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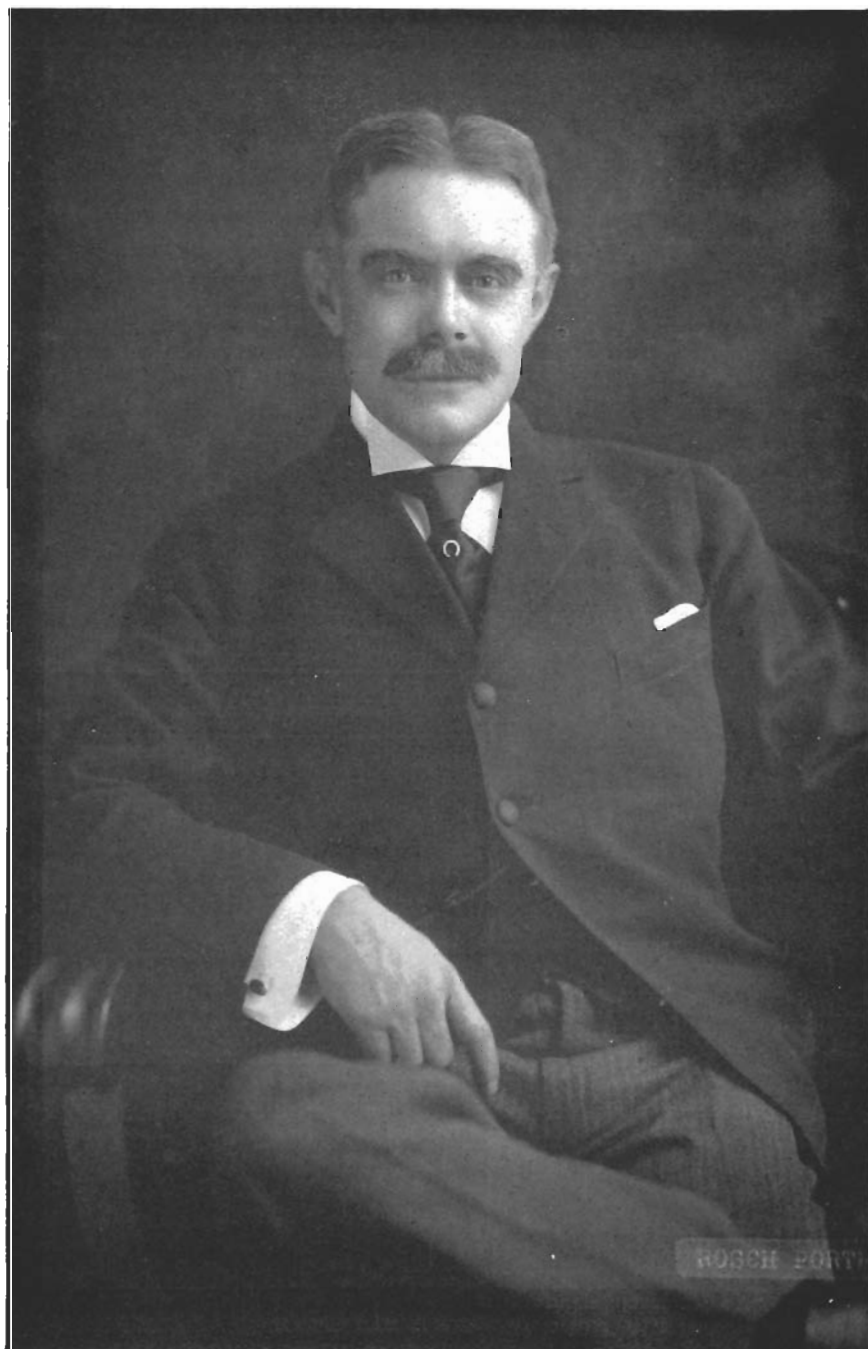
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F. H. Hamilton, Treasurer for the Receivers



NEW AGENCY PLAN SUGGESTIONS

As indicating the interest the Receivers are taking in the New Agency Plan, which was put into effect about eighteen months ago, and showing the extent to which the Traffic Department is relying on the Agents and Superintendents, we call attention to the following communication recently addressed to all of the Superintendents by Mr. W. B. Biddle, Receiver and Chief Traffic Officer:

The operation of what we call the New Agency plan, and which has now been in effect for about a year and a half, has, I believe, convinced us all that the principle is sound and that the actual results should become more apparent with each year.

We should all keep the possibilities in mind and endeavor to develop new thoughts and ideas by which our work can be made even more effective.

Traffic conditions are constantly changing, and now that the responsibility for securing the business has been placed with the agent, our traffic officials are studying the situation daily in the attempt to help the agent in his work.

Among other things, we find that while in the case of some of the large corporations the routing of business is controlled at the home office, in most instances the instructions of the purchaser are respected, and when he does not express a definite preference that the routing is frequently inserted by the Traveling Salesman.

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