

was a mutual secret for some time afterward until Mitchell told it on himself.

This account of Laughlin's will interest all the "old timers" who have wandered in this district. There are mighty few of us who really know how to find our way around on the railroads here and even fewer of us who will acknowledge it.

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### Der Ail.

Ever see the sign? Know what it means? Ever had any dealings with one?

We all know how greatness comes. Well, knowledge comes to some of us in at least one of the same ways; that of having it thrust upon you, or in other words, acquiring it by hard knocks.

There is a certain Terminal Trainmaster who has the reputation of being pretty wise. Can't fool him much—no use for a switch foreman or switchman to say "the track was absolutely clear and just as we started rolling the derailer flew over on the track and we bumped into it." He knows that's not so. Why? Because he knows all about derailleurs. Says he would know one in the dark; says he has seen a good many; that they are innocent enough but like a well advertised medicine they work while you sleep and if they ever catch you napping, its *all off*.

So all of this leads up to what I started off to tell you. This officer had occasion to show his line to a very inquisitive gentleman, who visited the terminal to find out all about operation, and who, while probably the best walker in the State or perhaps in the Mississippi Valley or maybe in the United States, it being optional as to how much competition one wishes to invite by taking in too much territory, wanted to go over so much in so little time that it was arranged that a motor car be used, so after going over half around on the return, the Terminal Trainmaster found his way blocked by a train and decided he would use the paralleling rails of another line and the car was

transferred and the journey continued. Approaching a curve the I. G. was so busy looking out for trains from the opposite direction that he did not pay particular attention to the track and did not see a certain black obstacle reposing peacefully upon the rail until quite close. Of course, like a prudent man he in peremptory tone called on the T. T. M. to stop. Why he did this is, of course, his business but he did anyway—he found out afterwards that it was wholly unnecessary, however. You know in law to enforce an agreement you must show that an exact understanding of the matter existed in the minds of the parties thereto. Therefore, there was no agreement between the I. G. and the T. T. M. since instead of attempting to stop, he very promptly pulled her wide open. The I. G. neglected to explain why he wanted to stop, but his reason was understood shortly since the innocent little motor car nobly responded to the manipulation of the throttle and bumped into the unyielding and unsympathetic derail. The I. G. was propelled forward, but being young and agile he alighted upon his feet and turned around to witness the performance of his companions and by the way he had two—I was the other.

Well, after we got up and found no broken bones but only some skin knocked off and clothes torn, the T. T. M. said he had seen a good many derailleurs in his time but he never knew of one doing its duty like the one right there that he didn't see.

Well, that's all, except we put the car back on our own tracks where derails are educated not to practice upon officials who come down to look you over.

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### Others Please Note.

Engines out of the Memphis roundhouse can always be spotted by the fact that they are remarkably clean.

Foreman Butts seems to have discovered the science of keeping engines clean and has reduced it to an art.

## FREIGHT CLAIM PREVENTION NEWS.

Unless each employe puts his shoulder to the wheel and gives a little harder push, we are going to have a "tight squeeze"—to use G. E. Whitlam's own phrase—to live up to our slogan—"a \$200,000 reduction in freight claim payments this fiscal year."

A statement issued by Mr. Whitlam, covering the first ten months of the fiscal year, 1913-14, as compared with the same period for 1914-15, shows that we have saved through prevention of loss and damage to freight \$177,242.67, or 4.30 per cent; while the number of claims filed during the same period has decreased more than 10,000.

We have done remarkably well so far and it is believed Frisco employes can be depended upon to give the work of claim prevention a little more personal attention during the remaining weeks of this fiscal year, to prove to the management they are

capable of attaining the goal they have set out to reach.

The Central Claim Preventive Committee has recently issued a circular to all employes calling particular attention to the necessity of sending in postal cards reporting conditions and practices likely to cause loss and damage to freight.

A sample of the card furnished by the various committees is reproduced in the circular, which says in part:

Surely you frequently see causes that might lead to claims and by reporting same you will be able to prevent loss and damage.

Remember no discipline is applied where cases are reported on postal cards. If you have none of the cards please secure a supply from the chairman of the Committee on your Division or Terminal.

Too much importance cannot be attached to the turning in of these postal cards. They are the basis of the success of the FREIGHT CLAIM PREVENTION CAMPAIGN.

The following statement shows where Freight Claim Preventive Committee meetings were held during the month of April, the attendance at same, and the number of postal cards received during the month:

Division or Terminal	Where Held	Attendance	Total	Postal Cards
St. Louis	St. Louis	288	288	468
Kansas City	Kansas City	270	270	341
Memphis	Memphis	178	178	223
Springfield	Springfield	174	174	230
Eastern	Monett	242	242	203
Southeastern	Amory	235	235	96
River and Cape	Chaffee	148	148	528
Red River	Okmulgee	43	84	428
	Henryetta	41		
Northern	Ft. Scott	40	83	225
	Pittsburg	43		
Kansas	Joplin	50	50	30
Ozark	Jonesboro	44	44	60
Southwestern	Afton	39	39	132
Central	Rogers	31	31	301
Western	Enid	31	31	250
<b>TOTAL</b>			<b>1,897</b>	<b>3,515</b>

A joint meeting of the River, Cape and Southeastern Divisions and Memphis Terminal Committees was held at Memphis, as well as a joint meeting of the Eastern, Central, Southwestern and Kansas Division Committees at Monett, Mo.

St. Louis Terminal led in attendance for April, while the River and Cape Division turned in the largest number of postal cards.

## Memphis Joint Meeting.

That grass is not growing under the feet of Freight Claim Preventive Committees was clearly evidenced at the joint meeting at Memphis, Tenn., April 20.

The meeting was attended by E. D. Levy, general manager; T. B. Coppage, superintendent transportation, and other officials.

A number of interesting addresses were made, among which were the following:

### Progress Our Watchword.

*A. R. Hodges, Foreman Boilermakers,  
Memphis, Tenn.*

In the last twenty-five years, rapid strides have been made in all departments of life, the social fabric of our country, the commercial order and all things in general have been completely revolutionized.

Science knows no bounds, modern invention is astonishing the world. The depth of the resourcefulness of man simply staggers the imagination. Never was so much attention given to specializing and concentrated effort than now. The smallest details are closely watched and considered. The minutest success or reverses are noted with care, and are marked with great interest.

This has not always been the case. There was a time, in the not far distant past, which is still fresh in the memory of most of us, when problems were met and left unsolved, when reverses and failures were attributed to bad luck and misfortune and success was achieved, not by merit and skill, but through money and prestige.

The time of which I am speaking everything seemed to be run in a haphazard way and in a slipshod manner. Things were crude and undeveloped. These were the pioneer days, a forerunner of modern methods and commercial achievements. A new day has dawned. The old order must give place to the new. Men are wanted and only those who can bring order out of chaos, success out of failures and victory out of defeat, can hope to be recognized as worthy of consideration, and be given a place among men who do things.

The new era is upon us. There are many things which have contributed their part to bring this change about, of which I only wish to mention one, and that is the great commercial arteries of the country, the railway systems of the United States.

They have played an important part in producing this new order and yet they have suffered equally as much, if not more, than any other factor I might mention. They have been hampered no little by misguided public opinion. They have suffered agonies from adverse legislation.

They are the victims of mismanagement and seem to be the bone of contention of all the warring factions of demagogic politicians and yet they survive amid all these opposing forces, but how long they may be able to do so, who can tell. To determine this is in a measure the purpose of this meeting tonight.

First: Public opinion must be reversed in our favor. This can only be accomplished by officials and employes alike becoming intelligently informed as to the true status of the situation and then in

turn as we come in touch with the public, give them the benefit of our intimate knowledge of things as seen by us from the inside.

Second: Adverse legislation—some laws have been enacted which are wholesome, and from which the railroads as well as the public have been greatly benefited—but there have been some measures passed which have proved of no worth at all except to a few legislators and representatives.

Third: Low Rates—The Railroads have suffered and are retarded in their progress because of low rates. Great demands are made upon these common carriers by shippers and the traveling public, as well as the Federal Government—allast roadbed, heavy rails, steel equipment, safety appliances covering both the cars and locomotives, are insisted upon.

The price of every commodity of life has been increased to justify the extra cost of production, yet the freight rates remain as they were and in many instances have been reduced.

The cost of rails and ballast and locomotives and cars and general equipment has advanced alarmingly. The wages of the railroad employes have been increased, yet the freight rates remain the same. Do you not think it is time for the eight or ten million people who are directly connected with the railroads and who are adversely affected by these low rates, to start an increased freight rate agitation? Let us arise and come to the assistance of our chief officials in their Herculean efforts with the Federal Government and the public in general to increase the freight rates in accordance with every other commodity of life.

Fourth: Inefficient management. The railway systems of this country have failed to make the progress they should because of the inefficiency in management. The Frisco like many others has not altogether escaped this malady. The present management have fallen heir to some things for which they are not altogether responsible. We have no criticism to make but have accepted the situation as we have found it. To correct disorders, to stop unnecessary expenditures of money, to take up the slack and to stop the leakage is especially the purpose of this meeting. As you well know the only commodity the Frisco has for sale is transportation. Our sole business is its successful transportation. If we fail at this point, either in part or as a whole, we fail all along the line and every department sooner or later will feel the effect of it.

Every department is correlated to each other and co-ordinate to this one purpose. The successful transportation of freight depends on the perfect workings and fullest co-operation of each department of the entire Frisco System and the successful workings of each department is only obtained by the full co-operation and efficient service of each individual in that department. If one man fails and refuses to render the proper service, ultimately the transportation of freight will be affected just that much.

Thus you are bound to see that success is concentrated in the individual. For this reason you can plainly understand why so much attention is given to details and concentrated effort. The time was when each department cared nothing whether the other department succeeded or not. In fact, they often endeavored to advance to the detriment of each other. There was rivalry of the objectionable kind; personalities were indulged in which engendered strife; base motives were entertained and selfish agrandizements were in evidence. Confusion and disorder followed.

But we are getting away from this spirit. The railroad man of today is of a higher order, possessing a broader mind and a more thorough knowledge of the business. We are beginning to see that we are all workers together and the success of the other

fellow means our own good, and his failure will finally prove our detriment.

This principle is true in all departments of life. You may apply it where you please with the same result. This holds good in our social activities, in our domestic relations, in our commercial pursuits, in our business dealings, in the Safety First movement and in Freight Claim Prevention and successful transportation. After all, we are our brothers' keeper.

Today I speak in behalf of Memphis Terminals, and especially representing the mechanical department. Whenever there is a miscarriage of freight instead of passing it by as of little moment, we feel the spirit of disappointment, whether we are directly responsible or not. This failure stirs us to watchfulness and painstaking lest we be the guilty parties next time and through our indifference the Frisco be compelled to pay a freight claim which otherwise may have been avoided.

Let me repeat it. The Mechanical Department is awake to the situation and its importance.

The viewpoint of the Company is being considered. The educational matter sent us from Mr. Whitelam's office, the advertisements and instructions received, are being read and considered. We have assimilated much of it and it now seems to be a part of us. The engineers have become more cautious and are constantly on their guard. The car men are looking well to the bad orders and are endeavoring to effect repairs which will do service and eliminate freight claims. The shop men appear to have this thought in mind when repairing boilers or machinery.

I believe I can truthfully say that the Mechanical Department is making every effort to give to the Transportation Department such power as will meet the demands and thus contribute our part to the successful transportation of freight. We are working with better efficiency and forethought. Whenever there is a failure, instead of passing it by as of small import, we go into the case, make a thorough diagnosis, analyze fully, locate the cause, issue proper instructions, follow it up personally—thus, endeavoring to avoid a repetition of same.

Mr. Chairman, officers, and gentlemen, we are fully cognizant of the importance of this meeting. We take pleasure in assuring you of our fullest cooperation and physical force, of our mental faculties and mechanical skill and lay under tribute whatever we may possess in the way of personal influence and are willing to be taxed to our full capacity for the successful operation of the Frisco system and especially the transportation of freight.

Our watchword is "Progress." Our slogan, a "\$200,000 reduction in freight claim for this fiscal year."

## Breaking Down Freight.

*F. D. Thayer, Conductor, Ozark Division.*

In discussing the question of proper breaking down of freight in cars, there are a number of things to be taken into consideration. When a man goes into a car to unload freight, he should see that all freight remaining in the car is carefully broken down to prevent possible damage in ordinary handling.

In breaking down freight care must be used to see that sacks and other similar freight is not dragged over boxes, wire, and the many other articles that are likely to cause damage by tearing the sacks and pulp board or other containers.

Another important matter closely connected with the subject is the handling given freight in a car, while unloading freight at a particular station. If the car is not loaded in the best of shape, the freight should not be tossed about promiscuously when a piece cannot be located. This only tends

to make matters bad for the next station. Trainmen also should never lose their temper, but remember that the freight should be handled as though it was their own personal property.

Another thing that will help the trainmen out very materially in their work is the proper loading of cars at the different merchandise platforms. Bags containing beans, sugar, coffee, rice, etc., should never be loaded on top of wire shipments, or on boxes, where nails are likely to work loose and cause the sacks to be damaged by tearing. Heavy articles should not be loaded on top of light articles, but on the floor of the car. When heavy freight is loaded on top of the lighter freight, it is more difficult to handle, and despite the most careful handling on the part of the trainmen, there will be some damages because of insufficient room in car to properly handle the shipment. This is equally true of sacks, etc., loaded on top of wire, etc., as the trainmen do not always have sufficient room to pick the article up clear.

The subject of proper breaking down of freight in merchandise, while it applies especially to the trainmen, is a subject closely related to the loading of freight as well, and to get the best results, freight must be loaded properly, and then broken down properly to prevent damage. Freight loaded in first-class shape can always be broken down more easily by the trainmen, and when such is the case there is less chance for damage and a claim.

Business, consists in getting shipments to transport, transporting them to the satisfaction of our patrons, getting the money and completing the transaction to the profit and pleasure of all concerned.

Nothing worth while was ever accomplished without an effort. Both the effort and the accomplishment give you personal satisfaction and a standing with your superiors. Make an effort to decrease claim payments.

## Safety First and Economy

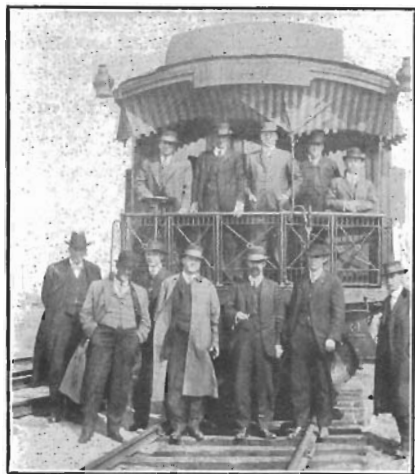
are the two principal objects which railroad companies are striving to attain. The use of Dearborn Treatment for Boiler Waters promotes both. Keeping the boilers free from scale removes all possibility of explosions due to over-heated boiler surfaces, and also results in a saving of fuel, and reduction of repair expense, and the life of the boiler is greatly lengthened. The treatment must be used faithfully as directed to insure the best results.

## WHO GETS THE INTEREST

### On the Money You Earn?

If you don't save your money, the other fellow gets the interest, but if you save the profit is yours. You work for the money, you ought to have the interest. Get it by opening an account in

**The Central National Bank**  
of Tulsa, Okla.



Members of the Southwestern Division Freight Claim Preventive Committee are shown in the accompanying reproduction. They are as follows: C. F. Hopkins, chairman, Sapulpa, Okla.; R. C. Mills, general agent, Oklahoma City, Okla.; M. L. Cutler, special agent, Sapulpa, Okla.; W. H. Hutchison, assistant superintendent, Sapulpa, Okla.; J. A. Sartori, master mechanic, Sapulpa, Okla.; F. C. Gow, assistant superintendent, Sapulpa, Okla.; W. M. Coombs, assistant superintendent, Oklahoma City, Okla.; J. W. Cullum, engineer, Sapulpa, Okla.; C. C. Prescott, engineer, Sapulpa, Okla.; R. C. Meador, switchman, Afton, Okla.; F. C. Baker, car inspector, Oklahoma City, Okla.; C. S. Simpson, car foreman, Sapulpa, Okla.; W. C. Bryant, brakeman, Lawton, Okla.; J. J. Daley, general yardmaster, Sapulpa, Okla.; H. L. Deason, platform foreman, Sapulpa, Okla.; W. R. Connerly, conductor, Monett, Mo.

Every dollar you earn represents a fight, and after you get it you must guard it carefully, or someone will beat you out of it, and claim he did it for your good.—Howe.

### Bully.

The statement below shows the errors recorded to date, made by employes of the various divisions and terminals, on the Special Claim Prevention Days:

	March 10.	April 9 and 10.
Western Division . . . . .	0	2
Northern Division . . . . .	0	0
Eastern Division . . . . .	1	3
Springfield Terminal . . . . .	1	1
Kansas City Terminal . . . . .	2	2
River & Cape Division . . . . .	2	2
Southeastern Division . . . . .	2	0
Ozark Division . . . . .	2	0
Southwestern Division . . . . .	4	2
Central Division . . . . .	5	1
Red River Division . . . . .	5	0
St. Louis Terminal . . . . .	7	1
Kansas Division . . . . .	7	3
Memphis Terminal . . . . .	8	3
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	46	20

It is gratifying to note that only a total of forty-six errors were made all over the road on March 9 and 10, and twenty on April 9 and 10.

This record is far below normal and is an evidence of the special effort made by all employes on those dates to prevent loss and damage to freight.

Similar statements will be issued from time to time, but it is believed few, if any, additional errors will be recorded, especially to the March figures.

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 "A man with a long head is worth two with long faces."  
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Don't waste your time figuring out why a black hen lays a white egg—but GET the egg.

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 "A smart man isn't a man that knows everything, but a man that knows just enough about everything to get the rest of the information when needed."