

[THE PIONEERS AT MONTREAL]

"Build long distance lines at once to connect all the exchanges within this territory," advised Mr. Vail.

"But they will not pay," was objected.

"I did not say they would," replied Mr. Vail, "but they will unify and save your business."

And so it proved. The Bell Telephone Company of Canada, now operating exclusively in Ontario and Quebec, with an investment of over fifty-five million dollars, has in service to-day upwards of 360,000 subscribers' stations and 97,000 miles of long distance wire. It has connecting arrangements for exchange of business with 720 local systems serving 103,000 subscribers, and by careful though progressive administration has built up a business equal to the needs of a wide and growing constituency.



*Maisonneuve Monument, Place d'Armes*