

CHARTER. ARTICLES OF INCORPORATION OF J. A. REYNOLDS CO., INC. United States of America, Parish of Orleans, City of New Orleans, Parish of Orleans...

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It's All in the Cleaning. Almost every well-dressed man will tell you that the only way to have fall suits FIT right is to have them CLEANED right. Your Suits Will Fit--When Chicago Cleaned. They'll not bulge over shoulders and wrinkle about the collar--the lapel will lie smooth and flat--and the original shapely lines of the suit retained.

A Letter of General Public Interest and the Reply

The following correspondence is of vital interest to every telephone user, present and prospective:

New Orleans, La., October 12, 1920.

Mr. J. Epps Brown, President, Bell Telephone Co., Atlanta, Ga.

Dear Sir:— I have read the advertisements of your Company, but I do not understand why you must raise your rates now, when the prices of everything else are falling.

Will you please explain this? Yours truly,

Atlanta, Ga., October 16, 1920.

Mr. ... Dear Sir:— Your letter of October 12th asks a very natural question, and one which demands a full and frank reply, which I am glad to make.

While the prices of a great many things have, apparently, been reduced, these reductions do not apply to articles used by the telephone company or affect the expenditures necessary in the construction, maintenance and operation of the telephone plant.

The following classes of expenses constitute more than ninety-five per cent of the cost of furnishing telephone service.

LABOR More than fifty-five per cent of the total expenditures of the Company in rendering service are for wages and salaries; less than one-tenth of one per cent of this being for executive and general salaries.

The wages paid to our employes cannot, and should not, be reduced. On the contrary they must be increased, in many cases, to bring our wage scale on a level with wages paid by unregulated businesses, so that we may retain our skilled employes necessary to give you efficient service.

MATERIAL AND APPARATUS Many items of material and apparatus are involved in the current maintenance of the property, entirely apart from the enormous quantities involved in the construction of new property, and this represents a large item of expense.

There has been no reduction, nor any indication of reduction, in the price of these essential articles, in practically all of which the labor, freight and hauling cost is by far the largest proportion of the total cost.

We know that the manufacturers of telephone equipment and material have orders booked for two years in advance, with a constantly increasing demand, and which in turn makes a reduction in price in the near future most improbable.

FREIGHT AND PASSENGER COSTS Our annual expense for the transportation of freight and passengers is more than one million dollars. No one expects the Railroads to reduce their charges under the level of costs in rendering their service.

RENT Except in the larger centers our central offices and stocks of material are housed in rented buildings, and even in the larger centers we rent varying amounts of properties.

Like every one else, our rents have been greatly increased, with no prospect of any reduction. Even in pre-war days all leases for property occupied by us were renewed only at higher charges than for the previous rental period.

HOTELS The board and lodging bill for our men, who must travel in connection with the operation and maintenance of the property, costs many thousands of dollars every year, and we can see no prospect of the hotels lowering their charges. Until they do we must pay the present high charges.

ELECTRIC POWER AND LIGHT—STREET CAR FARE We spend many thousands of dollars every year for these services rendered to employes engaged in the maintenance of the property. Practically every year the rates charged by these companies have been substantially increased, and there is no thought of any reduction. The Telephone Company, like all others, must pay these increased rates.

PAPER, PRINTING AND STATIONERY We consume tons of paper for bookkeeping, correspondence and directory purposes, and pay many thousands of dollars for printing annually. This item of expense has increased in percentage more than the others, and no one has suggested that any reduction in these costs is probable.

COAL BILL The Telephone Company purchases coal in large quantities to heat the buildings occupied by its employes in rendering the service.

We, of course, must pay whatever price is necessary to secure the coal for this purpose.

INSURANCE Even where the actual rate per one thousand dollars has not been increased, we are compelled to carry a larger amount of insurance than in pre-war days in order to protect ourselves in the reproduction of any of the property which may be destroyed by fire, and this is reflected in a very large increase in the total insurance bill.

TAXES This expense, both Federal, State, County and City, has increased every year we have been in business; the increase this year being unusually high. There is no probability of this expense being reduced.

We do not pay any excess profit tax because we have never earned enough to be subject to that tax.

BUILDINGS It is common knowledge that the cost of erecting any kind of building now, as well as making alterations and repairs, which constantly confront the Telephone Company and which involve material, labor, freight, and hauling, is on an enormously higher plane than ever before. Insofar as the cost of materials may be reduced will this total cost be reduced.

The only way we can furnish adequate facilities for your use from year to year is by constructing the buildings in which to house the central office apparatus in the larger centers; as well as enlarging existing buildings to serve the increased needs, and this work must be carried on from year to year without delay. This involves hundreds of thousands of dollars in expense to the Company.

There are, of course, many other items of expense, all of which are now at the highest level in prices, and none of which show any sign of reduction for fundamental reasons.

Until these necessary costs of operation are materially reduced we cannot reduce the COSTS of furnishing telephone service.

We have carefully studied and analyzed the advertised reduction in prices we make but little, if any, use. Applied to the telephone business all known reductions in prices would reduce the cost of furnishing telephone service one-twentieth of one per cent.

This is many times offset by the increase in wages which, in many places, we must make during the current year.

Our present operating revenues are practically equalled by our operating expenses. If the present let down in general business continues for any appreciable time we will lose a material part of the still higher rate now received, which will make a gross revenue necessary if a deficit is avoided.

We are not asking higher rates for the SAME SERVICE we furnished one, two or five years ago; but for a much GREATER SERVICE which we now furnish, consisting of facilities to add many additional telephones to our system during the past one, two and five years.

This fact should be considered when comparing the increase in rates we ask with the increase in the charges of railroad, express and other public utilities for the same quantity of service.

We hope, as every one does, that in the relatively near future prices and the costs of operation, except labor, will be lower, but we see no immediate prospects of this result as far as the Telephone Company is concerned.

The increased rates we are now asking are based, in a measure, upon this hope. If the present level of costs of operation go higher, through causes beyond our control, the proposed rates will not yield a fair profit.

It is important to remember that no rate for a public utility is permanent. If conditions and prices so change in the future as to make the rates we are now asking yield too high a return, and if the Telephone Company should not reduce the rates voluntarily, the Public Service Commission would.

With no credit the Company cannot secure the millions of dollars required to provide the additions and extensions of its plant, which must be provided if the public demand for telephones is supplied.

Conditions as they are must be met, not as they may or should be.

The highest and best interest of the public is conserved in having the Telephone Company in position to supply facilities adequate to the demand for telephones and service, and in this way be prepared to render at all times an adequate service. No community can expand and grow without adequate telephone service, which in turn means adequate plant facilities.

With in adequate returns upon the bare cost of the physical property already in service—the Company's credit has disappeared.

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Respectfully yours, J. EPPS BROWN, President.

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