

## High Quality Builds Big Telephone Business

THIS business was organized to manufacture telephone equipment for independent local and municipal systems. Right from the start our equipment made records for efficiency. It did not take long for our goods to acquire a reputation for quality and reliability. As a result our business has grown by leaps and bounds.

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 it is 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 demonstrating the success of the independent telephone movement and the development of municipal systems. 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 these systems well, as on their success depends the growth of our business.

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.

You are absolutely safe in equipping your system with our telephones. We guarantee them as regards material and workmanship. In fact, we guarantee all our equipment and materials. And in addition, we offer to send our telephones for **FREE TRIAL**, so you can test and compare them with others right on your own lines before risking a dollar.

Ask for our No. 3 Bulletin—containing the latest information about building telephone lines—Also No. 4, describing our magneto telephones, is free on request.

SEND FOR A COPY

**Canadian Independent Telephone Co., Ltd.**  
24 Duncan St., Toronto, Canada

It is desirable to mention the name of this publication when writing to advertisers

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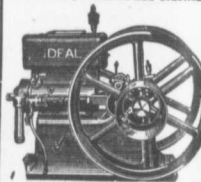
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