

## Report from Gardiner Greene Hubbard to Bell Telephone Company Board of Managers, August 1, 1877, with transcript

Report L. 1877 Telephone To Board of Managers Bell Tel.Co. from G.G.H. 1st Pres. Telph Aug. 1 Cambridge, Mass. Assoc. Agencies

I herewith submit the following report of the agencies appointed to lease telephones.

Chas. Williams, jr., has been appointed agent for Boston, and a circle of ten miles around. He will receive a commission of 40 per cent on the first year's rent of each telephone with a commission of 20 per cent on the rental for each year thereafter.

Messrs. Stearns & George are agents for the same territory File Early Telephone History without any commission.

Mr. E. S. Holmes will probably receive the agency for the Telephone Dispatch Company of Boston to do an office and call business.

No other agents will be appointed in Boston.

Mr. F. A. Gower has the agency for the remainder of New England. 2 Telephone Agency New England Albany — Commissions the same as those of Mr. Williams.

No time has been fixed for the duration of these agencies, but it is understood that they will be continued while the agents give satisfaction, or until a Bell Telephone Company for New England is organized.

TERMS.

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To each Telephone \$10 a year, but if more than one is required for convenience at the same station, \$5 a year for each extra telephone. Telephones furnished to clubs on the same line for social purposes at \$5 each.

### **ALBANY**

The District Telegraph Co., C. H. Sewall Secretary, will probably receive the agency for Albany, Troy and the vicinity. They have introduced a number of sets of Telephones but no arrangement 3 Telephone Agency Western N.Y. has been concluded.

### TERMS.

\$30 a year for a set of two or four Telephones, Extra Telephones at different stations on the same line \$10, commission 40 per cent on each set, put up, and 20 per cent on each years rental after the first year.

### **WESTERN NEW YORK.**

Elisha Wilson has a travelling commission for Syracuse and towns west of that city on the line of the New York Central Railroad, for three months from July to be continued and the territory extended if he gives good returns.

### TERMS

\$40 for a set of Telephones, commission 50 per cent.

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Telephone Agencies Ohio & Indiana

### **OHIO & INDIANA.**

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The Telegraph Supply Co. of Cleveland, Ohio, G. W. Stockly, Vice president, have the agency for Central and Northern Ohio and Southern Indiana.

### TERMS

\$40 for a set of four instruments, usually one small and one large at each station.

\$10 for each additional Telephone on the same line.

Commission 50 per cent on all the telephones leased within two years. Contract to be renewed on such terms and such commission and for such territory as may be agreed on.

### **OIL REGIONS, Pennsylvania.**

Mr. John Ponton, agent. He makes leases on such terms as he deems expedient — commission 40 per cent. His agency is for one 5 Telephone New York City D. Cardrive Ga. & Fla. year, renewable at our discretion.

### **NEW YORK CITY AND VACINITY.**

An arrangement has been made to organize the Bell Telephone Co. in New York to act as our agents in this territory.

Messrs. Roosevelt and Cheever agents of the company. The papers will be ready for execution in a few days (as?) stated to the members of the Board.

### **SOUTH CAROLINA, GEORGIA & FLORIDA.**

Messrs. Richardson & Bennard, of Savannah, Ga., agents.

### TERMS.

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\$40 for two instruments and \$5 for each additional telephone at same stations, commission 40 & 20 per cent. Other agents will be appointed in South Carolina and Florida whenever this company think it expedient. Negotiations are pending with Gen. Stager of 6 Telephone Mr. Williams commenced delivering Chicago; Mr. David, of Pittsburg; The Telegraph Maintenance & Construction Co. of San Francisco, Cal.; Watts & Co. of Baltimore; Geo. C. Maynard, of Washington, D.C.; for the establishment of other agencies, but it has not been deemed wise to press them to a conclusion until we were prepared to supply their demands.

The draft of a lease agreed upon is submitted herewith; this will probably be changed to meet the views of our customers — only a very few have been issued and therefore but a small amount of money has been collected. Messrs. Sanders & Hubbard have therefore loaned Mr. Williams \$500, each to be repaid from the collection.

Mr. Williams commenced delivering telephones to our agents June 10th and since then has made and delivered 650 hand and box 7 Telephone Williams was Making 25 p day. telephones, nearly all of which are now in operation, not one of these has been returned, or so far as we know has failed to give satisfaction. He is now making for the last ten days, twenty five a day. This is not enough to supply even the present demand, he has therefore agreed to manufacture 40 small and 10 box telephones and 10 of the magnet calls a day, if he can receive a further advance of \$1000.

Messrs. Bell and Watson have applied for a patent for the magneto bell, this will be leased for \$7.50 a year for each call excepting in the city of New York, where they will be furnished without additional charge to parties paying a yearly rental of \$50.