

When the wires of the Montreal Company had reached an extent of say 20,000 miles, the Dominion Telegraph Company was organized, by Toronto gentlemen mostly, in 1871, and proceeded to establish a system of wires to the principal places in Ontario and Quebec. By 1878 it had extended its lines to the Maritime Provinces, and at the close of that year boasted 402 offices, which was creditable to its enterprise and push. But in an evil hour its management decided, as a bid for popularity and business, to reduce rates between its most distant points in Ontario and Quebec, from 25 cents—the figure at which the older company had voluntarily placed its tariff—to 20 cents for ten words. This, considering the enormous distances many messages had to be sent, was too low a rate, and both companies lost money. They were crippled, indeed, and could not afford to make much-desired extensions into new territory. In 1880, therefore, the Dominion Company leased its lines to the Western Union Telegraph Company, the extensive and wealthy concern that had covered the United States with its wires. In the next year the Montreal Telegraph Company handed over its wires under lease to the Great North-Western Telegraph Company, a Canadian organization, with head offices at Toronto, of which Mr. Erastus Wiman is president, and Mr. H. P. Dwight, managing director. This company at the same time arranged to sublet the Dominion Company's wires from the Western Union, and for the last ten years it has worked the extensive system of lines erected by both those companies—40,000 miles of wire and 1,700 offices—spreading over five provinces of the Dominion and parts of New York and Michigan, besides erecting considerable additions to them. It restored the rate to 25 cents per ten-word message, with even lower night rates, and a rate of 15 cents between places 12 miles or less apart.

The Western Union Company of the United States sends a telegram five hundred miles for a quarter-dollar; and this we are told is considered a marvel of cheapness. But the Great North-Western Company of Canada sends a message over twelve hundred miles for a quarter-dollar, which is surely the cheapest telegraphy in the world. Nowhere on the European continent, at any rate, is there so low a tariff, distance considered. And twenty-five cents is the maximum rate. The Vice-President and General Manager of this Company, Mr. H. P. Dwight, has been connected with telegraphy in Canada since 1847. He was long the Western Superintendent of the Montreal Company, and to his foresight and energy much of this remarkable development is due. This company controls some 40,000 miles of wire, besides its own wires in Manitoba. Its foreign connections are the Western Union Telegraph, and the "Anglo," "Direct," "American," and "French" Cable Companies.

But this Company, too, has felt severely of later years the effects of competition. Its live, modern, and aggressive competitor is the Canadian Pacific Telegraph. The charter of that great railway contained a clause enabling it to do commercial telegraphy, and this was taken advantage of with all the promptness and thoroughness that characterizes the President, Mr. Van Horne, himself a former telegrapher. In September, 1886, the C. P. R. Telegraph was opened for business, with 140 offices in Ontario, 2 in Quebec, 90 in Manitoba, 100 in the North-West Territories, and 34 in British Columbia,

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