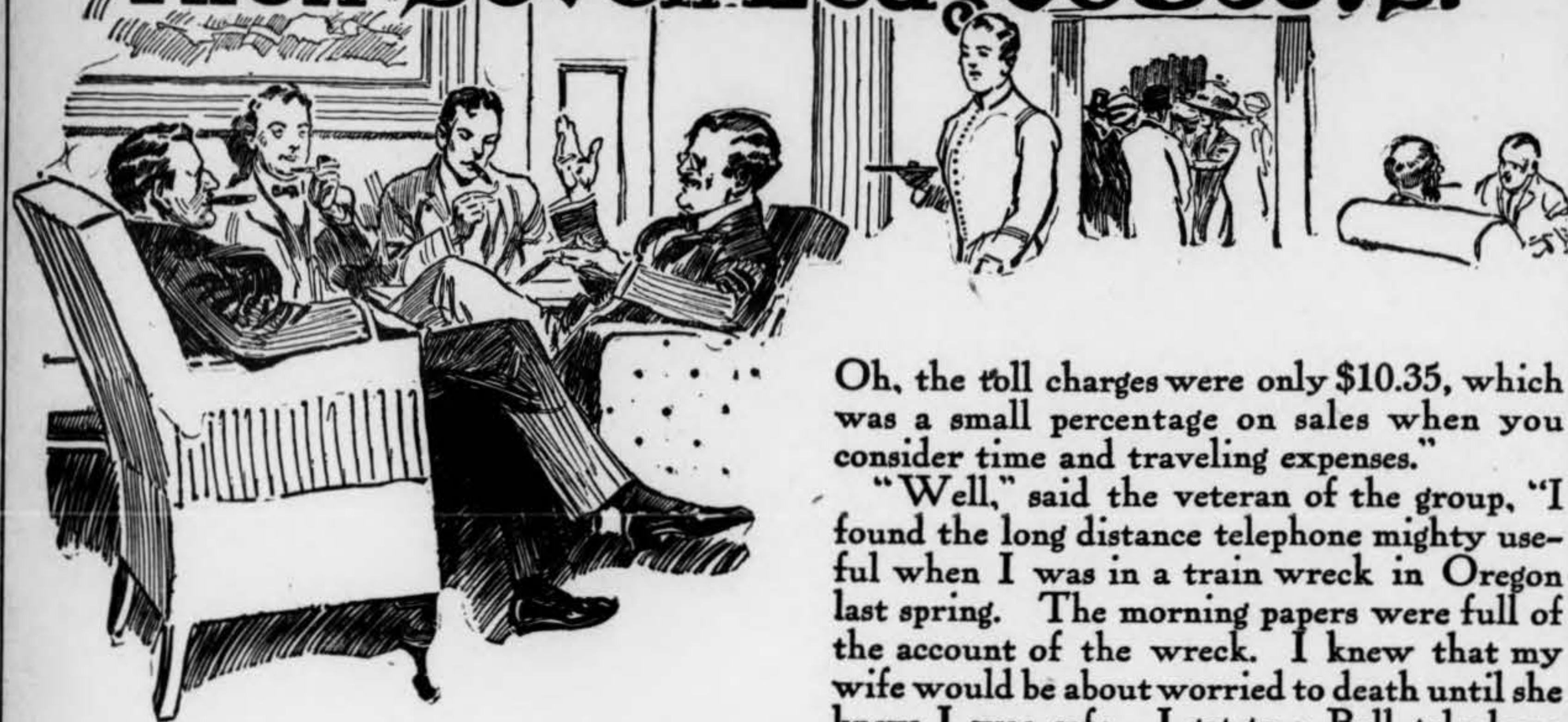


Their Seven League Boots.



A LITTLE group of men were sitting in the smoking room of a San Francisco hotel one night telling stories and discussing things generally. The conversation lagged for a brief moment, during which the faint but commanding tinkling of a telephone bell was heard.

Brown, a big, jolly fellow who represented a large manufacturing concern in a Southern city, listened to the distant ringing of the bell for a second, and then turned the conversation by saying:

"Bless d if I see how we could do business nowadays without the long distance telephone. Got a call from the house this afternoon with a tip that starts me for Seattle first thing in the morning. Portland is usually my next stop."

"That's so," chimed in another, "I used the long distance the other day when I was at Sacramento. I got a call to go back to San Francisco. Hadn't seen a half dozen of my up-state customers. So I called them on the telephone and took orders for over a thousand dollars' worth of goods. What did it cost?

Oh, the toll charges were only \$10.35, which was a small percentage on sales when you consider time and traveling expenses."

"Well," said the veteran of the group, "I found the long distance telephone mighty useful when I was in a train wreck in Oregon last spring. The morning papers were full of the account of the wreck. I knew that my wife would be about worried to death until she knew I was safe. I got to a Bell telephone as quickly as I could, and you bet she was glad to hear my voice and to learn that I was not hurt."

"The Bell long distance makes a hit with me," said the man from Los Angeles. "When I made my last trip, we were expecting a new arrival in our house, but I simply had to go. I was right here in this hotel when my brother Jim called me on the long distance and said: 'Congratulations, old man! It's a boy! Mother and child doing nicely.' It was a big relief, I can tell you."

"Long distance call for James B. Smith!" cried a hotel page, approaching the group.

"Well, boys, I may have another telephone story to add to the collection," said Smith as he arose to answer the call.

"Which illustrates just what we were talking about," said the man from Los Angeles. "We seldom get beyond the reach of the Bell Long Distance Telephone Service."

—American Telephone & Telegraph Co.



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