richest bank of South America; Com. Tomas Devoto, associated with Com. Ambrosiotti in the Italian bank; Sig. Antonio Terrarosa, director of the Banca Papale, and one of the leading statesmen and diplomats of the republic.

Surly if men of this calibre are satisfied that the Marconi system is all right you can afford to take chances.

Surly if great governments like those of Great Britain, Italy, Russia, Japan and Canada, not to speak of dozens of lesser governments, find the Marconi system acceptable and successful, surely you will not have the temerity to set your judgment up against theirs, and say that it is not.

This is addressed to you personally, reader, in order that it may bring home to you a realizing sense of the opportunity now knocking for entrance at your door.

Do not waste time in idle speculation as to the possibility of failure, for surely no such thing as failure is possible when the history of the system is an unbroken record of successes.

If you want proof of any of the statements we make here, open in our lectures, call upon us during the day at the York Theatre and give us a chance to submit the documentary evidence.

Don't delay your application for stock. You will want one share at least.

You ought to have more.

We will accept your application for any number up to 200 and no more.

Now, as to the purchase of the shares in the Marconi company of Canada.

The price is \$6.00 each.

The price holds good only until the present limited allotment is sold.

The next allotment is to be sold at \$7.00.

At the present rate of demand the supply of shares at \$6.00 is likely to be exhausted almost any day.

We are momentarily expecting to receive telegraphic advices to take no more applications at \$6.00.

All applications are accepted with the right distinctly reserved to reject them, and notice is given that the price is subject to advance, without further notice.

Therefore, if you want to be certain to get Marconi shares at \$6.00 we advise you to act promptly, as otherwise you may be too late.

Our great transatlantic system will be open by Oct. 1.

Its earnings will be enormous.

It will enable the company to pay large dividends—from 150 to 200 per cent. per annum.

When that time arrives the company will have no stock to sell at any price. The only stock that can be bought then will be the private holdings of the individual.

The man who buys now at \$6.00 is not going to sell until he gets his price.

Those who want Marconi stock then

will have to bid rich prices in order to get it.

Just as Edison electric light stock advanced from \$100 to \$4,000 in value in one year, so Marconi shares are likely to advance from \$6.00 to \$100.00 in the next year or two.

Just as Western Union stock advanced to a value of \$225 a share before even a dollar had been earned by the company, so will Marconi stock have similar advances before it begins to pay dividends.

When we talk to them like this some people say:

"It's a wonder you'll sell any stock if it has such remarkable earning power."

And in answer we say:

In order to develop the inherent earning power of this wonderful invention it must have fuel-money.

If it had all the money it needed there would be no stock offered for sale.

You must remember that this company is already, today, earning as much money as it is spending.

It is self-sustaining.

It has no debts.

It has no bonds.

It has no preferred or privileged shares.

Every share issued is common stock, entitled to equal rights and privileges.

You can't be foreclosed of your interest in the company.

Every share is full-paid.

You can never be assessed on it for any purpose.

The company being a limited liability corporation, the shareholders have no responsibility beyond the face value of their shares.

The company is indorsed and subordinated by the government.

It has important contracts covering every branch of governmental service.

Such men as Thomas A. Edison, Michael I. Pupin, James A. Fleming, Lord Kelvin and other scientists of international importance have pronounced unhesitatingly as to its commercial success.

The destiny of the company is no longer in doubt.

It is destined to be the very most important factor in international trade ever established.

It is destined to add thousands of millions of absolutely new forms of wealth to the world.

You have an opportunity to be one of those who will share that wealth.

The men who were long-headed enough and prophetic enough to foresee the destiny of the telephone are the ones who made the great fortunes out of it.

But the men who had neither long heads nor foresight got rich out of it, too, just from buying a few shares as a "flyer."

We don't encourage any one to buy Marconi stock in that spirit.

We want stockholders who are willing to make a permanent investment—stockholders who are willing to stay by the company and reap the full reward of their investment in permanent revenues.

But when we found we would have to rely upon the people to supply our fuel we adopted a provision to effectively prevent any one from ever obtaining control of the company.

No one is allowed to have more than 200 shares.

We want stockholders in this company to get full justice and all that is due them.

So every share was made equal—no

bonds were issued—no preferred shares permitted, and now we believe we have a company in which any stockholder is safe, whether he owns one share or two hundred shares.

In all our estimates of the earning power and possibilities of this stock we have assumed only that we will have an equal share of the telegraphic and cable business now done.

We know that over \$100,000,000 is annually spent by the people of the United States and Canada in telegraphic tolls.

We feel safe in estimating that we can get one-fourth of this business at our reduced rates.

We know that the cable companies have to earn \$12,000,000 every year to pay their fixed charges.

We feel safe in estimating we can do at least \$12,000,000 worth of business at our reduced cost of 25 per cent. to the customer.

We feel sure that the reduction in the cost of telegraphing will cause an enormous increase in the volume of business.

We feel certain that when men can send a 200-word message for 25 cents they will hardly wait on the slow process of the mails.

And that is why we so confidently predict such large dividends to our stockholders.

When you know that the company's revenues increased 700 per cent. in one year, and when you take into consideration that its earnings now equal the expenses you certainly can not consider our ideas exaggerated.

Furthermore, if you will stop to think that this condition has been brought about in three years, you will realize how important a bearing it has upon our estimates of future possibilities.

The W. U. Tel. Co. did not reach the self-sustaining basis for eight years.

The Bell Telephone Co. was over six years reaching that stage.

The cable company was over 12 years getting to that point.

For three years after its organization the Edison Electric Light company never earned a dollar.

Think how long it took to bring the electric traction projects to a profitable stage of development.

The phonograph companies lost money for years.

The transmission of electric power over great distances has only recently become profitable.

And yet all of these things have been most highly profitable in their subsequent development.

It stands to reason that if three years suffices to bring the Marconi company to a self-supporting stage, three years more will be sufficient to place it in the roll of dividend payers.

You are denying yourself the privilege of identifying yourself with the greatest and most powerful corporation the world has ever known by not investing in Marconi shares.

Some day you will regret it and will say, as thousands of others are saying today of the telephone:

"If only I had a chance to get in on the ground floor, and didn't have sense enough to do so."

If you wish to buy shares, consult with H. G. ROBINSON, Special Agent, from 9 a. m. to 10 p. m.

INSTRUMENTS ON VIEW DAILY 9 A. M. TO 10 P. M.

If You Wish to Buy Shares Consult With H. S. ROBINSON, Special Agent, From 9 A. M. to 10 P. M. Exhibition, 8 P. M. and 3 P. M. Daily, All Day. **Shares, \$6.00 Each.** A Limited Number of Shares Are Reserved for Out-of-town Subscribers.