

The feature of the morning session was the address of President Doan, which was a comprehensive review of the telephone situation. He said in part:—

Taking all things into consideration the independent telephone men of Canada are to be congratulated upon the success that they have won.

This success has come on so quietly and so quickly that I am in grave doubt as to whether or not the scattered and poorly-organized independent telephone forces of Canada really appreciate the advanced position which they enjoy.

Of one thing I am certain—neither the financial circles of Canada nor the residents of the large cities have the faintest idea of the progress made by the movement or the money invested in the business. Some of them are just beginning to show signs of an awakening, and, as it were, are rubbing their eyes as if trying to gain a clear vision. But the Bell Telephone Company comprehend—and while in one way they are keeping very quiet and trying to make it appear that they are not disturbed, still, in another way, they are indicating the greatest possible anxiety.

#### Growth in Five Years.

Continuing, Dr. Doan said:—"Five years ago there were scarcely any independent telephones in Canada. The Bell Telephone Co. was then the whole thing. It not only owned and operated the only telephone system of any importance in the Dominion, but it owned what was at that time the only telephone manufactory in Canada, namely, that of the Northern-Electric & Manufacturing Company, Limited, of Montreal, which was then, and is now, the manufacturing and supply department of the Bell Telephone Company of Canada. People who can remember that far back say that the policy of both the Bell Telephone Company of Canada and the Northern-Electric & Manufacturing Company, Limited, is different now. Some go so far as to say that the Northern-Electric & Manufacturing Company, Limited, was not then advertising "the beauties of locally-owned and locally-operated telephone systems," and that they were not then out with agents trying to sell telephones to the rural communities of Canada.

#### Struggle at Ingersoll.

I have been told of the struggle at Ingersoll, Ont., where the citizens finally organized an independent telephone company, and are to-day giving up-to-date central energy telephone service to over nine hundred subscribers as compared to 200 subscribers served by the once arrogant Bell telephone monopoly.

You have all heard more or less of the successful Norfolk County independent telephone movement, which had its inception in Waterford, Ont., and has developed to a point which has forced the Bell Telephone Company to abandon that field.

If we have taken the trouble to inform ourselves, we know in a general way how the southern portion of Ontario is fast becoming a net-work of independent telephone lines outside of the more important cities.

Lately the movement has taken hold in the northland, and crossing from Fort William and Port Arthur, which own and operate municipal telephone plants, to Cobalt and Haileybury, we find the Temiskaming Telephone Company in sole possession of the field, and looking southward we find the movement rapidly taking hold in the entire southland.

The development in Prince Edward County has spread to the north and east, and a careful study of the territory now covered by independent telephone lines reveals the fact that by the building of a comparatively few independent connecting links these various local telephone systems could be

joined together into one vast system of independent telephone lines covering the territory west from the Detroit River and Lake Huron nearly to Montreal, and from Lakes Erie and Ontario north to Lake Nipissing.

Starting again in the Province of Quebec at St. Lambert, which is just across the river south from Montreal, we find the National Independent Telephone Company with lines running to Levis, Quebec, Riviere du Loup, and on down into New Brunswick, and connecting with the independent telephone lines of Maine and the New England States.

The facts are, and sooner or later the Canadian public will come to realize, that the independent telephone systems of Canada (not including the Government-owned telephone systems of Manitoba, Saskatchewan and Alberta), cover the Dominion of Canada much more completely and are to-day giving telephone service outside of the cities to more people in Canada than are served by the one-time telephone monopoly of this country.

#### Hold in the Cities.

Already the independent telephone movement has taken hold in the cities. We have seen how the citizens of Ingersoll have outdistanced the once arrogant Bell Company. Now let us consider the development at Brantford, Ont., where the Canadian Machine Telephone Company is now operating the Lorimer system of automatic service. When that city of 20,000 inhabitants granted a franchise to the Independent Company, the Bell Telephone Company of Canada served less than 500 telephone subscribers in Brantford. The Brantford service then (as it is now in many Canadian cities) consisted of an overloaded, antiquated manual switchboard of the local battery type, while the principal streets of the city were obstructed by unsightly poles and a network of wires, which the city council and mayor were unable to control. When competition came the Bell Company got busy. Down came the poles. Up went a new Bell central office building. An underground cable system took the place of the unsightly network of wires, and to-day the Bell Telephone Company boasts of and advertises Brantford and Brant County, Ont., as showing the banner telephone development in the Dominion of Canada.

But let us see what became of the Independent Telephone Company, whose franchise forced all of this activity on the part of the Bell Company. An investigation reveals the fact that this competing company is to-day furnishing good independent telephone service to over 1,200 subscribers in Brantford and vicinity, and by interchange of traffic with neighboring independent telephone systems, it enables the subscribers of the Canadian Machine Telephone Company at Brantford to talk to more people in the territory surrounding Brantford and for less money than can the subscribers of the Bell Company.

What has been accomplished at Brantford is now taking place at Peterboro' and Lindsay, where the Bell Company has been forced by competition to tear out its local battery systems and install up-to-date telephone plants.

#### Telephone an Economy.

Five years ago the great mass of the Canadian public looked upon the telephone as a luxury. To-day the telephone is recognized as an economy and a necessity, and the three great Western Provinces of Manitoba, Saskatchewan and Alberta, recognizing this, have purchased the Bell telephone lines in said Provinces, and are now engaged in building telephone lines and furnishing Government telephone service to the respective residents. The wisdom of this movement has been clearly established. As an aid to emigration alone, the fact that the settler can obtain telephone connec-