



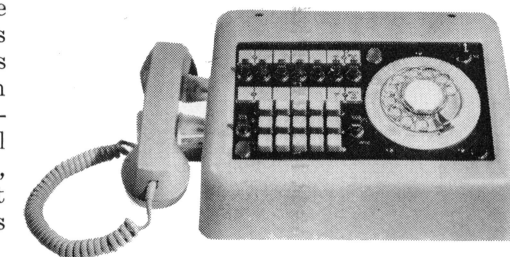
# how can you avoid a costly retraining program when you replace a PABX system?

## by recommending AE Type 40's, 80's, and 100's

One of these PABX systems is sure to answer the communications needs of many of your customers as they grow in size. Each system serves at a different stage of a customer's growth—the Type 40 will accommodate as few as 20 lines, the Type 100 as many as 400. Yet the features of the three systems are almost identical.

An outstanding advantage of these PABXs is that the three systems and their attendant turrets all operate in exactly the same way. As you recommend replacing your customer's Type 40 with an 80, or his 80 with a 100, be sure to mention this. It means you, your customer, and his employees don't have to go through a costly and time-consuming retraining program when the time comes to change to a larger PABX. Your maintenance men will be already familiar with the equipment. And your customer's employees will most likely not even notice there has been a change in telephone systems.

These systems offer such wanted and convenient features as direct inward and outward dialing, station-



controlled transfer, consultation, and night service. And they offer a large range of line capacities. For larger systems, a handsome floor console is available.

One of these PABXs offers the right size and service features for your customer. He'll appreciate the desirable features and the smoothness with which the changeover can be made from one

system to the next.

To help you sell the Type 100, write our Advertising Department for Circular C-1137. Circular C-1054-A will help you to sell the Type 40 and 80. Or talk with your AE representative. Automatic Electric, Northlake, Illinois 60164.

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