

HISTORICAL FACT SHEET Telephone Industry Related Companies



COMPANY American Cushman Telephone Company

DATE ORGANIZED January 26, 1886

WHERE ORGANIZED Chicago, IL

FOUNDER(S) Sylvanus Cushman, Charles Walden,
George Heatchkiss, Charles Smith

NATURE OF BUSINESS Manufacturer

Subsequent names or significant changes resulting from acquisitions, consolidation, sales or bankruptcies:

Cushman United Telephone Company

DATE

c 1886

Dissolved as a result of injunction of the Illinois courts for
infringing on Bell's patents

July 1888

REMARKS Although Cushman incorporated on 1/26/86, he was making and selling his
patent infringing telephone in 1884 to Lumberman and others in Indiana, Ohio, Wisconsin
Michigan and British Columbia

Cushman began manufacturing non-infringing telephones under the newly formed

Cushman United Telephone Company name circa 1886

Source: NY Times July 1888



Cushman United



American Cushman

HELLO! EVERYBODY!

**WHY DON'T YOU BUY AN
American Cushman Telephone
OVER 1,000 SOLD IN 1887.**

WHAT OUR CUSTOMERS CLAIM.

From the Chicago Tribune, January 11, 1888.

E. B. BOUTWELL, Asst. Manager,
American Cushman Telephone Co.

DEAR SIR—I own of the 50th St. East, and the Telephone Co. of Chicago, Illinois. I used your Cushman Instruments on the regular full lines, operating first with Milwaukee, via Chicago, and since then. We could get with the regular office in Milwaukee just as easy as if it was in the same town. We have used it with Bell, Eddy and Madison, Wis., with some success. At Madison we connected with the manager through an exchange telephone, but owing to the slight transference in the wire we could not hear the other so well, but he could hear us good.

This was on an exchange line with us to his head (Bell) telephone in Chicago, through switch board connection at the end, and with some other exchange, which comes with the regular and the one used on by these cities, and in the middle of the other during regular business hours, showing the practicability of our Cushman Instrument.

I have never in all my experience (and I don't know who has had more than 15, except on the Long Distance Telephone Co.) made a circuit like to the Bell, even if a full Telephone working had a well as did the Cushman to do, and if I had Cushman at hand it would have been easier.

And the Cushman (Bell) may be modified, and the Bell company is being made to help our special instrument, and the public is benefited, in the way of —

Yours truly,
E. B. BOUTWELL.

The writer of above is ex-manager of Bell Co.'s Exchange at Elgin, Ill. Having been in the business several years, as he says, he ought to know what he is talking about.

WHAT OUR OPPONENTS CLAIM.

1st.—It is a mechanical impossibility for Telephone constructed in the Cushman plan to work (but they do, and on the same principle that the Bell Telephone works.)

2d.—That purchasers of Cushman Phones would be injured and not allowed to use them. (But for if they won't work? (But they do work and are not enjoined.)

WHAT OUR OPPONENTS OFFER.

1st Offer.—Switch your instrument and we will not bring suit. (Why don't they ask for your Bank Book?) It is—They or worse after using the Cushman Phone a month or more that it was placed in your office without your knowledge or consent, and has not been used by you.

2d Offer.—If we cannot fight and does not injure, and cannot beat the Cushman Co. in suit, we will buy up the private lines created by their customers and pay them prices for the same.

3d.—If in case of St. Clair & Sanitar Telephone Co. using Cushman Phones, between Port Huron and Red Axo, Mich., 180 miles, 36 Phones, cost about \$5,500, reported sold for \$12,000.

In answer to many inquiries—The American Cushman Company has NEVER BEEN ENJOINED. A suit for damages was begun by the American Bell Co. in July, 1888, and the evidence on both sides is complete and available. **KNOWING OUR DEFENSE** the Bell Co. does not ask injunction against us, nor against any of our customers. **WHY? ALL OTHER** makers of Telephones have been enjoined. The Cushman Co. has never appeared in all cases where suit has been commenced against its customers. It is confident in its claim of priority of invention, as proved by a cloud of witnesses. It has no fear of an adverse decision by the court. It offers as good an instrument as has ever been shown, and has been in operation from 500 feet to 150 miles in length. It is **SIMPLE** and more readily kept in order than any other, and is **SOLD OUTRIGHT**. For connecting office and warehouse or residence, or office and camp 10 to 100 miles distant, it is efficient and reliable. We have several lines connecting camps 20 to 30 miles distant.

The American Cushman Telephone Co. is the only Telephone Co. in this country which has never been enjoined by the Bell Co. For further particulars address

AMERICAN CUSHMAN TELEPHONE CO., 242 South Water St., CHICAGO, ILL.

I list of my Lumbermen's Relations (without pretense) as to be work of the Cushman Telephone.

OSCONA BALT AND LUMBER CO. Osceola, Mich.
JNO. C. GRAM. Ansonia, Mich.
WHEEL LUMBER CO. Jackson, Mich.
BENJAMIN L. LUMBER CO. Jackson, Mich.
F. R. WATKINS, Cushman (1888)
COOK & WILSON, Michigan City, Ind.

STERN-MANNING LUMBER CO. BENTON HARBOR, MICHIGAN.
W. H. BENTON, Proprietor.
BENTON LUMBER CO. BENTON HARBOR, MICHIGAN.
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