

# HOW THREE CAN GET TOGETHER MILES APART



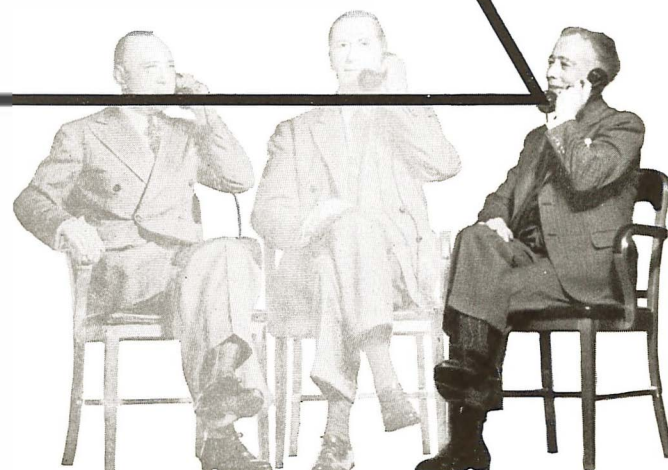
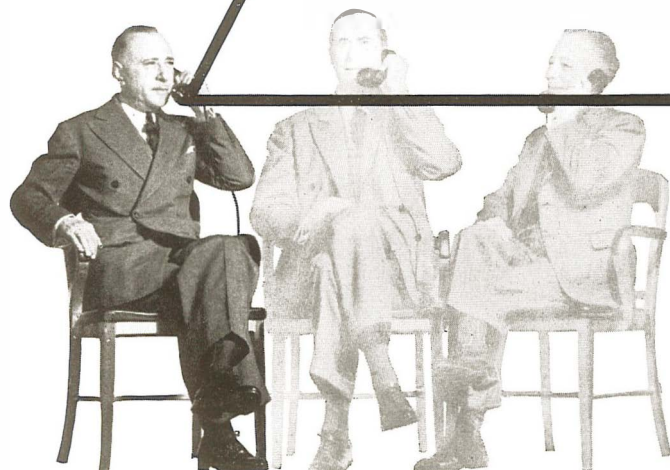
**T**HEY'RE in different cities. One is the district manager of asphalt sales for an oil company. One is a field representative. One is a customer. In a brief telephone conference (that is, all three talking on the same connection), they're clearing up a question of contract deliveries that might have dragged into days and cost a lot of dollars.

## TWO OTHER ACTUAL CASES

**1** The sales manager for a heating equipment company, unable to visit out-of-town branches as often as he'd like, holds monthly telephone conferences with branch managers to supervise sales activities, announce new products or prices, and keep in

close touch with market conditions. **2** The head of a wool marketing association uses telephone conference service to discuss important matters with committee members in four different cities at a fraction of the cost of personal meetings.

Telephone Conference Service is fast, adaptable, meets many business and social needs. *Up to six telephones* (more, by special arrangement) any distance apart can be connected at one time. Every one hears and is heard, as if in the same room. . . . Just ask Long Distance for the "Conference" operator. Rates were recently reduced.



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