

## **The Implement of the Nation**

SECRETARY of War Stanton sat in his office in Washington.

"If I ring that bell," he said, "any man, *in the most distant State*, is a prisoner of war!"

The telephone bell has succeeded the messenger bell.

Business has succeeded war.

If *any man* in the Union rings the bell of his Bell Telephone at his desk, any other man *at the most distant point* is at his instant command.

That is the Bell Companies' ideal—that you may take the receiver off the hook and get into communication with *any man*, even in the most distant State.

That is the really *universal telephone* that the Bell Companies set as their goal at the beginning. It is so far realized that already 20,000,000 voices are at the other end of the line, all reached by the one Bell system.

The *increased efficiency* of the individual, of the lawyer or bank president or corporation official; the increased efficiency of the *nation as a whole*, because of the development of the Bell system, can hardly be estimated.

It certainly *cannot* be overestimated.

The president of a corporation to-day could not be the president of such a corporation without it.

The modern corporation *itself* could not exist without

telephone service of national scope.

Corporation officials could not have transacted business quickly enough by old methods to reach the totals which alone are accountable for our remarkable commercial development as a nation.

The wheels of commerce have been kept at the necessary speed to provide this swift development by the universal telephone.

The mere item of *time actually saved* by those who use the telephone means *an immense increase* in the production of the nation's wealth every working day in the year.

Without counting the convenience, without counting this wonderful increased efficiency, but just counting *the time alone*, over \$3,000,000 a day is saved by the users of the telephone !

Which means *adding \$3,000,000 a day to the nation's wealth!*

The exchange connections of the associated Bell Companies are about 18,000,000 a day—the toll connections half a million more. Half of the connections are on business matters that must have prompt action—either a messenger or a personal visit.

Figured on the most conservative basis, the money value of the *time saved* is not less than ten cents on every exchange connection and three dollars on every toll, or long distance connection—figures that experience has shown to be extremely low.

The saving *in time only* is thus \$1,800,000 daily on

exchange messages and \$1,500,000 on long distance messages—this much added to the nation's productiveness by the Implement of the Nation, the Bell Telephone.

American Telephone & Telegraph Company