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## Lighting Talks

Number 67.

Duluth, Sept. 24, 1911.

## No Discrimination

is made by the Duluth-Edison Electric Company against any customer or any class of customers. Every customer is treated alike—fairly and squarely, and courteously.

Our rates are the same to every customer taking the same class of service, whether it be electric light in the home, store, factory, or shop, electric power for commercial motors, or current for electric

washing, ironing, cleaning, cooking, and heating.

Each customer is expected to pay only for the amount of current he uses, by exact meter measurement—the only right way. It requires a large staff of helpers to maintain adequate and satisfactory service to more than 13,000 customers, to look after their requirements ceaselessly day and night, to read the meters, record their readings, and see that each customer is billed exactly right.

All this requires an immense amount of careful, painstaking work; and, just as in every undertaking largely dependent on the human element for its execution, occasional mistakes inevitably lappen. But when a mistake is brought to our attention it is corrected promptly and courteously—and all possible steps are taken to

prevent its recurrence.

We aim not to make mistakes. When a mistake of any kind is made, we want to know it. We welcome every just complaint. No customer coming to us even with an imaginary grievance was ever ordered out of the office, or told to take his trouble to somebody else, or treated with anything but the most careful and courteous consideration.

These things cannot be said of every public utility; and they are by no means unimportant. We mention them simply because they deserve their proper share of consideration in any discussion of the advisability of taking the City lighting away from this company, which has served Duluth long and well and offers to continue that service at the lowest price in the country, and of having such lighting done by a municipal electric plant which cannot possibly do it so cheaply and which would burden the City with an enormous debt and make YOUR TAXES go higher all the time.

Absolute fairness and undiscriminating courtesy in business are not matters of sentiment but of good business policy. This fact, unfortunately, has not yet been learned by some public utilities.

We maintain that every customer for electricity in Duluth, including the City itself, receives better treatment and a better bargain, at a lower price, than would be possible with a municipal plant.

Think on these things, and read the next Lighting Talk in next Wednesday's News Tribune.

**Duluth-Edison Electric Company**