

# Fuel Oil and Its Relation to Petroleum As Told to Us

By

J. H. CURRY

Supervisor of Fuel Economy

SOME information regarding crude petroleum and its principal products among which is fuel oil will probably be of interest to the Frisco family.

Petroleum, or crude oil, has approximately 150 by-products, ranging from gasoline to chewing gum. Its principal by-products, however, are gasoline, naphtha, kerosene, gas oil and fuel oil. The quantity extracted from the crude depending to some extent upon the method used in refining.

In the mid-continent oil field, from which we draw our fuel oil supply, refineries using the skimming process predominate. By this method it is possible to extract only the principal by-products mentioned above, while refineries using what is known as the cracking process, will get the principal by-products with a higher per cent gasoline and also extracting the lubricating oils, wax, coke and asphalt content.

A plant using the skimming process refining one barrel (42 gallons) of crude from the Bristow field, will get approximately 11 gallons of gasoline, 4 gallons of naphtha, 3 gallons of kerosene, 2 gallons of gas oil and 22 gallons of fuel oil.

To convey some idea of the value of the two principle by-products, gasoline and fuel oil, statistics show that during 1923, 26 per cent of petroleum products was gasoline and it accounted for 53 per cent of the money value of all products, 57 per cent of the petroleum was fuel oil, yet it represented only 25 per cent of the total value.

In the refining of crude petroleum at a plant using the skimming process, the crude is run into a large still where it is heated to the required temperature. The vapor rising from the crude is run through a condenser and the grade of this condensation is determined by its gravity. For instance—at a moderate temperature of around 400 degrees, the crude will release the gasoline vapor, which, after condensation, will be around 58-60 gravity. Next will come the naphtha at approximately 50-52 gravity. As the temperature increases the kerosene vapor rises and after this is condensed it will be around 40-42 gravity. The last vapor to rise from the crude will be gas oil, which runs about 30-34 gravity. The remaining oil in the still is what is used as a fuel oil and is usually around 24 gravity.

You will note that all the different grades of oil are extracted in the same manner, simply by bringing the crude to the proper temperature so that it will give off the vapor and after this is condensed, the grade is determined by its gravity.

The question is often asked, "why

do we not burn crude oil in our locomotives." The first answer is because of price, crude costing from 30 to 40 per cent more than fuel oil. The next reason is due to the flash point of the crude. By "flash point" is meant at what temperature the oil will flash. This test is made by placing a small quantity of the oil to be tested in a metal cup, raise the temperature gradually and at every 5 degrees pass a small flame over the oil. Whenever the vapor rising from the oil flashes or fires momentarily, the temperature of the oil is noted and this temperature is called its flash point. Our fuel oil flashes at about 250 degrees, while crude petroleum will flash at from 60 to 80 degrees. You can readily see what the danger would be in handling crude as a fuel. It is necessary to heat the fuel oil from a skimming plant to about 110 degrees and the oil from a cracking plant to about 150 degrees in the locomotive tank in order to get the best results. The higher degree of heat required for the cracked fuel is due to its lower gravity, requiring more heat to get it to flow to the burner freely. This is due to the fact that fuel oil from a cracking plant has the lubricating oils, wax, grease, black oil, etc., removed. Leaving the oil to be used as a fuel around 18 gravity, that does not flow freely without considerable heat. As an example of the difference between a refinery using the skimming process and one using the cracking process, the skimming plant will get approximately 50 per cent fuel from their run of crude, while the cracking plant will get only about 15 per cent fuel oil after they have removed all the by-products it is possible to get by this method. However, this does not decrease the heating value of the fuel oil as laboratory tests show that the heavy fuel from the cracking plant contains just as many heat units as the fuel from the skimming plants. In fact, it is generally conceded at the larger refineries, that they get better results from the heavy fuel oil under their own boilers.

The chief impurities found in fuel oil consist of water or brine and asphaltic sediment. The asphaltic sediment, or tarry matter, has almost as great heating value as the lighter oils, but the brine, or water, very greatly diminishes the heating value and interferes with the mechanical use of the oil.

Some of the advantages of oil over

coal on the locomotive are enumerated as follows: Handling cost reduced in the way of less fire knockers, coal passers, etc.; oil placed on the locomotive tank cheaper than coal; ease of fire control, ignition and regulation. Time saved at terminals in getting engines hot, oil in storage does not diminish in calorific value as does coal and there is little danger of spontaneous combustion. The refuse from the combustion of oil is insignificant and easy of disposal. Loss from right-of-way fires eliminated.

To give some idea of the amount of fuel oil we are consuming on the Frisco, during September we used on an average 5,343 barrels, or 224,460 gallons daily. This represented 26.5 per cent of the total fuel consumed on the system.

Most of us are familiar, to a certain extent, with the cost of coal and realize that it has steadily increased during the last five years, but statistics on the petroleum industry indicate that in 1912, the average cost of drilling a well was \$3,169 while in 1923 it had increased to \$23,362 per well drilled. Regardless of this increased cost per well, the total production for January, 1924, in the United States, was 1,903,966 barrels per day from 286,569 wells, or an average production of only 6½ barrels per day per well. In addition to this it will probably interest the more speculative employe to know that 24 per cent of all wells completed in the United States are dry holes. \$91,000,000 was spent in dry holes during the year 1923.

The petroleum industry is a very important shipper on the railroad and is second in the U. S. as a manufacturing industry, we are told packing house products coming first and the manufacturing of automobiles third, according to government reports.

Petroleum is very aptly described in the following anonymous article:

"I am power,

I drive the locomotive over mountain and desert. The swift automobile is my chariot.

I soar in the clouds whenever men dare ride the dizzy airplane or the majestic floating airship.

The stealthy submarine and the stately liner go their ways by my permission.

I whirl the spindles in a thousand mills; and you can hear me roar in a multitude of foundries.

My strength never lags. Pack loads are a joy to me.

I am speed. Whenever men would go quickly, I take them.

I am Light. Without me the lamp would be unlit, the dynamo could not

(Continued on next page)

## Mechanic at Birmingham Writes of the East Thomas Shops

Down at Birmingham, and over the rest of the system as well, they are mighty proud of those new Frisco shops at East Thomas, and with reason, for the shops are among the finest and best equipped to be found on any railroad.

E. M. Franks, whose "regular" work is that of a mechanic in those shops, but whose introduction to you shall be as one of the valued reporters for this Magazine, wrote us the other day, telling of the shops and says, "So that our fellow-workers may know how well we are fixed down here."

After reading Mr. Frank's interesting article, we are sure you will agree with him that the men in the East Thomas shops are to be envied.

He says:

"The shop is located on Village Creek, at East Thomas, and three miles from the court house, and can be reached either by automobile or the Pratt Ensley Street car line.

"Our company has built a good bridge over the creek, and a road to connect with the highway into the city for the use of cars and trucks.

"On motoring out to the shops, the first thing you will see is our restaurant, run by Mr. Dobbins, one of our ex-general foremen.

"Further on into the yards is the turntable. This is motor driven, and is one of the largest and finest in the South. This leads into the roundhouse.

"The roundhouse has 20 stalls, 3 of which are drop pits. On visiting the shop, you would be impressed with the cleanliness, for everything is well kept. Around the top of the roundhouse is a monorail, running to the machine shop. It is motor driven with a capacity of 6 tons. The roundhouse has all modern equipment, including new vises on iron stands, set in concrete between every other stall, and a crude oil machine for firing engines. In here, too, are sanitary drinking fountains. These are connected with the city water main — none better in the South. This water is from the Cababa River.

The shops and yards are fitted up

with trash boxes, made of wire netting. The trash can be burned in these without being taken out of the receptacles. This is done daily.

"Leaving the roundhouse, and about 30 feet north, we come to the boiler washing plant, which is up to date in every way. About 30 feet north of this plant are the engine and boiler rooms. The engine room is equipped with two large air compressors, water pumps, and all other devices. In the boiler room are two large tubular boilers (only one fired at a time), the coal elevator and an ash conveyor. You can see, with this equipment, these are thoroughly modern.

"Northeast of the boiler room is the machine shop. About one-half of the machinery is new. We have a good tool room in this shop, too, which is the writer's headquarters. About 25 feet north of the machine shop is the blacksmith shop, with its two forges, a furnace, and a new, 2,000-pound steam hammer. To the right of the blacksmith shop are the bathtubs for the engineers, firemen and machinists. In this same building are offices for the various shop foremen and call boys. To the right of this building are the lead tracks where they clean the fires and conveyors to load the ashes and also a large water tank.

"North of this is a most up-to-date coal elevator and sand house where they coal and sand the locomotives.

"Going west, about 100 yards, you will come to the track where the baggage and passenger cars are cleaned and repaired. Going south, down the tracks, is the storeroom platform, storeroom and oil room. On the front end of this platform is a large building in which is the storekeeper and general foreman's office.

"The building to the right of this is the superintendent's office. Still further south of this is the car repair department. This is also well equipped with a large planing mill, blacksmith shop to take care of the car repairing, bath houses and offices. All of the buildings are fireproof.

"In every way we have a wonderful plant."

## People Who Should Not Be Allowed on Trains

Fond fathers who carry pictures of their offsprings sitting in their bath tubs.

People who borrow your magazine to hold over Toto's basket every time the conductor comes along.

Charming young men who insist on talking to you.

Charming young women who insist on not talking to you.

Nice old ladies who ask you three minutes after the train has started whether they are on the right train, and then every twenty minutes thereafter, whether you are positive this is the right train, why you are positive, whether you haven't ever made a mistake in a similar situation, and what you think Joe will think if they should arrive as expected.

Children who get all smeared up with chocolate and then identify you as dad-da.

Three-hundred-pound male bipeds with handkerchiefs in their collar bands, who go for water between every station, always arriving at your chair just as the train lurches round the sharpest bend in the vicinity.

Young married couples who rest their heads on each other's shoulders when the nearest shoulder you dare rest your head on is two hundred and eighty miles away.—From "Life."

## Pot Pourri

From New Orleans newspaper—"Fifty-nine years married and in all that time John Oddo has never been away from home after 9 o'clock at night." Where has that man been until 9 o'clock? He must have a wife who is never suspicious.

H. F. Sanborn, assistant to the vice-president, was speaking of the story in the last issue of the magazine about R. H. Whitlow and his prize bull: "Well, at any rate it's a bully story," said he.

The funniest thing we have read in a long time was a serious account of a baseball game, as told in an English newspaper. However, wonder just how one of our own sports writers would "cover" a cricket match?

Do you call your flivver a "coop" or a "coopay?" Harry Morris says that in the old day "coopay" was correct and is still favored by those who speak correct English, but he suggests that since the days when flivvers oft carry "chickens" the word "coop" is not altogether incorrect.

Women's clothes are funny. Almost as funny as would be those of men if men only had the nerve.

We all know what the Governor of North Carolina said to the Governor of South Carolina. But when the Governor of Texas meets the Governor of Wyoming will she ask for the latest cake recipe or for a match?

## FUEL OIL AND PETROLEUM

(Continued from preceding page)

drag electricity from the air, nor any wheel nor moving thing do its work softly—for I am also lubrication and silence.

I am Efficiency. Men do their tasks gladly and better when I am their fellow, for I am clean and sweet in all my work. The steam leaps stronger from the water at my touch, the engine speeds with absolute certainty when my hot breath drives the shaft.

I am Economy, for I am the spirit of concentrated energy.

I am the father of all machinery;

I am the grandfather of electricity.

I am Preparedness.

I am the fuel of civilization.

Aladdin's lamp is no fairy tale;

I am the Genie of the lamp.

I AM PETROLEUM."

# The "Passing" of the Dear Old Clinton Line

By R. F. McGLOTHLAN, Treasurer of the K. C., C. and S. Railway

'Twas back in eighteen eighty-five  
That men of vision, much alive,  
Conceived and planned a steam rail-  
road,  
On which the farmers might unload.

Their surplus wheat and corn and  
hogs,  
Likewise their crop of walnut logs,  
To be transported market-bound,  
Where gold and silver did abound.

The plan seemed wise, it promised  
well,  
The people for the project fell,  
In ecstasies did they all join;  
The railroad thought to make some  
coin.

And so the "Clinton Line," all new,  
Was built by workmen good and true;  
The pride of all, both far and near,  
Until it served its day and year.

But now, alas, it's growing gray.  
You ask me? No it didn't pay,  
And sad to state, the "C. & S."  
Has stumbled o'er the word success.

And so it seemed both wise and good,  
By those who best have understood,  
To come at once to its relief,  
Although it causes pain and grief.

A railroad cannot long survive  
No matter how its friends may  
strive,  
Unless its revenues exceed  
Expenditures for things of need.

But somehow this could never be,  
Although we've struggled manfully,  
And to prevent entire collapse  
They "Friscoed" it. 'Tis best, perhaps.

Though we have never ceased to toil,  
And often burned the midnight oil,  
In spite of all to render aid  
The pull has largely been up-grade.

For when a balance has been struck  
It seemed the road was out of luck;  
And though we've scratched and  
scratched our head,  
The balance loomed up in the "red."

In early days, its trains all new,  
'Twas good to look upon, that's true;  
But after years of service fine  
Old age announces its decline.

Its engines, stately once they say,  
Though running still, have had their  
day,  
And soon (we pause just here to  
weep),  
We'll see them in the old scrap heap.

Its box cars, once a joy and pride,  
With letters bold on either side,  
Announced the fact, did also stress  
Its title, "K. C. C. & S."

But time with them has played its  
part.  
No longer now a work of art;  
They're serving still as best they may,  
Transporting tons and tons of clay.

They say there's nothing in a name,  
But when with purpose to defame,  
A brainless wag with little wit,  
Who kids himself that he is "it"

Decides while others stand aloof  
To dub our railroad "leaky roof."  
We think it nothing more than fair  
To (here we quote), "Give him the  
air."

You ask me why the cry of pain,  
Indeed the reason is quite plain,  
For through the years, some twenty-  
three  
We've reared a happy family.

Together we have trudged along,  
Our labors not unmixed with song,  
But ruthless hands came into town;  
The Frisco tore our playhouse down.

And so the time has come to part,  
It truly gives us pain of heart  
To clasp the hand, to say adieu  
And brush away a tear or two.

We're going forth, don't know just  
where,  
We hope 'twill be where skies are fair,  
Where man by man is understood  
In terms of one great brotherhood.

Our hearts are sore, are broken quite,  
It's time for me to cease to write,  
And say the word that makes me cry,  
The final word to all, "good-bye."

You ask my future! Yes, I'll tell,  
The fates have treated me quite  
well,  
And while the years have quickly  
sped  
Old Father Time has gently said:

"You've reached your three score  
years and ten,  
The time allotted unto men,  
The shelf for you, your name in  
scroll  
Will henceforth grace the Pension  
Roll."

## New Year Resolutions

H. F. Shivers

By the time this appears in print,  
the gladsome Christmas festivities  
and the New Year Holidays, with all  
the resolutions, both good and bad,  
will have passed into history. The  
year just gone has been a good year,  
yet while fraught with many of the  
mistakes and short comings which  
are the common lot of all mortals, we  
should put the past behind us and

each one try to profit by the mistakes  
made during the year, using what-  
ever of success we have attained as  
a stepping stone to a higher state of  
perfection.

Let's all try to be just a little more  
friendly to our neighbor, keeping  
always uppermost in our minds that  
"he who serves best serves most."  
Practice the spirit of friendly co-  
operation and mutual helpfulness in  
our work. Let's all strive to make  
our railroad the best in the southwest  
by rendering efficient and loyal ser-  
vice both to our employer and patrons,  
as it is they to whom we owe our  
allegiance, our employer for our jobs  
and our patrons for their patronage  
which provides the necessary funds  
to make our pay checks possible each  
pay day.

## L. B. Pechner is Veteran Railroader

L. B. Pechner, general lumber fore-  
man with the Frisco Lines, has been  
with the company approximately 15  
years. He has spent the greater part  
of a long and useful life in railroad  
work and has many interesting ex-  
periences to relate of the early days  
of railroading.

Mr. Pechner was fuel foreman at  
Coolidge, Kansas, for the Santa Fe  
Railroad in 1882. In 1883 he went  
to Topeka and there entered the car  
department of the Santa Fe. In 1885  
he was transferred to the lumber de-  
partment of that road, working there  
until 1909 when he came to Spring-  
field with the Frisco as lumber fore-  
man.

One of the letters which Mr. Pech-  
ner prizes, was received by him in  
1883 from W. W. Borst, then superin-  
tendent on the Santa Fe. The letter  
is:

"Dear Mr. Pechner: Replying to  
yours of the 9th (the letter is dated  
September 13, 1883), during the time  
you came under my jurisdiction, June  
1 to September 1, 1883, you attended  
to your duties as fuel foreman to the  
satisfaction of all, and you left our  
service of your own election and in  
good standing."

## W. E. Bernthal Promoted to Auditor of Freight Accounts

W. E. Bernthal, recently appointed  
auditor of freight accounts, upon Mr.  
Freiburg's promotion to general  
freight agent, entered the service of  
the Frisco, May 1, 1902, as an office  
clerk.

Following his elevation to rate  
clerk, he was successively assistant  
chief revising clerk, chief rate clerk,  
chief clerk, Revising Department,  
chief clerk, Overcharge Claim De-  
partment, chief clerk, Interline De-  
partment, chief clerk, Auditor Freight  
Accounts, and on October 15, 1924,  
was promoted to his present position.

Besides having a wide acquaintance  
in railroad circles, Mr. Bernthal is  
surrounded with an excellent "cabi-  
net" of men in his department.

## Storm and Sleet Halt—But Do Not Conquer Frisco Service

YEARS from now, when some of those whose photographs now appear on the "Frisco Babies" pages of the Magazine, are themselves proud parents—they will still be talking of the "Great Storm of 1924." And coupled with the reminiscences of that storm—one of the worst in the history of the great Southwest—will be the story of what the Frisco men did to combat the effects of that storm.

On December 17 and 18, the entire Southwest—in fact practically the entire nation—was placed in the grip of the coldest weather in many, many years. And with the icy cold came sleet and snow and rain.

Heralded by a rain on December 17, the rain freezing as it fell, the storm broke. Beautiful, it is true, but beauty now and then means actual discomfort and impairment of service.

Blinding, dazzling, treacherous, the sleet fell. The trees bent to its arrival, they bowed their heads and seemed, as if in desperation, to accept their unwonted load and finally many of them gave up the fight and fell, loaded with ice. Wires which furnished current fell, bowed to earth with tons of ice. Old King Winter had, temporarily, put to rout the invention of man with one sweep of his mighty arm.

Trouble.

The word went forth, first appearing on the Western Division, between Sleeper and Crocker, where wires were reported broken and trees hanging across the lines. Four linemen worked between those points all day on the eighteenth. The lines soon went down in other places and at 5:45 p. m., December 18, no wires were working out of Springfield in any direction. Immediately Superintendent Shaffer put the work train into service and with five linemen and a crew of section men left Springfield. Other linemen and gangs were sent out as quickly as possible.

The Telegraph Department at Springfield, through Miss Lillian Hultsch, representative of the Magazine, reported, on December 30, 2,200 poles down between St. Louis and Billings, divided, about 1,200 east of Newburg and 1,000 west. About 70 per cent of these poles were broken, the balance badly out of line. Wire was down for a distance of about 60 miles or 1,200 wire miles. A great deal of the wire was so badly damaged that it was necessary to entirely replace it and in a great many sections where the wire did not go down, it was stretched to such an extent as to destroy its tensile strength, and this must be replaced. Approximately 800 crossarms were broken.

Mr. J. H. Brennan, superintendent of telegraph, accompanied W. C. Titley, vice-president in charge of plant, and W. W. Watt, division plant superintendent of the Western Union from St. Louis to Springfield on December 28 and Vice-President Titley stated that in all his experience he had never seen a pole or line wire so badly damaged.

There were about 800 poles down on the Southwestern, Western and Central Divisions and 200 on the Northern.

And through it all comes the great bright spot of real Frisco co-operation. Crews worked harder than ever they had worked, staying on duty to the limit, carefully handling train loads of impatient people, all of whom longed to reach their destination and gave all too little thought to the man in the cab.

And not a serious accident. In all that blinding fury of snow and sleet. Remarkable, truly. A fine example of loyalty, co-operation and interest.

It was a splendid example of the extraordinary, met and conquered through sheer **hard work** and determination. All of it done through the spirit of co-operation.

### Five Notable Books

William Stearns Davis, historian and novelist, has now written five romances touching upon successive great historical periods.

His "Victor of Salamis" deals with Athens at the time of the great struggle with Persia.

"A Friend of Caesar" tells of ancient Rome.

"The Beauty of the Purple" (just published last month) pictures the life of Constantinople in the eighth century.

"God Wills It" is a story of Mediaeval Europe in the time of the Crusades.

"The Friar of Wittenberg" covers the period of the Reformation.

The whole series is published by The Macmillan Company.

### Isn't It the Truth?

It may be a mansion, it may be a dump;

It may be a farm with an old broken pump.

It may be a palace; it may be a flat; It may be a room where you just hang your hat.

It may be a house, with a hole in the floor;

Or a marble hotel with a man at the door.

It may be exclusive, or simple, or swell;

It may have grand fixin's, like curtains, and—well,

Just kindly remember, wherever you roam,

That old song is right, folks,  
There's no place like home!

### Last Minute News of Frisco Folks

#### E. G. BAKER PROMOTED

E. G. Baker, until recently district passenger agent at Chicago, was, on January 1, named division passenger agent at St. Louis, to succeed Fred J. Deicke, who resigned after being with the Frisco (always in St. Louis) for a period of 45 years. A sketch of both will appear next month.

#### ELMER JORDAN TO CHICAGO

Elmer Jordan has been named district passenger agent at Chicago. For several years past Mr. Jordan has been traveling passenger agent out of Memphis.

#### MISS EDWARDS RETURNS

Mollie Edwards, who had been ill for some weeks, has returned to her desk in the passenger traffic department. Miss Edwards is the reportorial representative of the Magazine in her department.

#### CHARLES BOREN LEAVES SERVICE

Charles E. Boren, locomotive clerk in the office of H. L. Worman, has left the service of the Frisco Lines to enter the real estate business in Florida.

#### PITTSBURG COMPANY APPRECIATES SERVICE

W. F. Conner, vice-president and sales manager of the Pittsburg, Kansas Elevator Company, recently wrote to Agent W. E. Smith, at Springfield, thanking him for quick service.

Mr. Conner said, "We want to congratulate you upon the co-operation of your office force in promoting a better feeling between the Frisco and its patrons. We are having good service in Pittsburg, and at first we were complimenting ourselves for our personality, which we thought was responsible, but we have become convinced that it is a Frisco policy to give good service to all their patrons. We are certainly proud that our industry is located on the Frisco and served by her."

#### Widow Jones

Bill Jones on the repair track,  
Imagined he could do  
A moment's work beneath the car  
Without the flag, so blue.  
Well, yes, he did it many times,  
In spite of rule and warning;  
One day an engine bumped the car—  
Bill's wife is now in mourning.  
—"Sparks"

**The FRISCO EMPLOYEES' MAGAZINE**

Published on the Fifteenth of Each Month

By the

**St. Louis-San Francisco Railway**

Edited by FLOYD L. BELL

645 Frisco Building

St. Louis, Missouri

This magazine is published in the interests of and for free distribution among the 25,000 employes of the St. Louis-San Francisco Railway. All articles and communications relative to editorial matters should be addressed to the editor.

Single copies, 15 cents each

Outside circulation, \$1.50 per year

**Vol. 2****FEBRUARY, 1925****No. 5****Man and Service**

ON THE stroke of the clock when a man enters the service of a corporation he becomes an investment. That is, he is hired and paid with the thought that he will, by his labor, return to his employer the value of his wages and something in addition, interest as it were, on the money paid him.

The man who works automatically, never looking for anything better or using his head to any extent, is a losing item in the scheme of things, and his product goes on the debit side of the ledger.

The man who takes pride in the way he does his work and is looking forward to the day when he will assume the duties of a bigger job, is a paying investment, because he is not only performing that service which is expected of him, but is gaining an education which is the most valuable asset a man can have.

Let each man take an inventory of himself. If he finds himself wanting in any particular, see if by some means that want cannot be overcome and his value increased.

And the reward will come many times over, rest assured of that.

**Courtesy**

WHAT a delight it is to meet the man, or woman, who is always courteous.

What a great deal courtesy does mean to an employe and to the organization for which he works. Most of us are governed by the amount of courtesy in direct ratio as the day is bright and cheerful, or stormy or cold.

It requires such little effort to be cheerful and courteous when the weather is fine and

everything is moving along smoothly; but when the weather is inclement, everybody out of sorts, business affairs perhaps a bit roughened, then it requires some effort for a person to be congenial and courteous.

But oh, how it pays to make that effort. Life is too short to go through it seeing dark and unpleasant things. The man with a grouch has no place in modern business circles.

Remember, to the patron, the immediate individual with whom he is dealing represents the entire Frisco Railroad. If the agent, or whoever it may be, is courteous and pleasant, then the patron goes away with a kindly feeling toward the entire railway system. And a friend has been made. Isn't it worth the effort?

**State Experiment Fails**

FLOYD GIBBONS, Chicago *Tribune* reporter, who made fame for himself and his newspaper by his exploits in Europe during the World War, is investigating the experiments in state enterprises in various parts of the world for the *Tribune*. Gibbons sank with a ship, but bobbed up in Ireland. Then he lost an eye—shot out by a German bullet. But he kept "on the job," and sees things as they are.

From Sydney, Australia, he writes of the "failure of the state as a business man," saying, among other things, that the new nationalist administration has abandoned all the state enterprises that proved to be failures, with immense indirect benefit to New South Wales. The government's first step was to abolish the state bakery business. The state bakery, which supplied bread at a loss, Mr. Gibbons says, went out of business in 1922.

As with loaves, so with fishes. With the exit of the old government conditions of insolvency were found in the state trawling industry. This experiment did not reduce the price of fish to the consumer, but added to the burdens of the taxpayer. "The present government," Mr. Gibbons says, "cleared away the wreckage, sold the trawlers, and New South Wales marked down a loss of almost \$500,000 to experience." The bakery was leased to a private company with an option to buy.

The state's attempt to handle the timber business, he says, also ended in failure, losing more than \$1,000,000 in ten years.