



Buffalo Phone Users Benefit by Competition

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(Special Correspondence.)—A little more than three years ago the Frontier Telephone Company of Buffalo joined the independent forces of the United States in its crusade against the American Bell Telephone Company, and since that time the telephone industry has been revolutionized throughout the entire western part of New York State.

The greatest factor in the success of the independent Frontier Telephone Company has been the fact that the securities of the company are to a very large extent held within the Buffalo distance of the office of the company, whereas the trust is controlled and controlled by a few New England financiers.

When the franchise was asked for in 1902 the Bell Company were skeptical and indifferent believing that the independent movement was doomed to an early extinction, and that the political influence of the vested interests competitive movement. However, the Frontier Company succeeded in gaining a franchise, and for the past three years they have made the Bell Company toe the mark. Today the service of both companies is good, far ahead of that given by the trust previous to the granting of a second franchise.

In Buffalo prior to 1903 there were less than 8000 telephones. At present there are about 38,000 telephones with the two systems, and to a business man the service of the two, when properly arranged, costs him less with 38,000 subscribers than did formerly the one system with but 8000 subscribers to talk to. The Frontier unlimited rate is \$40 and the Bell limited rate is \$60, which makes \$108 per year. Prior to competition a retail merchant using the Bell system would have paid anywhere from \$150 to \$250 with but 6000 people within reach.

For instance, a retail merchant has a general grocery store in the residential portion of the city, and the one respondent that he received 75 per cent. of his orders over the telephone—and previous to the advent of the Frontier Company he had a straight line business telephone in his store for which he paid \$170 with the privilege of sending 500 messages a year. Nothing over that was to be paid for at the rate of 3 cents per message. He could connect with but 6000 people. To-day he has two systems installed in his store, for which he pays \$108, and he brought touch with more than 35,000 possible customers.

Rates Came Down.

The reduction in rates since the Frontier Company appeared on the scene is startling. Previous to competition the Bell Company charged 70 per cent. for a straight line business instrument, with a permit of 500 outgoing messages per year, less than two per cent. of a telephone. To-day they charge with a privilege of 1200 outgoing messages, excess messages at rate of 5 cents for each additional call, graded to 3 cents for anything over 3000 messages per year. Illustrative of this point, presented a Bell instrument which had installed a Bell instrument, if a lawyer in day in town, he would be able to connect with ten times each business day for outgoing connections his bill would amount to \$280 per year. At the present rates, for the same instrument, the same number of messages, but with an increased number of possible connections amounting to 1200 additional telephones, his bill would be \$180—a direct saving of \$100 per year.

With a view of determining the consensus of opinion as to the telephone service at the present time, a list of the most prominent banks, such as the People's Bank, Manufacturers' and Traders' Bank, Buffalo Savings Bank, of the most prominent insurance companies, railroads, manufacturers, department stores was compiled by The World, and a list of questions was presented to them for an opinion.

The list of names as prepared represented forty of the most prominent and influential men of the city, and can be looked upon as a consensus of public opinion. The questions and answers were as follows:

Q. 1.—Has competition resulted in improved service upon the part of the Bell Company?
A.—Affirmative, 38; negative, 2.

Q. 2.—Has there been a better telephone service as given by the independent Telephone Company?
A.—Affirmative, 33; negative, 7.

Q. 3.—Has competition increased the number of telephone subscribers in this city?
A.—Affirmative, 39; negative, 1.

Q. 4.—Is the reduction of rates by the Bell Telephone Company directly due to competition?
A.—Affirmative, 36; negative, 4.

Q. 5.—Has competition brought about greater civility and more courteous attention to the wants of the subscribers?
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Q. 6.—Has competition resulted in increased wages and more consideration for telephone employees?
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Q. 7.—In your judgment, would it be preferable to return to the conditions prevailing before the advent of the independent company?
A.—No, 40; yes, 0.

Equal Service.

A telephone booth was selected at random in three drug stores, two private offices, two department stores, and a manufacturing concern, and a test made as to the service rendered by the two companies. After having called up from 50 to 60 numbers, divided between the two systems, it was evident that the quality of both were practically on a par. The feature of the test was the fact that in these numerous offices, and while calling up these 50 odd numbers, not a single call was a greater delay than six seconds in hearing the cheery "Number" of the central operator. This was equally true of the two systems, and may be compared to the statements of old citizens, as to the conditions existing in this city previous to competition.

Question 8, as given above, was in those who drink BYRRH will tell you of its qualities as appetizer and tonic. Acts on the whole system without injuring the organs.

Dineen's
CANADA'S LEADING FURRIERS
140 YONGE ST., TORONTO.

A HARD FALL.

Washington, Feb. 18.—Willis L. Moore, chief of the United States weather bureau, while in New York yesterday fell and broke one of his arms in three places.

Farmers' Bank Branch.

Bellefonte, Feb. 18.—A branch of the Farmers' Bank of Canada will be opened in this city before long. W. H. Thompson, for some time manager of the local gas works, will become manager.

"THE HOUSE THAT QUALITY BUILT."

1842 TO 1907

65 years ago the "Corner Stone"—the quality stone for this business—was laid and on that we've continued to build without deviation, so that to-day we're enjoying one of the largest high-class tailoring and haberdashery trades in Canada, and it's growing yet and will grow right along the quality lines with prices "fixed" on the very closest cash basis.

"WE WOULD LIKE TO MAKE YOUR CLOTHES."

And in the meantime we make a special note for you of some very exquisite

NECKWEAR IN FRENCH 4-IN-HANDS

75c and \$1 lines selling
3 for \$1.00.
1 25 and \$1.50 lines selling
3 for \$2.00.

Very "handsome" \$2.00 Scarfs selling in this city previous to competition.
\$1.25.

Shirts to order.

Secor's
77 KING ST. WEST.

BUFFALO PHONE USERS BENEFIT BY COMPETITION

Not Only Has Service Nearly Sextupled, But the Rates Have Been Slashed.

(Second Article.)
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relegated, and conditions were discovered that are the source of the greatest satisfaction and inspiration to students of labor questions. The World correspondent was introduced to the chief operator of the independent telephone company, in investigating, a marked contrast was to be noted between the manner in which the girls are treated to-day, not only by the independent company, but by the trust, as against the day when the monopoly had a strangle-hold on the telephone business, and operators were forced to work for them at any cost or lose the experience they had gained during many years' labor.

One of the most pleasing features of the Frontier Telephone Co.'s plant is the room used for the exchange, it being flooded with sunshine from morning until night. Ventilation is arranged so that the room is as clean and bright as the private sitting room. A large room is devoted to lockers, and each girl is supplied with ample accommodation for her clothing and toilet.

The work is so arranged among the girls that no one seems to be unduly pressed. During a three-hour inspection of the dining hall, the busiest time, the highest number of messages taken during an hour was 300, and the average of the girls was 100. Requests for temporary absence are cheerfully granted by the supervisor, and the girls are allowed an hour for their lunch.

At this period of the investigation, the lunch hour was a study in itself, taking the places of day operators. With laughing faces and an all-pervading optimism, the day operators marched into the dining hall, the bill of fare amounting to 15 cents, was as follows: Soup, 3 cents; roast beef, 3 cents; string beans, 3 cents; pudding, 3 cents; coffee.

The room was bright, airy and sunny, the meals were prepared by an excellent cook, and the dishes and served by maids in uniform. The luncheon was served on small tables, neatly laid out with white fresh tablecloths. The girls were seated in a tasteful, pleasing manner. The girls were waiting on as carefully and as attentively as if they had been the waitresses of a restaurant. After luncheon they adjourned to the "rest room," as it is called, where the girls sit around in comfortable Morris and armchairs, and discuss the interests that are common to them. A girl of experience who has been with the company for some time, is paid from \$1 to \$2 a week, and a new girl time pro rata. Every other Sunday she works a seven-hour day, and is paid for a full day's work.

The Rural System.

In this battle between the American Bell Telephone Co. and the independent telephone companies, the latter of the monopoly has been that they have the long distance connection without which no telephone service can be complete. The independent companies, on a policy of high rates to the few rather than popularizing the service for the many, have been the main point of the long system, and that is to build up the rural usage of the telephone. At the time the last Bell long distance rate was reduced, the present competition began, the trust had made, figuratively speaking, no headway in the rural districts.

On the other hand, the independent companies have adopted as their slogan "The country first, the cities afterwards." They have been successful in their position that the telephone is a necessary part of a complete civilization, and that it is as necessary for the wage-earner, the farmer, the housewife, the plutocrat, the few, that the telephone will attain its greatest usefulness.

It was made plain at the outset of the campaign that the independent companies considered that a system of telephones would be of great benefit to the farmer, including the farmhouse, where accessible, could be connected. Special attention is given to the need of the farmer for telephone service, which probably in this respect that competition has done the most good, that is, in building up the rural communities. It has been the factor which has caused an immense extension of the telephone in all directions. The competing independent companies have developed the country districts through the western part of this state, and by low rates and the use of the telephone, a considerable number of the farmer generally, have outdistanced the monopoly.

The Buffalo long-distance company which is controlled by the trust, the Consolidated Telephone Co., owning the independent company, and controlling 60,000 additional instruments under traffic arrangements. Its long-distance lines cover the northwestern part of the state with a network of wires, and reach well over into Ohio and Pennsylvania. In all of the smaller cities, towns and villages, in which it operates, it is gaining strength in the treatment left the trust; so the following figures will emphasize this fact:

Town	Ind. Bell	Consolidated
Hornellville	1124	300
Salamanca	416	50
Friendship	269	30
Corning	913	30
Penn Yan	699	50
Sherburne	345	30
Cortland	945	30
Waverly	1084	200
Geneva	685	100
Wellsville	325	150
Ithaca	1600	900

This long-distance work is only of recent origin, as a matter of fact, six years ago, but one or two of these companies were in existence. In 1901 the Consolidated Co. began its work, and to-day it is gaining strength in the farming and rural districts by leaps and bounds. In every section in which it operates or develops it meets with independent companies, and the bankers and the leading business men. Previous to the installation and operation of competing telephone systems, the Bell companies to a large extent appeared to have fallen into a state of stagnation. They confined their operations, as mentioned before, to the larger cities, unless they were certain of securing big profits in a smaller place. It was this fact that has for so many years little effort was made to develop the smaller cities and towns. The policy of the independent companies was so much to the contrary that it has changed the attitude of the trust, and now they have commenced to work actively in an enormous rural development. The effect of competition upon the Bell companies has been to enlarge and develop its part to respond one of the greatest blessings of competition, that is, an enormous rural development, by their energies to get new business, have driven the Bell companies to secure new business, with the independent companies, resulting in an enormous rural growth, which has been of inestimable value to the country at large.

GIVING AWAY OUR PROFITS

CAN we sell you by giving you our profits? This is the time of year when we would rather give all profit to the buyer and get the cash turn over for the cost of the goods. Wise buyers figure out that they get a month's wear new, a saving of \$11.00 to \$175.00 in money and a stylish fur for years to come. The highest class furs are reduced and you save most by buying them. Remember, too, the reliability of all that comes from the House of Quality.

2 Men's mink-lined Overcoats—sizes 38 and 40—outer collar—regular \$200.00... **145.00**

1 Lady's fine Canadian mink Coat, made with latest style effect in front—extra large collar—trimmed with blue and white—length 30—lined with broadest satin—**775.00** reg. price \$950.00.

1 extra fine natural Hudson Bay Sable Set—straight collar—large Imperial muff—both trimmed with mink—regular \$350.00... **270.00**

1 Persian Lamb Set—Imperial muff and throw-over—regular \$65.00... **44.00**

We guarantee satisfaction on all out-of-town orders.

J. W. T. FAIRWEATHER & CO.
FURRIERS
84-86 YONGE STREET

YORK COUNTY AND SUBURBS

TORONTO JUNCTION.

Toronto Junction, Feb. 18.—Ex-Mayor Armstrong has been inaugurating slowly for the past three or four years, the laying of three feet sidewalks. Nothing definite was promised to the petitioners, but the documents were referred to the proper officials. The Devonport Ratepayers' Association proposed the grandmaster, Marvle Pauline Lemon, aged 7, who is a beneficiary under the will, to the extent of \$400.

King Township.

Robert C. Coe, farmer of King Township, executor of the estate of the late Mrs. Sarah Ann Lemon, applies to the court for appointment of the testatrix, Marvle Pauline Lemon, aged 7, who is a beneficiary under the will, to the extent of \$400.

York Township Council.

Shortly before the last municipal election the York Township Council took over several new streets in the Prospect Park district. At yesterday's council meeting, petitions were presented for grading the streets, and the laying of three feet sidewalks. Nothing definite was promised to the petitioners, but the documents were referred to the proper officials. The Devonport Ratepayers' Association proposed the grandmaster, Marvle Pauline Lemon, aged 7, who is a beneficiary under the will, to the extent of \$400.

Weston.

Nothing of importance developed at the regular meeting of the council last night, although a good number of members were present. A largely signed petition, asking the C. P. R. for a right-of-way over the tracks from the city, between Weston and Toronto was endorsed and will be forwarded to the National Free and Open Market Commission for a grant, on motion of Councillor McParlane, was laid over until April, when a committee of five will be struck and the finances of the municipality arranged. The woman's institute were granted the use of the council chamber for their monthly meetings, at the nominal fee of 50 cents.

The disposal of the lighting plant was not gone into, but will be taken up at a subsequent special meeting.

North Toronto.

Some of the public school trustees seem to be annoyed by members of the town council, who intimate that the school board is rather extravagant. This year's estimates show an increase of about \$4000. The excess is due to the following items: \$1100 salary for extra teachers; a raise in teachers' salaries of \$25 for sixty teachers \$150, a raise of \$100 in salary of Principal Urmy; \$100, sinking fund and interest on the Davison school annex; \$1100 for additional land for Davison school; \$150, extra salary for caretaker for four new rooms, which are to be built; \$150, extra salary for caretaker to heat the extra rooms; school furniture, about \$400; overalls for the school board will run about \$200. The board asks for \$12,000. Next Thursday and Friday the West York Sunday School Association will hold their 17th annual convention at the Methodist Church, Richmond Hill. Chief of Police Morris arrested Jas. Lazenby, formerly of London, Eng., for vagrancy on Sunday. Yesterday the defendant had his hearing in the county police court, when he stated he was anxious to find employment, but couldn't get any. He desired to go to Oshawa, where his wife is employed in an hotel. Magistrate Ellis gave

THE TORONTO WORLD

GIVING AWAY OUR PROFITS

him 25 cents to buy a lunch and a letter to the superintendent of the motor bureau of the Salvation Army.

Three young men, Clifford Wilson, Frank Freeman and Stephen James, were charged with trespass on the premises of H. Watson, known as Small's Pond, down near the Woodbine. The boys were remanded for a week to enable plaintiff to show over which part of the pond he has control.

The finance committee at last night's meeting considered the estimates of the school board, asking an appropriation of \$11,650. The committee tried to pare the accounts down, but could not see their way clear to do so, so the estimates were sent back for further consideration. G. H. Reid, high school teacher, Markham, wrote regarding the estimate of a big working in North Toronto. The matter was laid over.

It was recommended that a committee should interview the Metropolitan Railway, with a view to obtaining better cars and a better car service.

East Toronto.

Companion Court Elaine 409, I.O.F., will hold their regular meeting Wednesday evening. All members are requested to be present, as an important business is to be transacted.

Mimico.

The Lord Lansdowne Chapter of the Daughters of the Empire will meet at Mrs. Coxhead's this evening at 7:30. They are at present working for the Home for Incurable Children on Avenue-road.

Small & McCulla expect to move this week to their new store on north side of Church-street, opposite Mimico-avenue.

The Mimico Euchre and Amusement Club have discontinued their meetings till after Easter.

Students of Trinity College, student-in-charge of the Humber Mission, took the service in Christ Church Sunday morning. The rector, Rev. Canon Tremayne, going to the Humber Mission.

East Toronto.

Mrs. Burgess has returned home again after an absence of nearly a month visiting friends in Ottawa and Montreal.

Services will be held in Christ Church on Friday evening at 7:30 and every Friday during Lent.

Scarboro.

The death took place last week at his residence in Roblin, Manitoba, of Archibald W. Fortar, postmaster. Deceased was the second son of the late William Fortar of Bendale, Scarboro, Ont. Before going west some years ago Mr. Fortar was well known in Scarboro, where he spent his boyhood. He was in his 53th year.

Kew Beach.

A musical event of importance will be the visit of St. Ann's Choir to Kew Beach Presbyterian Church this evening, when they will render Stainer's beautiful cantata, "The Daughter of Jairus."

We guarantee satisfaction on all out-of-town orders.

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THE SIMPSON COMPANY LIMITED

H. H. FUDGER Pres.; J. WOOD, Manager. Tuesday, Feb. 19

Men's Suits and Trousers

Both Offers Surprisingly Low in Price.

Balance of the big lot of suits we offered at \$7.95 the other day. We've taken another dollar off to clear out the rest of them.

150 Men's Suits, all wool English and Canadian tweed suits, assorted patterns, light and medium greys, in stripes and broken check patterns, also some navy blue and black worsted finished serge, made up in single and double-breasted sack style, sizes 34 to 46, ranging from \$8.50 up to \$13.50, on sale **6.95** Wednesday at...

Men's Odd Trousers, five different patterns to select from, in imported English worsteds, grey and black, also black and white, fancy stripes and double stripes, cut in the latest style and well tailored, sizes 32 to 45, regular \$3.50, \$4, and \$4.50, on sale **2.49** Wednesday at...

Buying new with these figures in force means four or five dollars in your pocket as sure as fur is fur. Persian lamb is going up in price 30 per cent. next season. It seems folly to reduce it. But it's a rule of the store not to carry goods over from season to season.

45 Men's Persian Lamb Fur Collars, extra choice glossy even curl skins, made large full shape and will fit any coat, regular price \$15, Wednesday **10.00**

38 Men's Persian Lamb Fur Caps, made from best quality skins, glossy and even curl, best satin linings, in wedge and driver shapes, reg. \$10 and \$7.00, Wednesday **7.00**

THE SOVEREIGN BANK OF CANADA

Capital Authorized - \$4,000,000
Capital Paid Up - 3,993,000

Reserve Fund and Undivided Profits, \$1,255,000. A general banking business transacted. Savings Department at all branches.

Main Office—28 King Street West.
Market Branch—168 King Street East.

DR. SOPER

ENGLISH-PLATED TABLE GOODS

Entree Dishes, Toast Racks, Egg Cruets, Tea Sets, Salts and Peppers, Breakfast Cruets, Etc.

RICE LEWIS & SON, LIMITED.
Cor. King and Victoria Sts., Toronto

GUILTY OF MANSLAUGHTER.

Towerman Held Responsible for Accident to New York "U" Train.

New York, Feb. 18.—Cornelius A. Jackson, who was the towerman at 90th-avenue and 83rd-street on Sept. 11, 1905, when a Ninth-avenue L train ran off the track at the curve, and one car fell to the street, killing 12 and wounding 25, was convicted of manslaughter in the second degree to-day.

A strong recommendation for mercy accompanied the verdict of the jury. Jackson will be sentenced Thursday. Paul Kelly, the accident and has never been found.

Brakeman Killed.

Winnipeg, Feb. 18.—A. Woodhead, aged 37, a brakeman on the Canadian Pacific, was run over and killed by his train at Mather while making a coupling at that point this morning.

Bellefonte's New Army.

Bellefonte, Feb. 18.—A detachment from the 15th Regiment went to Ottawa recently to find out if they could when the Bellefonte drilled, which has been hanging fire for some time, would be built. They were told that tenders were to be called for in March and the work completed with this summer.

ELECTRO-CHEMICAL Rheumatic Rings

Are Guaranteed to Cure Rheumatism and Neuralgia, also Female Disorders arising from an impure blood. This scientific ring is not a charm or faith cure, but a scientific method of eliminating uric acid from the blood. The elimination of uric acid from the blood is the combination of the various elements of the Electro-Chemical Ring will effect a cure. Look just the way other rings can be worn day and night. We guarantee these rings to do all that is claimed for them. Send size of finger when ordering. Write for full particulars to...

THE F. E. KARN CO., Limited
COR. QUEEN & VICTORIA STS. TORONTO, CAN.

DR. SOPER

SPECIALIST IN
Asthma, Epilepsy, Syphilis, Neuritis, Rheumatism, Skin, Blood and Female Diseases.

One visit advisable, but if impossible, history and two-cent medicine sent. Office—Cor. Adelaide and Toronto streets, Toronto, Ont.

Hours—10 to 12 a.m., 2 to 5 and 7 to 9 p.m. Sundays 2 to 5 p.m.

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