The Semaphore

Official Organ of the Great Northern Railway Club

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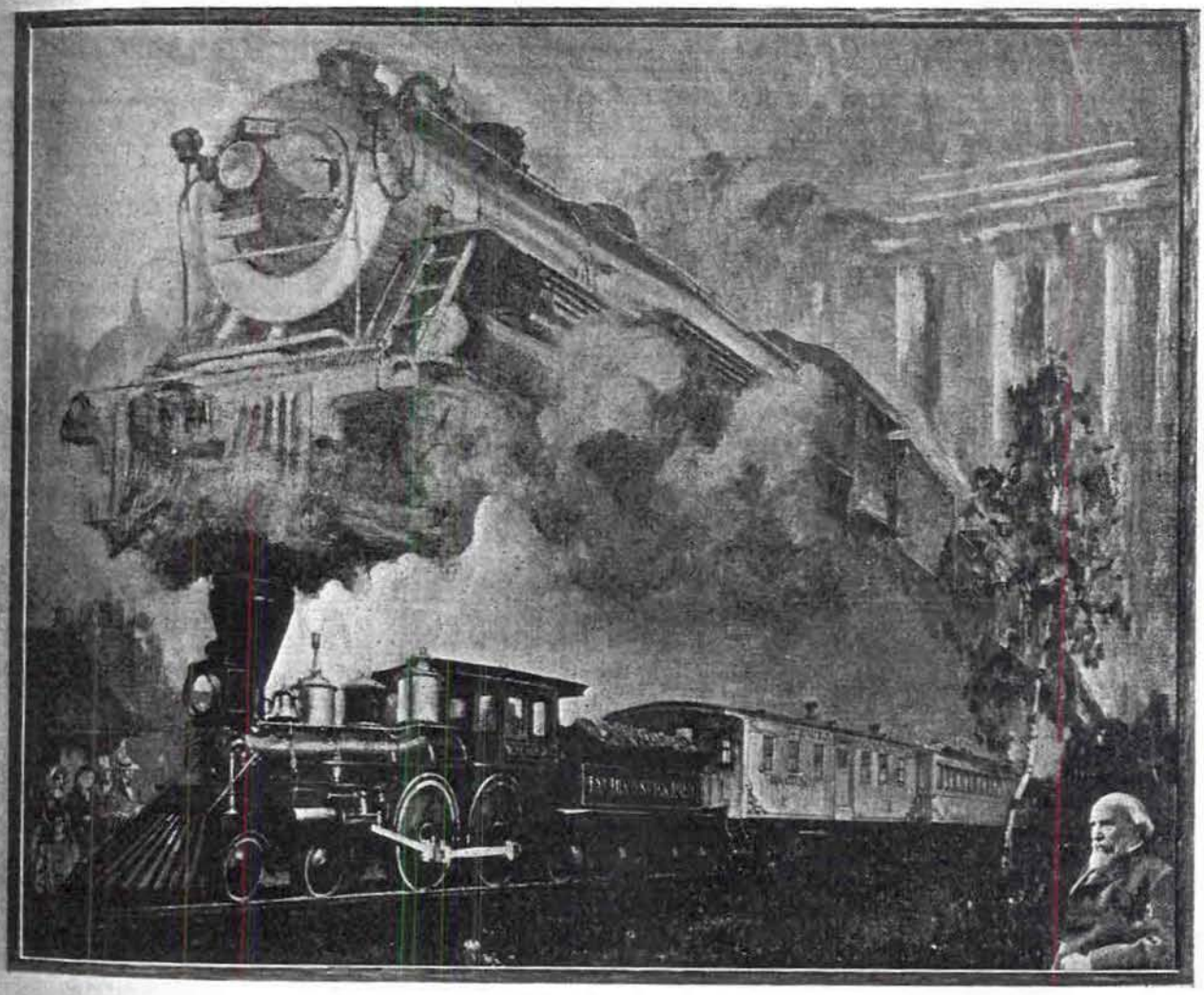

His Vision Realized

With President Budd's kind permission we publish the above halftone of an oil painting which he recently commissioned a Chicago artist to paint—for advertising purposes, we believe. It undoubtedly will be reproduced in colors, and indeed it should be, for it really is a very remarkable picture, unique in its conception, exceptional in its drawing and beautiful in coloring. No mere black and white print can do it justice; but even so, we know that our readers will be pleased to have it. The portrait of the late Mr. James J. Hill is inserted to give emphasis to the idea which we have expressed in the title.

TALK ON THE CONSTITUTION BY JUDGE HALLAM

At the regular noon luncheon of the Club on June 4th, the speaker of the day was Judge Oscar Hallam, former Associate Justice of the Supreme Court of the State of Minnesota. Our President Maher introduced him as a Wisconsin boy who came to Minnesota soon after his graduation from college and law school. He was elected to District Court of Ramsey County in 1905. In 1912 he was elected to the Supreme Court and again in 1918. Mr. Maher said that he had known Judge Hallam many years; that on one occasion when he was summoned as a juror, he asked the Judge, then on the District Bench, to excuse him on the grounds that he was a lawyer. Judge Hallam inquired whether he was practicing regularly as an attorney in Minnesota and he was forced to say he was not. Whereupon the Judge said he thought possibly all the law he knew would not disqualify him as a juror and he could not very well excuse him.

Before turning his attention to his general subject, that of the Constitution, Judge Hallam recounted a few humorous incidents that occurred during his experience on the Bench. He said in the grave atmosphere of the court, these things do occur. He recalled a case where there was a dispute between two families upon the Range. On one side, included with the family, was a dog, Caesar. One of the women of the family was on the stand and was asked whether she had sicked the dog on one of the parties of the other side of the case. She denied this. The lawyer asked her: "Didn't you say "Sick 'em Caesar.'" "No," she replied, "I didn't." "What did you say." "Well, I didn't say 'Sick 'em Caesar.'" "What did you say?" "I said, 'don't sick 'em Caesar.'"

Taking up the subject of the American Constitution, Judge Hallam said that we are prone to take for granted the commonplace in our lives, and rarely stop to realize that America in its industrial development, in the tremendous increase of its wealth and in the liberality of its government, is very different from all the rest of the world; that in no other country are the opportunities so great, the people so happy and prosperous. He said that at the time of the adoption of the Constitution, none of these things were foreseen. The thirteen colonies or states constituted a mere fringe along the Atlantic coast with a few million population. They were as widely separated in point of communication as we are from the Phillipines today; that they had two things only in common: their idea of freedom and a free government and protection from outside aggression.

The country claimed ownership to the Mississippi river with the exception of a small portion down near the Gulf, but held it of little value. Later, when President Jefferson acquired from France the territory between the Mississippi river and the Rocky Mountains, he himself doubted his power to make the purchase, and rather questioned its advisability. But we got it for 2 cents an acre and it was thought that probably it would be useful as a territory to which to transplant the Indians from the Atlantic Coast.

He said that our unique, unparalleled development, however unforeseen, had its foundation in the development of our government—what he called the American Idea and Ideal. No people, he said, could prosper or be happy without good government. The American Idea of self-government was the first instance of its kind in all history. While the Greeks had a form of democratic government, it was limited in its scope, and the government was really in the hands of a very few. They gathered together much as our Congress does and voted on questions of government by counting the "Ayes" and "Noes." For the purpose of counting, an individual was placed in another room and decided the vote by the amount of noise that the ayes or noes made. This was rather a haphazard way of doing, but it served its purpose in that day and time.

Judge Hallam thought that our government might be said to date back to William The Conqueror, who brought to England the Norman idea of government, and established the Norman institutions. It was an absolute monarchy, and the people had nothing other than the right of protest against the use or abuse of power by the sovereign. In the course of centuries these protests grew until the soverign was for reasons of expediency forced to concede certain rights, which were generally issued in the form of charters. These were largely, in the very nature of things, extracted from the King by duress. Nothing else would suffice to gain the concessions.

These conditions obtained over a period of 150 years; until in 1215 we find King John granting to the English people the Magna Charta. This was a charter of rights, which the English people won, but was limited in its scope. It defined the rights of the nobles and free men, but did not consider the serfs or slaves, who were not in the eyes of the government at that time considered men at all.

When the Colonists emigrated to America, to Jamestown in 1607 and to Plymouth in 1620, they found it advisable to secure, and brought with them, charters, and these charters, which the King granted easily enough because the new country was not considered of any value, constituted the nucleus or foundation of our constitutional government. The real start of our constitutional form of government began with the Pilgrims in 1620. They secured from the King a charter in which they were described as a body politic and corporate.

Before they were many days at sea, the men met around Elder Brewster's chest and drew up a sort of a constitution for the colony of North Virginia, as they called it, and which created a power to make such laws as the necessities of the colony might require. Thus it is that these people brought over and put into being for the first time in history the right of a people to govern themselves.

For 150 years there was a struggle to put their principles into practice. There was constant quarreling with the crown. One injustice after another was imposed on the people. In particular, Massachusetts and Plymouth colonies were centers of disturbance. Judge Hallam said that the matter of the tax on tea and the Stamp Act were not resented because they imposed any great burden upon the people, but because of the principles involved. The taxes of the citizen of today are many times in excess of any tax the colonists were called upon to pay, but the citizen of today has a voice in the government which levies the taxes.

The Declaration of Independence harked back to the people on the

Mayflower 150 years before and reiterated the idea that they had promulgated, namely; that all men are created equal; that all governments derive their just powers from the consent of the governed. These principles were not wholly in accord with the institutions which had grown up. There was a great deal of opposition to the Declaration of Independence. By some it was styled a document of senseless oratory. It was pointed out that the man who wrote it was a slave holder; and, in fact, there were many things in the life of Thomas Jefferson which were wholly out of harmony with the pure theory of the Declaration of Independence.

The Constitution followed along the lines of the Declaration of Independence and provided a government based on the principles promulgated in the Declaration. The situation was grave. The colonies were widely separated, and, as has been previously said, had little in common, except the idea of safety from invasion. The Revolution had been carried on under a form of Central Government based on the Articles of Confederation, but there were now debts to pay and matters of foreign concern to settle.

George Washington called a convention at Annapolis. Only a few of the states were represented. The convention met and adjourned to met the next year at Philadelphia, and the adjourned meeting was attended by delegates from all the states. They came with no definite idea of what was to be done, and the Constitution grew out of their deliberations. It was not based on any one plan. There was much controversy and much discussion. Some delegations, indeed, left the convention; but, as finally adopted, it represented a conglomerate of the ideas of those who had met to form it, and it was thought to be the best that could be secured.

From a literary point of view, it is probably the greatest state paper in history. From a governmental point of view, it is probably the greatest document of all times. It was to be operative when adopted by nine states. Instant opposition arose—opposition of the large states like Massachusetts, Virginia and New York. Indeed, the Virginia Assem-

(Turn to Page 5, Column 2)

"THE MESSAGE OF THE GOAT"

("anon e mus")

Proud I stand in my glory,
Throned on a car-side high,
Seeing an ever new story,
As the towns of the world glide by.

Symbol of a mighty railroad,
Pride of a loyal crew,
Knowing my duty to the public owed,
This my message to you.

From the western shores of the Great Lakes,
To the waters of Puget Sound,
I carry your goods, and for your sakes
With service I've covered the ground.

I carry the ore from the Iron Range,
The lumber from western hills,
I carry their grain from the great plains,
And the apples that cure all ills.

In my splendid Pullmans, I carry
Service and comforts untold,
'Mid wonderful scenery I tarry,
Where glorious views unfold.

In America's greatest playground,
I've builded camps for all,
Come out this season and play round,
Let Nature yourself enthrall.

For I'm the goat of the old G. N.,
I've traveled an awful lot,
I've a record behind and hopes ahead, but then,
I've never once been got.

DISCRIMINATING CHILD

The following is contributed by Mr. F. F. Schultenover, Chief Clerk, Breckenridge:

Just to let you know that we not only appreciate but enjoy very much your monthly edition of the Semaphore, have the following incident to recite which is an actual occurrence and can be vouched for by some inquisitive telephone operator.

The phone conversation took place in this office and was as follows:

Mr. Stull: "Hello."

Child: "Is my mama there?"

Mr. Stull: "I don't know. Whose mother do you want?"

Child: "Well, whose mother have I got?"

Mr. Stull: "Chief Dispatcher."

Child: "Oh, Hell, I got the wrong mama."

THE RAILROAD DOLLAR

Mr. Countryman's Talk

On June 18th Mr. M. L. Countryman, Vice-President and General Counsel, addressed the Club on the subject of the "Railroad Dollar." There was much food for thought in what he told us, and we shall report the substance of his remarks at length.

At the outset, he said, it was his first attempt to talk to an audience having more specific knowledge of the subject than he himself, and he, therefore, hoped that his hearers would correct any errors he might make and draw the mantle of charity over his attempt.

Discussion of the railroad dollar is part of the educational campaign being conducted by the Bureau of Public Relations which the Great Northern established about a year and a half ago. This work is along the lines of that being conducted by similar departments in a number of the larger railroads. The purpose is to inform public opinion. For many years the railroads had been the victims of designing politicians, who, without any accurate knowledge of the subject, but by the very force and reiteration of their attacks, had succeeded in building up a public opinion that the railroads were wolves seeking to devour the people's substance. The railroads during all that time had remained aloof, feeling that their works would speak for them; but they have found at last that if the truth is to prevail, they must establish it, and they, therefore, are now engaged in advising the public of the things every citizen should know concerning his transportation system. The good effect of this work is already in evidence, and, it is to be hoped that the time will come when there will be an end to hostility and every employe, citizen and shipper will be a friend and booster. Surely, there is sufficient cause for the public to take pride in our transportation systems. They are a marvel of accomplishment. Our population is about six per cent of the world's total, and, yet, we have forty per cent of the world's railroads. Ours are the most efficient, and the cheapest in the world.

Mr. Countryman then took up the main subject of his address. He asked that we bear in mind that the railroads' dollar is no different from

our own; that with the railroads, as with ourselves, when the one hundred cents it represents have been spent, there is nothing left.

He exhibited a chart showing by proportionate segments of the circle the expenditure of the dollar earned by the railroads, based on 1922 statistics. At the time the chart was prepared, the 1923 figures were not available. A new chart is being drawn on the 1923 statistics, but the relative expenditures are not varied in any important respect. The total earnings in 1922 were about $5,500,000,000, which, in 1923, had increased to about $6,300,000,000, in round numbers. Mr. Countryman said that the chart reminded him of his boyhood and the pies his mother used to bake. Their's was a large family and father always got the biggest piece. When it came around to him, the slice he got bore a remarkable resemblance to the smaller segments shown on the chart.

The principal item going to consume the railroads' dollar is labor—47.81 cents—practically 48 cents—or nearly half of the dollar. This goes to employes and officials. He said that often in talking to the public, he has been asked how much of this 48 cents the officers got. On the Great Northern, the one road of which he has accurate knowledge, but which is fairly typical, the salaries of the managing officers, the men who do not do anything—exclusive, of course, of Bell and Keating—would not exceed $250,000. In 1922 the Great Northern took in $120,000,000, so that the officers got one-fifth of each penny of the railroad dollar. In other words, they got one cent out of every $5.00 the road earned. This amount is so small that it could not be shown on the chart—the lines would be so close that nothing would be visible between.

The labor cost, Mr. Countryman said, is not surprising. Our product is largely labor—very little material goes into what we manufacture and sell—transportation. The cost of living has greatly increased and, necessarily, the cost of labor has kept pace with it. The difference in annual cost of labor to the railroads as between 1917 and 1922 was $942,000,000.

The next item was fuel—10.14 cents. Mr. Countryman said that he had been reliably informed that the railroads consume 28 per cent of all the bituminous coal mined in the United States and that they consume even a larger proportion of the country's petroleum product. Fuel costs in 1922 were $170,000,000 more than in 1917. Here again we meet the increased cost of labor. It accounts for a large proportion of the increased cost of fuel. The miners' wage of necessity has been raised, just as has been that of the railroad employe, and the miners' increase is reflected in the price paid by the railroads for coal.

The railroads expended in 1922 19.94 cents of each dollar for materials and supplies. There was no great difference in quantity and quality as between 1917 and 1922, and, yet, the railroads paid $500,000,000 more in 1922 than they did in 1917 for materials and supplies they had to buy. It is the same here as with fuel—the added cost of labor is responsible for the higher price of material and supplies. The operator in the steel mill and the mechanic in the factory had to be paid higher wages to meet the higher cost of living, and the railroads encountered this added labor cost, as in everything they buy.

The next item is rental of equipment, for which the railroads paid .98 of one cent of each dollar. Mr. Countryman said we were all familiar with this item and that it needed no comment or analysis; also, that it is an item that has remained and will continue to remain more or less fixed.

Another item of expenditure was 1.5 cents out of each dollar for loss and damage. This, he said, should be the subject of the sober reflection of those who are advocating a return to government control. During the last year of government control, there were filed against the government about 4,207,000 claims—mostly freight loss and damage. In 1923, under private ownership and operation with a larger business, there were filed against the railroads 2,833,000 claims. One need not think hard or long to see the advantage of private initiative and efficiency as reflected in the number of claims.

Taxes consumed 5.46 cents of the railroads' dollar. Mr. Countryman said that some fifteen or sixteen years ago, Mr. James J. Hill walked into his office one day and said "Countryman, do you know what the Great Northern is paying in taxes?" Fortunately, Mr. Countryman said, he had been discussing the subject with the Tax Commissioner a few days before and was able to say that he did know, and that the taxes for that year were approximately $3,000,000. "Confiscatory!" exclaimed Mr. Hill. "Something must be done to correct the situation." Mr. Countryman wondered what Mr. Hill would say today of the item of over $9,000,000 in taxes paid by the G. N. in 1923.

The railroads paid for rent of leased roads 2.55 cents out of their dollar. This is an item that requires no discussion. Like rental of equipment, we all know what it covers.

The items discussed up to this point include all but two, which Mr. Countryman said, are of special interest to those supposed to own the railroad—the stock and bond holders. We speak of them as the owners of the railroad, but, as a matter of fact, in the last analysis, said Mr. Countryman, the public is the real owner, because the railroad is forever dedicated to the public service. It must carry on whether it prospers or goes into bankruptcy. It cannot retire from the field and must continue in the service of the public. It must continue to run in spite of losses and in spite of the fact that, because of government regulations and restrictions, there is little left for the management to do except to see that the trains run on time. Incidentally, he remarked, the Great Northern has accomplished wonders in this respect. The first of the two remaining items is railroad interest, which consumed 8.85 cents. Practically nine cents of the railroads' dollar went for interest on their indebtedness—chiefly the mortgages on their properties. This was in 1922. In 1923 the railroads put over a billion dollars into improved facilities and increased equipment. Most all of this was borrowed money calling for still more interest. This is not as it should be. The proportion of debt to the partnership interest in the properties is too large. It is constantly growing larger—an alarming outlook, said Mr. Countryman, which he could not at the time discuss. About one million people, he said, hold the railroads' bonds. The interest thereon must be paid. If not,

inevitably there must follow foreclosure and bankruptcy.

The last item is dividends—2.77 cents. That much of the railroads' dollar was the only source of dividends to the stockholders. 2.77 pennies belonged to the corporation, available for dividends and other corporate purposes. This does not mean that none of the railroads had more than this amount. The Great Northern, for instance, fortunately had more. The figure is a composite or average for all the railroads. In 1922 the stockholders had available for bonded indebtedness and dividends, $777,000,000, of which $669,000,000 went for interest and fixed charges, leaving $108,000,000 for dividends and corporate purposes. How much of a dividend did this provide? In 1922 the outstanding stock of the railroads held by the public amounted to $7,300,000,000. A dividend of 1½ per cent would require more than the $108,000,000 available. In 1923 the railroads did somewhat better. But in neither year was there a return to stockholders comparable with what they might have secured from equal investment in commercial enterprises.

Mr. Countryman said that he had been using the chart to show the people not engaged in the railroad business what pending and proposed legislation to reduce railroad revenues would mean. Some there are who desire to cut off all increases since 1920. This 1922 chart serves admirably to show what a cut-off of one-third, or even one-tenth, would mean. Bearing in mind that these advocates of reduction do not intend to cut off labor cost, but rather to increase it, and do not purpose to take off anything from materials or supplies, or anything from fuel, or any of the other items, with the sole exception of dividends, it can be easily seen that even a reduction of ten per cent would wipe out everything the stockholder might possibly get out of the dollar. If not consciously, then through inexcusable ignorance, which is little short of criminal, these political demagogues are seeking to wreck the railroads. Men of intelligence in Great Northern territory are fast coming to realize that all such legislation is vicious and destructive and must be stopped.

March 1st, 1920, the railroads received back their properties after twenty-six months of government control. They were returned in a deplorable condition. The difficulties confronting the railroads were enormous. None but those at the head of the railroads will ever know or realize how tremendous those difficulties have been, and, yet, in spite of all adverse conditions, private management in 1923 had brought efficiency to the highest pitch. The railroads had regained the loyalty and efficiency of employes to a high degree. Traffic was greater than ever before, and, yet, practically speaking, such a thing as a car shortage was unheard of the country over.

Mr. Countryman said that he was an optimist; that he believed that right and good sense would prevail in the end; that prosperity at no distant date would return to us, and that the mouths of the calamity howlers would be stopped. He was reminded of a bit of doggerel used by Mr. Howard Elliott, Chairman of the Northern Pacific Railway Company, in an address last winter before the Harvard Club of New York City, which is as follows:

"My Grandpa views the world's worn cogs,
And says we are going to the dogs.
His Granddad in his house of logs
Swore things were going to the dogs.
His dad among the Flemish Bogs
Vowed things were going to the dogs.
The cave man, in his queer skin togs,
Said things were going to the dogs;
But this is what I wish to state,
Those dogs have had an awful wait."

THE CONSTITUTION

(From Page 3)

bly, was one of the most spectacular conventions in history. Many great men were against the Constitution, among them Patrick Henry. Washington and James Madison were for it. It has been said that Washington's influence was probably the deciding factor in its adoption by the State of Virginia.

In Massachusetts there was another bitter fight. We are not to suppose that these gatherings were idealistic. They were not. They were composed of practical men with practical ideas, who played practical politics. It was said that the fact that one faction was able to vote John Hancock into the chairmanship of the Massachusetts convention was responsible for Massachusetts' adoption of it. The Constitution was finally adopted in 1788, and in 1789, the government was organized to operate under it.

Judge Hallam touched briefly only on the form of our government, limiting his remarks primarily to the unique and original idea of creating the legislative, executive, and judicial departments wholly separate and apart from each other. It was his idea that this was wholly for the good of the government, and he believed that this was universally conceded—with the possible exception of the separation of the legislative and executive functions, some contending that these should not have been separated. Judge Hallam said that no one would contend that the Constitution was 100 per cent perfect; that the government under it had been 100 per cent perfect; but he very earnestly believed that it is the best that humanity has been able to devise, and affords to those who live under it, equality of right and equality of opportunity, if not equality of capacity. It has been claimed at times that the Constitution was framed by the rich for the purpose of governing the poor. This is in no sense true. The men who framed the Constitution were men of substance, necessarily, because it was requisite that they should have sufficient means to subsist themselves, or be in a position to secure subsistence during the deliberations of the constitutional convention. But while they were men of substance, there were no rich men among them, and, in fact, a successful automobile manufacturer of today could match their entire wealth with one year's income and have much left over.

There were those who were against the form of government devised. Hamilton, for instance, would have been willing to accept a monarchy, and was in favor of a strong central government. Others stood out staunchly for state rights. Universal sufferance, as we now have it, did not obtain at that time. It has been brought about by amendments to the Constitution, but equality of opportunity and of right did exist, and by reason of the Constitution will continue to exist so long as the government shall endure.

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EDITOR
W. N. S. IVINS,
1118 G. N. Office Building

STAFF
CLIFFORD H. TREMBLY
MRS. J. MABEL DILHAN

Address all communications to the Editor. Copy for each number must be in by the 5th of the month of issue.

Employes are invited to contribute items for publication. These should be typewritten double space and on one side of paper only. Photographs are especially desirable and will be returned if requested.

Editorial

THE LEGISLATIVE MILL.

One of the causes of the mounting taxes that are fast becoming an insupportable burden is the increasing cost of government due to the amazing mass of laws that the congressional and legislative mills are continually grinding out. Speaker Nolan of the Minnesota Legislature in his recent address before the Club roughly estimated the number of new laws passed each year at 25,000. That many of them are useless, costly and unnecessary is well evidenced by the terse communication of Governor Smith of New York in returning to the legislature, without approval, some eighty odd laws.

"The following bills are not approved, because they are either duplicates, or unnecessary, or defectively drawn, or are embraced in or in conflict with bills already signed, or are unconstitutional, or are for purposes which can suitably be accomplished under general laws, or should be provided for, if at all, by amendment to the general law, or are objectionable or inadvisable by reason of proposed changes."

Would that we had more governors with the courage of their convictions.

EVERYBODY IS A TAXPAYER

Leon C. Bradley, director of the Albama Public Utilities Information Bureau, states the case very aptly in the News Bulletin of that bureau:

"Men who do not own one square foot of land nor the first two bricks of a house, who have no money in the bank, who own no security or the tools with which they work all pay taxes. They pay as surely as if they owned a great deal of property.

"People have to eat. If the grocer's landlord has to pay higher taxes the grocer has to pay higher rent, and so his customers have to pay the grocer higher prices.

"People all have to sleep. If the man who owns the house a person rents has to pay higher taxes, then the tenant must pay higher rent.

"People must wear clothes. Taxes on clothing makers and dealers are high. In like proportion their prices for the clothing they sell must be higher. Everybody who wears clothing pays the tax.

"Railroads have to pay excessive taxes. So they must get more money for freight and for carrying passengers. The average man must pay the extra cost of this service.

"Higher taxes on the gas company, the light company, the telephone company, the street car company, the water company, mean that users of these essential services must pay higher prices for the services.

"Taxes on industry, commerce and business are really taxes on the people who use the services of industry, commerce and business.

"The man who pays the tax collector is simply a deputy tax collector who gets the money from the people to turn it over to the tax gatherer."

VERSES BY AN OLD TIMER

We are indebted to one of our Veterans, Mr. John Hardy, of Minneapolis, who sends in a letter and verses that we are most happy to publish. Mr. Hardy writes:

"Fifty-eight years ago I rode on the Great Northern from St. Paul to St. Anthony Falls. It was then called the St. Paul and Pacific.

"Some years later the name was changed to the St. Paul, Minneapolis & Manitoba and later on to the Great Northern, which name it still retains.

"I have worked the greater part of my life on the line, but was stricken with rheumatism and for many years have been able only to go about my own yard on crutches.

"I am eighty-three years of age and think often of those days long since past, and, believe me, the dear old Great Northern occupies a warm place in my heart."

* * *

Come all ye faithful working men,
Who labor on this line,
And officers, both high and low,
I hope you'll all combine
To keep this road a grand success
For passengers and freight,
Eclipsing all the other lines
The West do penetrate.

All honor to the memory
Of him who planned this line.
The Lord endowed him with great brains
And energy sublime.
No barrier could stay his course,
Or his ambition kill.
The boundless prairies yielded,
And the Rockies, to his will.

All honor to his memory now,
And those who knew him then
Will tell you that he was a prince
Of all great railroad men.
The leader in St. Paul today
Is one of brains and vim.
His father's watchword will be his,
"To conquer and to win."

RAILROAD POST NO. 416

Adjusted compensation blanks are now in possession of the Post officers and can be secured from Adj. John Snyder, Room 1222, General Offices.

R. R. Post will take an active part in our National Convention in St. Paul this fall. All ex-service men wishing to participate should join R. R. Post now.

Our annual picnic will be held Sunday, July 27th, at Big Marine Lake.

THE COMMERCIAL OFFICE

Talk by W. D. O'Brien

On June 11th the Club listened to one of our own men who told us of the work of his particular department in the organization. Mr. Wallace D. O'Brien, General Freight Agent at St. Paul, outlined to us the functions of a commercial office and, we think, convinced his audience that not only is that office a most necessary and valuable adjunct to the railroad, but that the path of its personnel is far from being strewn with roses, and that the willing cooperation of the other departments is necessary to the success of their endeavors.

Mr. O'Brien said that the Commercial Office has a niche all its own in the railroad organization. In the Great Northern's St. Paul Office, the force consists of one inside man, whose work is confined to office duties, and three outside men, namely: two contracting freight agents and the General Agent, the latter being in charge of the office and responsible for its functioning. The territory covered extends south to Inver Grove, east to Newport and North St. Paul inclusive, north to and including New Brighton, and west to the St. Paul city limits.

He said that although the simile is time worn, the organization of a railroad is so like that of an army that he could not refrain from the comparison. If we may visualize the operating forces along the line engaged in moving the business over the rails as the first line troops along a far flung battle line and the General Offices functioning as a general staff supplying the various units with necessary material and coordinating their efforts, he thought that the Commercial Offices might be considered as outposts stationed at strategic points engaged in keeping in close touch with conditions in their particular sectors, and in doing all possible to contribute to the success of the main campaign, that campaign being, where we are concerned, to make and keep the Great Northern a dependable railway.

The Commercial Offices are called upon to keep watch of general business conditions and volume of traffic handled in their respective territories. In this connection, they keep various reports, the most important of which is the monthly traffic report. For these monthly statements, it is necessary to go through waybills covering business from various freight stations within the territory handled. At St. Paul, these are Hamline Transfer, Minnesota Transfer, South St. Paul, New Brighton and North St. Paul. Figures pertaining to tonnage and revenue are so combined as to show the amount of business received from individual firms and moving to different territories and comparison made with similar business handled during the corresponding period of the previous year. Reports are made also covering tonnage and revenue of various commodities received. This also is taken from the freight bills. These reports are more than one man can possibly handle. The outside men assist the inside men in their preparation.

Most of the text books on railroad organization lay great stress on what they term the two primary functions in traffic departments. First, the creation and maintenance of a rate structure that will stimulate the movement of traffic to the point which will bring the greatest net return for the volume of business handled. Second, the securing and holding of business to that particular line.

The Commercial Office in the routine of business is constantly in touch with matters pertaining to both of these functions, and, as an adjunct to the General Traffic Department, reports to the superior officers so much of the information so gained as they believe will be of value.

As an instance, Mr. O'Brien said, the day before the question of publishing a storage in transit privilege at St. Paul on onions moving from Pacific Coast territory was up for consideration and, before taking action, the General Freight Department referred the matter to the Commercial Office for information. It was the job of the Commercial Office to secure as much first hand authentic information as possible on the volume of this traffic and the effect such a privilege would have on the movement of the commodity. The General Freight Department necessarily must rely to a great extent on these reports of Commercial offices throughout the territory in order to intelligently dispose of such matters. This is one of many examples which might be cited.

The greatest activity of the Commercial Office, however, and the one where the force of the office have their troubles, relates to the second of the two main functions—securing competitive traffic. In other words the selling of the railroad's freight service to the shipping and receiving public. It is not always easy. Mr. O'Brien said it did not consist of the mere making of calls and being a good fellow to the patrons of the road. The time when this business was solicited on the ground of personal friendship is rapidly waning. The basis on which business is secured today is primarily that of service. He said that while we all know that service depends upon the cooperation and united efforts of the different departments in the organization, the Commercial Office is the place to which the ordinary shipper looks for the accomplishment of the thing desired. It is the liaison point to which the railroad's patrons ordinarily turn when in trouble; and the amount of business to be secured depends largely on the extent of the prompt, reliable, personal service of the sort which a Commercial Office can give to a shipper. Personal friendships, he thought, would always enter into the business of solicitation, but, other things being equal, most of these friendships are the outgrowth of intimate business contact, so that it all comes back to the same starting point—service.

As instances of some of the requests made on the Commercial Office, Mr. O'Brien cited the following: To handle diversions; to issue exchange bills of lading; to advise the rate on anything from soup to nuts, or how long it will take a shipment from St. Paul to Seattle, or what delivery can be made on a shipment from Boston via lake and rail to St. Paul or Fargo, or why a certain claim has not been paid; to say where the Great Northern is buying its coffee now; why the Great Northern diners do not use a certain syrup; or any other of a hundred and one things that come up in the day's work. The mere answering of questions, of course, is nothing in itself, but it is the part of the Commercial Office to handle an inquiry in such a way that the shipper will feel that the Great Northern is interested in his business and his problems, and that he can rely on its organization

for any help that he may need, so that when he has business which can be handled by our line, his first reaction will be "Ship Great Northern."

The Commercial Office is forced sometimes to ask a good deal of various departments, or employes; but, in return it takes a good many jolts for other departments. As an outside office in direct contact with the road's patrons, the Commercial Office often is a bumper between an irate shipper and a particular office which he feels is not giving him the treatment he should have, or is not giving his business the attention it requires. Mr. O'Brien said that by far the greater majority of complaints and dire threats received in his office never reach the department for which they are intended; that his office absorbs as much punishment as possible, and only passes on the things that they believe will materially hurt the Great Northern and that require attention beyond that which they are able to give. It was his idea that the Commercial Office functions as a first-class shock absorber; that it has to, for the reason that it is an ouside office. He said that the crossfire grows pretty hot and heavy when things go wrong and occasionally they receive a broadside from our own side. The fire from the outside, they are willing to take, but it hurts to find themselves raked with shrapnel from our own lines.

Mr. O'Brien wished, he said, to plead the case of the outside man, who, in dealing with patrons of the Great Northern, is directly representing each employe, whether it be the president of the road or the youngest office boy. When he works his hardest to secure a carload of freight, or ten or fifty cars, he is not working for his own glory. He is after the business for the Great Northern because that happens to be a part of his job. If the organization should come to feel that it is not represented on the outside, it should take the necessary steps to see that such representation is secured; but if the outside man is doing the work as it should be done, honestly and satisfactorily representing our railroad, then he should have our full and unqualified support. He needs it, and Mr. O'Brien assured us that help is not asked where it is not required.

A man in the Commercial Office must have a certain amount of knowledge of a good many things. First and foremost, he must know his line; he must know the principal trains, their schedules to important points and their connections with other lines; he must know something about tariffs and classifications in order to intelligently discuss rates and rate territories, not to speak of transit privileges, storage and wharfage charges, demurrage and other such matters. In his particular office, he said, they are required to issue and handle export bills of lading and other necessary export business. In general, the solicitor must know something of the routine of handling claims; he must know something of terminal facilities, switching arrangements, times and places of interchange with other lines: he must know something about provisions of bills of lading and of the liability and duties of a carrier. These things must be known if he is to be in a position to properly represent the road.

Mr. O'Brien said that in his opinion the three most important qualifications for a successful freight representative are: Patience, tact and faith. He must have patience because he is constantly encountering discouraging obstacles. He must have tact because he is often called upon to straighten out matters and solve difficulties to the satisfaction of the shipper. But the greatest quality he must have is faith, and he must possess it in abundance—faith in his company, faith in the man he works for, faith in the locomotives that haul the trains, faith in the rails which carry them. He must know that when he commits the Traffic Department to a certain course, it will back him up in what he has undertaken to do. He must know that when he states that a car will go into a certain train for delivery at a specified time, his Operating Department will back him up. He must know that when a claim question has become too hot for comfort, he can secure an adjustment, or be given the information that will enable him to straighten out things with the client.

Concluding, Mr. O'Brien said, he thought he could sell Great Northern service, because he has faith in the Great Northern; that if he did not believe in the company, he would not be working for it.

He said that he knows the Great Northern; knows we have the road; knows we have the terminal facilities, the rolling stock and motive power; in fact all the necessary physical facilities. But above all, he knows that we have the men, the spirit and ability to perform any legitimate piece of business that a railroad may be called upon to undertake.

OUR ENTERTAINERS AT ALEXANDRIA.

The Great Northern song birds, consisting of the Misses Haessley, Renz, Gardner, Lind, Capistrant and Stauffacher, accompanied by Miss Kauder as chaperon, the Great Northern Quartette, Messrs. Skiff, Haessley, Schmitt and Anderson and the G. N. magician, J. Jos. Brown, left St. Paul Saturday morning, June 21st, in a special car on No. 11, Messrs. Countryman and Keating were also with them, and the girls had dinner on Mr. Keating's car.

Arriving at Alexandria, the party was taken to the hotel, and later at the afternoon performance, the songbirds and the quartette gave several numbers. Mr. Countryman spoke on the Railroad Dollar and answered questions asked by the citizens.

The visitors were then taken out to Lake St. Mary where a wonderful dinner was served, the business men of Alexandria being the hosts. After dinner the guests enjoyed themselves on the lake and grounds until 7:30 P. M.

Mr. Brown, our magician, had arranged a vaudeville program for the evening at the theater, at which all of the entertainers participated. A show of Orpheum merit was the result and the applause was sufficient to satisfy the most exacting performer.

At the close of the entertainment, Mr. Brown, in a few well chosen words, thanked the citizens of Alexandria and Douglas County for their kind hospitality.

After the evening program our girls and boys were whisked away to a dance about ten miles out of town and enjoyed a delightful time until midnight.

"Moji" was then the mecca and abiding place until 7:35 Sunday morning when they arrived in St. Paul, glad to be home, but thankful that they had made the trip.

THE VETERANS' MEETING
JAKE WAS THERE

Deer Bill the Goat:

I was over to Great Falls to see all the vets and it was a good time. I seen lots of the old timers who thought they was dead ten yrs ago and they is still kicking. About the first thing they done was to hold a meeting and I gess it was all fixed cause no one was changed and it is now run by the same gang who was in befor but one vet he neerly lost out. Mac was ananimosely elected agin pres without hardly any one voting against him and the others got in purty easy. It was a frame up for vet Eastman to not say nothing and see if they couldent slip him in without no election, but another old vet he was keeping close tab on them and they couldent slip nothing buy him and when vet Whittiker tries to call it off he gets up quick and says but yet they aint elected a hostorin so Whit he had to open it all up again and he apologised to the other old vet and called him a gentleman buy mistake insted of a brother and vet Roop he gets up quick and makes a fine speech for Pollywog and he was put in quick befor any one else could take it away from him but he wouldent make a speech and vet Roop he gets up again and says it was a frame up like Eastman told him may be he would get buy without no election but if not for Roop to make a good talk for him but Polly says it aint so but I seen them pretty chummy on the trane coming over so you can take your choise. And then vet Bonham says we will now heer from our Public Servers Agent who is from Chi and it was again fixed all up on trane coming out and vet Webber he gets up and says I has forgot most of my speech I rote for this joyus occasion and I do not know most of you having been 19 yrs on the mane line and then put to Chi where it took me a long time to live down my knowing you and trying to forget you but if you will each tell me about the other old vets I will print it but if he does he aint going again to be P S agt cause he got lots of dope he cant print except some of them go to jale but he pretended he is bashfull which aint so either cause he went to a ball game and he is a fast worker and if it aint for a frend of his from the clame dept he would probabely be pinched but he says that is the way us public men work in big sities and if we would be let alone by butters in we would be alright. And then the old vet who is keeping watch on every body he gets up again and makes a strong talk for vet Sinks and he says Jonnie has a open face lizzie for 8 yrs and he is now getting so he cant stand the dust like he used to and he should have a inclosed car and a increase in his pay to buy it and befor anyone could do anything the polls was closed and he was increased $1.66 per mo and I wouldent say nothing about any old vet yet may be Jonnie will sell him his old liz at cost. And Joe Peters he makes a speech but you couldent heer it but we found out it was the best speech and if there aint any one gets up first I will make a speech like it next yr for myself. And vet Geo Martin he smile and smiled—but the P S agent will tell you all about what else they done. And then we had some lunch and went to a ball game and they let the railway team beet the other fellows but I saw them in a nother game and they could only beet buy the other team losing by criminel practises like in the big leags when they play for the champion ships. And in the evening we had a banket and lots of fun lisening to things and being told how good we was and one of the pres of the banks says if a bum should come to his bank and try to brake in he wouldent do nothing for him but if a old vet should come in he would give him all he wanted which made considerabel of a rush on his bank next day but he was the same like other banks and he says we will not ask any security if you aint got none but if so you will have to leve the money in the bank and pay interest until the time is to pay it back but if you has some govt bonds we will give you about half if you will leve the bonds and I dont beleve it is like they told me that vet Martin was second in line behind Jonnie Sinks cause I seen vet Bonham and a nother strong vet holding Jonnie from going to the bank so maybe they was no one ahead of vet Martin. And I wont say nothing about the good time we had the next day cause it is the duty of the P S agent to ern his salery but the next nite I met lots of old frends and lost the Clame agent and the P S agent and they says to me I heer you has a room in the hotel and I says yes and they says we would like to talk to you and we goes to the room and we talked and one old frend he says I heer you is now living in Mont and I says yes and we talked some more and a nother old frend he says I now heer you is living in Mont and I says yes and we talked some more and a nother old frend he says I now heer you is living in Mont and do you run close to Canada—and then a good time was enjoyed by all. And I neerly forgot to tell about a nother thing which neerly was to cause some troubel which was evaded by me cause when us mountainians got the buttons to wear we thought it was a insinuaton we would need them to tell who we was but I says if it was for that they would put on the plase where we lived so they could ship us back and when we got there we saw they all had buttons and lots of them says to me I new you befor you had a button. And a nother old vet he says to me what was you talking about so long in your room last nite and I says just railroad talk and he says what is that and I says just time, time and a half women and whiskey. So we said good buy to them on the trane and we hope they got home alright ordenary wear and tare expected and if that P S agent says anything about me which aint so I will tell a lot of things about him too.

JAKE.

P. S.—If the vet who left his little gimlet in my room will send stamps I will send it back.

VETERANS' ANNUAL MEETING

We have a world of good material —notes on the Great Falls meeting that we had not space for this month. However, August is another month, and the material will not suffer by being kept in cold storage until then.

We don't wish to tell tales out of school; but the report of the meeting sent in by "Jake" listens to us much like Irving J. Dugan of the Claim Department.

One of the Veterans who attended the Great Falls meeting has given us his impressions in verse. You'd better believe we'll run these next month. Be sure to look for them in the next number.

TRAIN TERMINALS

Mr. Lewis W. Woodrow, General Yardmaster, Delta, Washington, who has been with the company since 1890, kindly sent in an article on industrial and train terminals which we think will be of very great interest to our readers.

He writes:

Editor, "Semaphore."

Dear Sir:

"My interest in the articles in the Semaphore suggests that perhaps a brief one on terminals would be interesting, as was Mr. Lewis' on claims and Mr. Willis' on transit.

The industrial and train terminal may be compared to the large postoffice; the functions are similar, the results and details far apart. The postoffice collects, assorts and distributes through various means all classes of mail with many degrees of importance and preference in value, care and movement. We do the same, but the articles handled are cars loaded with freight or empties for such distribution as meet the requirements, with more degrees of importance and preference, value and movements, not alone from their contents, but destination and special requests.

A center yard assembles a suitable supply of empties and such loads as are destined to an industrial zone, and sends an engine to do the setting out, cutting in, and picking up of the loads and empties for that zone and to return to the center yard when through, or perhaps relieved by other engines sent to complete the work.

The railway has no better trained or efficient employe than a successful foreman of such engines, who keeps in touch with the shippers and meets their requirements and has the mutual confidence of the shippers' employes, who, in many cases, are given almost a free hand in the handling of their loading and ordering of cars, and the yardmaster may expect internal trouble if he does not keep such foremen supplied with the equipment necessary to meet any demand. These foremen take a great interest in the business of their territories and give us some of the best business information.

The central yard is the receiving, forwarding, repair and classification point. Like the postoffice, classification is the largest and most important factor in terminal work; the postoffice can do it in small space and with little rehandling, but where cars requiring forty feet of track are the articles to be handled, and from twenty to twenty-five classifications are maintained several handlings and movements of most cars are necessary.

About the time the industrial engines are arriving, the road trains are also coming in and the lead engines get their inning. In a road train of sixty-five cars perhaps no more than three will remain together until forwarded.

The "Babe Ruths" in charge of lead engines, line up their classifications, or as many as they can get tracks for, and bunch the smaller ones to be again worked over when prior trains and transfers are out of the way. The line-up may be something like this: (one track for each) 401-402—bad orders—no bills and hold—connecting line A—connecting line B—East local—South local—Zone 1—City—West end (cars for opposite end of yard)—and others.

All yardmasters have been criticized, something like this: "You haven't half a yard full, but cars on every track in the yard." It would be more reasonable for the postmaster to fill a few boxes full then go over all of them when looking for an address.

When the breaking up is done, the making up begins. Some classifications will make up a train without rehandling but with others it is necessary to make up in station order—cutting in empties to fill station orders, etc. With nearly every train, we are required by laws and rules to place in certain location such cars as oil, hay, explosives, live stock, cars of weak construction, light loads on open cars, occupied outfits, etc.—all taking extra movements.

A car of hay from a station ten miles east destined ten miles north might take the following moves without mishandling, because cars are handled in groups and not singly—suppose the car arrived in a train that is switched by lead engine on opposite end of yard from scales and was bad order. It would move from train to east end track, and successively as follows: to track for weighers, over scales, to track for bad orders, to repair tracks, to North local track, and when train was made up put in station order.

Many of our offices have a slogan "handle papers once." I wish we could handle cars that way.

Rough handling is the jinx that gets us. A foreman will pull a cut of fifteen to thirty cars out on a lead and switch them to six to ten tracks, one or more cars in a cut. They are all kicked in, some long kicks, some short, some are heavy cars, some light and good runners. The foreman's judgment is the only gauge. Still, the latest claim bulletin charges us with about 2½% of total claims as due to this cause. And as road trains handle many cars that do not pass through terminal yard, I think they should take the 1½ and leave yards 1%. Mr. Lewis says for all roads rough handling is 18%.

Weather conditions, rain, snow, or fogs (and fogs by far the worst) make no difference. There is no getting under cover, the same results must be delivered.

The crews must also keep out of the way of first class trains, and permit the movement of trains in and out of its yard, protect against other switch engines and flag crossing and step lively to keep from being hit by auto drivers, who respect no warning.

Special deliveries are frequently required by engines; cost sixteen cents a minute and penalty for overtime and a yardmaster would sometimes need a line-up like a fire department if he attempted to comply with all requests for them.

My association with the Great Northern began April 2nd, 1890, at the Minnesota Transfer, billing and other work on G. N. desk. Then the route to the Coast was via Neche and Canadian Pacific, and first-class New York to Seattle was $4.20. The Great Northern got 11% of $2.98 after deducting bridge toll and lighterage. A little later billed all the rail to Pacific Junction, Montana, for the Great Falls north line at six-tenths of a cent per gross ton per mile, 969 miles. The principal receipts were buffalo bones, lumber, wood, wheat and stock. A great many settlers were going into Minnesota and the Dakotas.

"Djer Kiss," "chases Dirt."

Don't be surprised if grandmother bobs her hair and "Walks a mile for a Camel."

Department of

Great Northern Railway Women's Club

EDITOR

MRS. J. MABEL DILHAN

OFFICERS OF THE CLUB

MRS. OLIVIA JOHNSON . . . *President*
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MISS KATHRYN KAUDER . . *Secretary*
MISS JESSIE BOHRER . . . *Treasurer*

Editorial

THE HILL REFERENCE LIBRARY

To those of us, men and women, who have been accustomed to thinking of the late James J. Hill as a hard headed business man, whose thoughts were all directed toward the building of a great railroad and the acquiring of a colossal fortune, a visit to the "Hill Room" at the James J. Hill Reference Library will prove illuminating. On the shelves of this room repose the books which may be said to constitute the foundation upon which he built his career of greatness and wealth. Not a great number, but of choice selection, and all bearing evidence of hard and thorough usage, with margins heavily annotated and pages worn.

Relatively speaking, no other legacy of Mr. Hill to posterity will have a greater or more lasting influence for good than the Hill Reference Library, made perpetual in its help to seekers of knowledge by Mr. Hill's generosity.

Here the hack writer, after working in the libraries of every city on the continent, from New York to Los Angeles and Seattle, will feel that he has arrived at a veritable harbor of delight. Here the professor or student, with a private study room at his disposal, which may be reserved for as long a time as necessary, may work behind a locked door, from nine in the morning until ten at night if he elects, calling when he wishes for whatever books he needs, his requirements being met, and even anticipated, without the slightest delay by the trained librarians who are rendering this high grade service.

Like Abraham Lincoln and many other poor boys, products of an age and environment which have left an indelible mark on the history of this country, Mr. Hill early learned the value of books. His biographer says that he was desperately fond of reading. Although bright and active and ready for sport, books drew him more strongly than play. His books were few. Nowhere, at that time, outside of cities, were there libraries or access to general reading matter. Few people in the country took a newspaper; few households possessed any other books than some collections of household recipes or common remedies. The Hill home was more fortunate. It made up in quality what it lacked in quantity. Its literature consisted of the works of Shakespeare, the poems of Burns, a dictionary, and the Bible. After all, a boy who grows up thoroughly familiar with all these is furnished with no mean literary equipment and no doubtful standard of taste.

Compelled to leave school at the age of fourteen by the death of his father, Mr. Hill was employed for four years as a clerk in a village store, and during this period, at night and on Sundays, and in every leisure hour he read and continued his studies, formal education being translated into a process of severe self instruction, his mind enriched by historical reading, philosophy and poetry, until at 18 he began alone, the journey into the unknown which brought him to St. Paul, and gave to this Northwestern Empire the man who we all delight to honor and whose memory we revere.

The Hill Reference Library stands a fitting monument to his memory.

MR. FLYNN'S TALK

As an aggregation of women, members of the Great Northern Women's Club, we are grateful to Edward F. Flynn, Director ot the Bureau of Public Relations, for the manner and the substance of his address at the luncheon meeting on June twenty-sixth. It was a delight not to be patronized or talked down to, after the manner of so many misguided politicians who are fishing for our votes, and also to be spared the time-worn and moth-eaten witicisms about the bevy of beauties and our being too young to vote.

Mr. Flynn also, with fine intuition, knew what we would be interested in hearing, and his graphic description of Mr. Hill's wonderful house party on the new Oriental Limited to the members of the Fourth Estate, or "Gentleman Adventurers," as the thirty newspaper men from the East were facetiously called, held the rapt attention of his audience from start to finish. There were no furtive glances at wrist watches, or evidence of wandering thoughts.

Next to being actual guests on such a trip, the best thing is to know just how the Great Northern played the host at this disinguished party, rightly termed the "Publishers' Edition," inasmuch as a monster volume of golden pages has been thereby opened for all America to read, vividly portraying the magical wonders of the Pacific Northwest. We thank Mr. Flynn for telling us about it in his inimitable, intimate and informal way.

SOCIAL NOTES

Miss Marie Plaschko, one of our Dale Street girls, has decided to weather the matrimonial storms via the G. N. Rail. The neutral half, Mr. William Jay McTeague, also being an able G. N. Rail man, we are sure they will reach port safe and sound and hope they will live happily ever after.

"I presume you have heard of 'Give and take?' queried the riding master of the interesting equestrienne.

"Oh, frequently," replied the bright pupil from the legal department, "in matrimony."

By the way, who chaperoned the Auditor of Car Records' party on the seventeenth of June? A little bird has fluttered in with the news that the men of the department chartered several gas wagons and took the ladies on a hay ride to Como Park, with a game of kitten ball as the objective, at which they were beaten. What's the idea, gentlemen? This is an era of equal rights—why didn't you insist upon your's? In the absence of definite information upon this point, we assume that the feminine contingent furnished the supper, and made the salad and coffee themselves or did you buy the dressing at the Golden Rule? Probably there are lots of good cooks in the department. What brand did you use, and "Why?"

WOMEN QUALIFY AS SPEAKERS

Members of the Great Northern Women's Club are apparently qualifying for public office. The three to five minute talks recently inaugurated have developed undeniable platform ability. At the luncheon on June 12th, Marie Garlough led off with an illuminating talk on conditions as she found them upon personal investigation in various orphan asylums, ending with an appeal to the club members to remember the helpless orphans when making up their political tickets and endeavor to get the right men in the right places.

Marie Schmidt related in a highly entertaining fashion, an incident which she termed: "The Funniest Thing that Ever Happened to Me," showing the courage and tact with which a dashing "Romeo" rose to meet an exigent situation, the intimate details of which will not bear translation into print.

Mary Jordan, also in humorous vein, recounted a series of amusing occurrences on the Merriam-Mississippi car line, proving conclusively that an optimistic outlook and wide open eyes will enable one to "take" a great deal of joy out of life, even though it is occasionally at the expense of others.

Bertie Cooper and Prudence Town talked along parallel lines, handling practically the same subject from different angles. Miss Cooper prefaced her talk by announcing that while her subject was "Good Fellowship," she feared she could only develop it by emphasizing the lack of good fellowship among women, and entered a ringing protest against the little jealousies and exhibitions of petty spite which so often follow any special achievement or honor, leaving the temporary idol flat on the rocks of disdain and neglect.

Working from the caveman's premise that might makes right, down to the principle which has become the core of modern business ethics, as exemplified in the golden rule, Miss Town showed how cooperation may be practiced in our own offices, by consideration for our fellow workers, and also intimated that men were perhaps becoming tired of being held to the caveman precedent and might appreciate a little cooperation in the matter of proposing —in other words, make every year a leap year.

Jessie Bohrer came out strong on "Chance and Opportunity," taking the stand that chances are everywhere about us and opportunity is always here, her brief being for individualism, the development of initiative and independence, and the courage to stand by one's guns in defense of what one believes to be right.

May Needham introduced an educational note by her talk on "My Ideal," in which she gave a succinct history of the life of Florence Nightingale.

Olivia Johnson outlined the development and achievement of her great ambition, a desire to see the world, from its first indication at the early age of nine down to the present time, demonstrating that by a consistent and continuous focussing of effort and desire in a given direction, the object may be attained; as Sir Walter Scott said: "Keep your eye on a golden gown and you may get the sleeve of it."

J. Mabel Dilhan's talk was a question: Why so many women who are eminently successful and satisfactory in positions, seldom become successful business women on their own account? Whether it is lack of courage, ambition, initiative, or a real desire for independence, that keeps women from entering the business race for themselves?

Hope Castle gave a report of the work of the Kitten Ball team, inviting the club to come out and root for them. When asked what benefit the "rooting" was, she replied: "Why, it brings the girls to their toes, and makes them work." Good enough, Hope!

Kathryn Kauder read a poem entitled "A Legend," (of the Goat) by one of our bashful members, who evidently believes in hiding her light under a bushel, as she refuses to allow her name to appear or be whispered. Remember the parable of the ten talents, little girl.

The attitude of courteous attention and interest on the part of the club members is in itself sufficient tribute to the efforts of those participating in the discussions, and sufficient incentive to continue the plan of intensive development calling for individual constructive thinking.

A protest against the late Congress for having closed its memorable session without having passed the proposed bill providing for the establishment of a United States Commission on proper names. This bill, if passed, would have been a boon to those suffering under the infliction of hated names given them in transports of joy by one parent or the other; Biblical names like Bill and Ike and Flossie and Gwendolyn, and likewise the infliction of progressive parents who believe keeping up to date and commemorating historical events, as in the case of the innocent baby boy who was called Bolshevik Michael Sinn Fein Sullivan.

There is always the danger of this current event stuff being carried to Magnus-Milks and Shoots-Marbles Hansen, What - Price - Preus - Smith, Cost of Living Rising Jones, Diversified-Farming-Plus, and other endless occurrences which they might prefer to forget.

This bill which Congress overlooked in the rush of the final round up, would have standardized the spelling of such words as Nellie-Nelly, Fannie-Fanny, White-Whyte, and put an embargo on the fashion of having to pronounce in full compounded names such as Bertha-Elizabeth and Edith-Ann; it would also have corralled all the middle initials in the world and shot them at sunrise, or preferably the night before. In fact the authority of such a Commission would stretch right back to baptism, so that parents would be obliged to conform to standardized lists and regulations at the outset, and save many changes later on. Any young man or woman at the age of twenty-one could appear before the Commission and apply for a change of name, but they might not select names indiscriminately; names beginning, for instance, with the letters from "A" to "M" would be assigned to blondes, and those beginning with letters from "N" to "Z" to brunettes.

Card this up for action when the next Congress convenes and instruct your representatives accordingly.