

4-5 EDWARD VII., A. 1905

cellent service to build up our exchanges in point of numbers, that they must, in order to satisfy their patrons.

I am, &c.,

GEO. H. GLASS,

President Central Illinois Independent Telephone Association.

No. 146.

MORGANTOWN, Pa., June 7, 1905.

Sir WILLIAM MULOCK, K.C.M.G.,
Postmaster General and Chairman Committee Telephone Systems,
Ottawa, Canada.

SIR,—Your communication of May 18th to the Conestoga Telephone and Telegraph Company was received, but as I was away it was held for my consideration.

I inclose herewith a list of answers to the questions asked which I have compiled from our records, and trust that they may be of some use to you in making your investigation.

Ours is essentially a rural line, but has grown beyond anything we contemplated originally. Several farmers got together to get a line to the village of Morgantown. Others asked to join, until the mutual company was merged into a stock company with the capital fixed at \$5,000.

In other sections farmers heard of it and wanted connections and if they were willing to take stock enough to cover expenses the line was extended. Each section wanted connection with some other business centre, and so we finally got to Birdsboro, with the idea of a line to Reading, the county seat of Berks.

We had not intended the line as a money making investment in the usual sense of the word. If it paid expenses and had a surplus to keep it in repair our people were satisfied, but as the same operating expenses would cover twice the telephones on the same wires we found it had every prospect of a paying investment.

There is no doubt about it now, but the point I wish to make is, to get a successful rural line the stock must be placed with as many individuals as possible and local interest aroused. If every one who has a 'phone feels he is personally interested in the company the line will get along with less than half the trouble or expense of a line owned and operated in the usual way.

This is especially so in getting a right of way in a new territory. We have gone across meadows, along line fences, or in any other place we want to make a short cut, just because the owner was interested and saw that it was to his own interest to save expense for the company. This being the case, there is a big saving in the original cost, and should anything go wrong the subscriber has more patience than if he had no interest in the welfare of the company, and is often of great assistance in time of need.

In this section this seems to be the ideal way. If the farmers are interested, the towns will fall in line, but an outside corporation coming in will be put to all expense possible, and will have to charge according, with consequently smaller list of subscribers and poorer service.

Very respectfully yours,

H. B. BEST.

Supt. Conestoga Tel. and Tele. Co.

No. 146a.

The Conestoga Telephone and Telegraph Company operates in a portion of Berks, Lancaster and Chester counties.

Five thousand dollars of stock issued. No preferred stock or no bonds. We are about increasing our capital stock to \$15,000.