

Interest and Co-operation Is Greatest Aid in Fuel Saving

Joint Efforts of Coal Chute Men, Roundhouse Force, Enginemen and Others Necessary—J. E. Whalen Says

By J. E. WHALEN, General Fuel Supervisor

THE efforts that are being put forth by the management of the Frisco Railroad to save fuel are intended to reach employes in every branch of the service and those of us who are devoting the greater part of our time to this work must necessarily come in contact with men in every branch of the service and particularly in the Operating Department. First, we must interest them, after which we try to obtain their co-operation.

In fuel economy, interest and co-operation begin with the purchase and preparation of the fuel. Purchases are made from responsible coal operators, who are not only able to furnish a proper grade of fuel, but are sincerely interested in keeping the quality up to a proper standard.

Interest and co-operation in having good fuel must then begin with the preparation of the fuel, and this can best be obtained by meeting at the mines the men who are producing the coal, explaining to them what good coal means to the successful operation of a locomotive, how the impurities clinker a fire, "rawhide" the train and enginemen, delaying the trains, discommoding the public generally, eventually leading up to the discontinuance of coal from that mine or district and interruption of working time for the miners in that mine or district. Getting on the ground and handling in the manner above related with the men actually producing the coal is always agreeable and interesting to responsible coal operators, meets with their approval and secures their hearty co-operation.

Frequent Inspections, Too

The next move in securing co-operation is by frequent inspections at the coaling plants of the coal and the coaling plant itself, in showing a real interest in the work of the employes who handle the fuel at the coaling stations, and by having conditions of cars or coaling stations corrected that cause fuel to be spilled and wasted. By letting these men know that you are interested in them and their work, you will have their full co-operation both in handling fuel and in the care of the plant. The majority of these men are old, experienced employes, have handled thousands of tons of coal annually, and, if alert at their jobs, as the majority of them are, they are very fair and impartial critics of the fuel quality and of conditions.

Do not overlook the coal chute men. They are a big help in fuel economy and in controlling the cost of handling fuel, which costs the Frisco Railroad annually from two hundred fifty to three hundred thousand dollars.

Roundhouse Force, Too

We next come in contact with the roundhouse force, more especially the cinder-pit men, boiler washers, grate men, front-end men, flue borers, fire builders and engine watchmen. We should visit with these men often, always find time to listen to their ideas, and go a little further—telling them of happenings out on the line. If they have done a good job, tell them so. If there was any change to the locomotive made by them, report the result. They like to hear about it and are always particularly interested in talking with men who ride or operate the engines. This will obtain their co-operation, which is also vitally essential to a good fuel performance.

Enginemen Burn 85 Per Cent

Next come the enginemen, who handle and burn 85 per cent of all of the fuel used on railroads. On the Frisco we use annually about two million tons per year, therefore the enginemen themselves use approximately 1,700,000 tons. Engineers and firemen are therefore responsive to suggestions and instructions of the right sort, but as a rule they want to know that the man who is instructing or advising them is experienced in their line of work. If you meet them either on or off the road and they have had a hard trip, it requires diplomacy to call their attention to some apparent neglect or shortcoming on their part and apply corrective advice. The mere fact that they realize you have noticed their operation or any certain condition is sufficient for them to want to explain. Usually this presents the opportunity for you to interest them and thereby obtain their co-operation. Once obtained, it should not be lost, for as time goes on there will be many opportunities to compliment enginemen on their work, sympathize with and assist them in their troubles, which will mean personal contact and mutual co-operation. Enginemen are very responsive to any suggestion that improves the locomotive and lightens their labor. It is simply a case, as above stated, of wanting to be shown and being convinced that the person making the suggestion knows what he is talking about.

Trainmen Are Interested

Train and yard men are always willing to become interested in any new movement that will improve the railroad. In fuel economy we have, perhaps, not always taken the same interest in informing this group of employes in fuel economy matters, and in interesting them, that we have taken in the enginemen, not realizing that although they do not directly handle the fuel, they indirectly influence

economy in its use to a very marked degree. These men can be interested and their co-operation obtained through attendance at the fuel meetings, by personal talks, and through the efforts of the Assistant Superintendent, or whoever is their immediate officer in charge.

There are any number of trainmen, yardmasters and switchmen on the Frisco railroad who are among our greatest co-operators and savers of fuel and they have contributed a world of good suggestions in our fuel-saving campaign.

Trainmasters or chief dispatchers and train dispatchers are interested and co-operating in fuel economy. However, in the daily work of chief dispatchers and dispatchers their reports are an education in the economical railroad operation and in fuel saving in particular. But conditions sometimes arise where they make moves which to their best judgment at the time is the thing to do, and usually turning out all right. Other times they are not so good and cause train and engine men to complain and think that that department is not interested or co-operative.

Staff Meetings Help

Staff meetings held by the division superintendent with the chief dispatcher and his staff and the fuel meetings also present an opportunity of reviewing the train sheets and talking over conditions which would tend to obtain interest and assure co-operation and which is at the same time an education to the trainmen, enginemen and others.

To have complete interest and co-operation in fuel saving on the part of all employes concerned requires, of course, that all of the executive and operative officers shall feel and manifest an interest in the subject and in the work of the men on the firing line, and that they discuss it with these men whenever suitable opportunity offers. It may only be a word of inquiry or of praise, but we are all alike—we like to know what the boss thinks of our efforts and to have the benefit of the advice and good counsel of our officers.

In conclusion, we should bear in mind that all men's ideas differ, each one having his own particular viewpoint, each entitled to consideration, but if we meet each other with a smile, show the proper spirit in giving as well as receiving we will obtain our reward in compound interest and sincere co-operation.

Unappreciation

"But John, dear, before we were married you told me that you were worth fifty dollars a week."

"I am, but the boss only gives me twenty."

Ask Dad! He Knows

"Does the baby take after his father, Mrs. Jones?"

"Yes, indeed. We took his bottle away from him, and the darling tried to creep down the cellar steps."

Commendations From Here and There on Frisco Service

MR. J. J. SCULL, president of the Scull, Swain & Wallace Company, hardware dealers of Sherman, Texas, took the time to drop our agent at Sherman, the following letter:

"We want to compliment you on the service we are now getting on shipments out of St. Louis over the Frisco.

Today we received a shipment from Shapleigh Hardware Company of St. Louis, delivered to you on the thirteenth of May, and just three days later was in our stock.

This is service that we do not recall having ever had, even in the good old days 'before the war.'

This kind of service brings St. Louis mighty close to us."

Whether you want to route a trunk over the Frisco Lines, or yourself, you will be given courteous treatment and prompt service. Below we quote from Mr. W. G. Leftwich, of the William R. Compton Company of Memphis:

"I recently had occasion to make a trip from Aberdeen to Chicago, using your lines to Birmingham and the Illinois Central, up.

I made the request of the passenger agent at Aberdeen, Miss., Miss Pauline Schatz, for the reservations. She very courteously and kindly handled them in every detail to our complete satisfaction. It is certainly a pleasure to do business with an organization of this type and one which gives the service your organization gives.

I am writing this just as a means of appreciation to your road and to your representative at Aberdeen for this service."

During the recent strawberry season, when Monett was the center of the marketing season, the cars of berries were iced and moved with such speed that they reached their destinations in perfect condition. Berries from Monett were shipped to some thirty-eight states and Canada, and it is readily understood that prompt handling was necessary in order for the berries to arrive in A-1 condition.

From Sioux City, Iowa, comes the following letter from the firm of Headington & Hedenbergh, produce dealers:

"Enclosed find check, brokerage car strawberries, No. 18947, which arrived here yesterday. Will say this was one of the finest cars of strawberries we have ever received. It will help to stimulate business in the berry line."

Special train movements over the Frisco seldom fail to bring forth a letter of very favorable comment.

Here is one from St. Louis, signed by Col. Hansendebe, Woman's Relief Corps No. Nineteen, and Sallie Manion, patriotic instructor, which is self-explanatory:

"The members of Col. Hansendebe Woman's Relief Corps, No. Nineteen, who rode on the G. A. R. special train number two to Joplin and return, all want to send many thanks to the train crew for the courtesy shown us while on the train. We all felt at home and very sorry the trip was at an end."

The Frisco satisfactorily handled the strawberry crop out of Monett, and every employe has been on the alert to aid in every way possible the quick movement of this commodity.

Mr. E. A. O'Dwyer, secretary and manager of the Monett Fruit Growers' Association, says:

"The Frisco has given us absolutely 100 per cent service. There has been no delay—no friction. When we asked for cars they were given us immediately.

Every employe of the Frisco at Monett has aided in every way possible to expedite the handling of the berries and to the Frisco railroad we offer our sincere appreciation and thanks."

The Bentonville Community Club, through their secretary, Frank P. Harris, has taken the trouble to write Mr. A. P. Matthews, division passenger agent at Memphis, with a copy to the publicity department, of service rendered them.

"As a representative body of one 'unit' of the Frisco's Ozark territory this club wants to express its appreciation to your office and to the Frisco advertising department for the ad, '76 Degrees in the Ozarks', appearing some days ago in the Commercial Appeal, and no doubt in other papers. Not only do we want to express to you and other heads of departments and your publicity department our appreciation of this ad, but also of any others you may have carried or expect to carry, advertising the Ozark region.

We would appreciate a supply of the booklet 'Vacations in the Ozarks' for distribution from our club headquarters, information bureau and rest rooms."

On June 18, the Bessemer Gas Engine Company shipped from Grove City, Penna., car R. I. 262127, consigned to their branch warehouse at Tulsa, Okla., routed via the Frisco from St. Louis.

On June 23 this car was in Tulsa—the fifth day after leaving Pennsylvania.

The traffic manager of that company writes Mr. S. S. Butler, our freight traffic manager in glowing praise of Frisco service.

Here is an excerpt from his letter of June 29:

"I wish to congratulate you on the splendid service accorded this car, and which we are receiving from your line. Two or three years ago, from ten days to two weeks would have been required for this movement, which, in this case, is made more of an achievement by the fact that no special handling or attention was requested for this car, and the movement indicates a real desire on the part of the employes of your line to give real service, and a splendid spirit of co-operation, without which this movement would be impossible. Service of this kind needs no solicitation. IT SELLS ITSELF."

A party from the Confederate Soldiers' Home of Georgia, handled via the Frisco to attend the reunion at Dallas, Texas, writes Mr. W. E. Post, traveling passenger agent of Atlanta,

Ga., in appreciation of Frisco service, and is presented by their superintendent, W. E. McAllister:

"On behalf of each and every member of the 'Soldiers' Home Party' who attended the Dallas, Texas, reunion, please permit me to express thanks for the kindness of your company through yourself in furnishing us with transportation for that portion of the way covered by your lines.

Every individual member of the party enjoyed the trip to the fullest and we will always remember with gratitude that you helped to a great extent to make it possible."

Mr. Bela N. Barnes of the Barnes Knitting Company of Cedartown, Ga., is another appreciative patron of Mr. W. E. Post, traveling passenger agent of Atlanta, Ga., and this is what he says of his service and that of the Frisco:

"Again I wish to thank you for your trouble in coming up to see me and for securing Pullman reservations and sending them to me here. I realize, of course, that this is a part of your business, still that does not keep me from appreciating your courtesy and efforts to secure for me just what I wanted."

Mr. Brooks Stange, assistant freight traffic manager, recently received the following letter from a friend of his, who enthusiastically recommends our METEOR from St. Louis to Oklahoma City.

This man, who lives in Chicago, travels extensively throughout the United States, and, therefore, his sincere appreciation of Frisco service is highly valued:

Astor Hotel,
New York City.

"That Frisco 'Cannon Ball' or 'METEOR' beats the 'Century' all to pieces for speed, comfort, scenery, meals, price, service and from every other angle. Got here this morning, did everything I came to do, leave for Philadelphia tomorrow morning, back here tomorrow p. m., and then home from here Friday and get there Saturday a. m."

Every-day patrons of the Frisco are coming to know that the very word FRISCO means SERVICE in all forms.

A recent pleasant trip on Frisco Lines was enjoyed in spite of high temperature, by T. J. Corwin, president of the Illinois Pacific Glass Co., of San Francisco, Calif. Mr. Corwin, writing to J. E. Payne, of the passenger department, said:

"You will perhaps recall that on June 10, I requested you to obtain a section reservation for me from St. Louis to Tulsa, Tulsa to Dallas, and from Dallas to Los Angeles. At each point, I secured them by merely giving my name, and it is with great pleasure that I acknowledge your courtesy and thank you. I was unfamiliar with your lines and your assistance made traveling a pleasure even in the high temperature."

E. G. Baker submits the following from W. F. Weiherman:

I wish to compliment you and the other officers upon the splendid way in which you handled our 400 delegates and guests on the special train to the Walther League Convention at Cape Girardeau May 22-24. Your equipment was excellent and the fine spirit of co-operation that your employes gave us made a lasting impression upon our travelers. I hope that we shall at some near future time again have the pleasure of making use of your services.

HAPPY ENID GROUP



Tak-a-look at the Enid brigade.

The first fellow is S. R. Gardner, division storekeeper. Then we have the cap brigade—F. M. Meidell, chief clerk, E. B. Nelson, store foreman, and Claude Davis, price clerk; all of the Enid store department.

We can't figure out why little Vesta Davis, price clerk in the store department, ends the line, except that it always takes a good background to make a picture!

Frisco Watchman Inaugurates
New Idea in Safety Work

(Continued from Page 11.)

"Here's the way I figure it out," Mike said. "The man who stops while the cars go by will live to watch them go by another day. That's why I'm doing it. I've found that the traveling public is interested in its safety perhaps more than we think. I know these truck drivers who pass by several times a day know me, and instead of fretting and getting impatient when I flag them down, they take it good naturedly. This is especially true since I got up this petition. They sign it willingly, and I've never yet caught one of them not living up to it."

Grant entered the service of the Frisco in 1910 as a brakeman on the Texas lines and was transferred in December of 1917 to the Central division as a passenger brakeman. In 1922 he went to work in Paris as a crossing watchman. Mike's record is as clear as the day he entered the service, and according to Superintendent Baltzell he hasn't a mark entered against it.

In a few short years, Mike will have reached the three score and ten years of retirement, and another crossing watchman will take his place. But there will be many in Paris who will remember his friendly greeting and understanding smile.

And Mike Grant will have saved lives and property through his petition. That much is certain.

Fine Praise From Patron for Engineer
John Stone of Monett

"He Can Make Coupling Without Cracking Pecan
Between Buffers," Passenger Says

THAT engineer on engine 3730 could make a coupling with passenger coaches and never even crack a pecan between the buffers," remarked a prominent patron of the Frisco not so long ago.

His remarks referred to that gray-haired veteran of engine service, John C. Stowe, of the Monett Yards, Monett, Mo.

This compliment, which was very deserving, was the result of years of service, in which John Stowe not only served, but made each day a stepping stone of progress for the next.

Monett, engine 3730 was assigned to that point in switching service. Since then, Mr. Stowe and "3730" have been inseparable.

This engine is the only one of its kind in the Frisco service today. An old timer tells us that it formerly belonged to the Anheuser-Busch Company.

It is a piston valve eccentric motion type, built by the American Locomotive works, with a tonnage classification of T-32.

When this engine was last in the shops it was equipped with all the modern devices, and received an ex-



A tradition among railroad folk is the affection which enginemen have for their charges. Here is a typical example of this devotion. Engineer Stowe, seated above in Engine 3730, is tenderly "cranky" about the appearance of his engine. It shines constantly, and is spick and span, as a close examination of the picture will reveal.

In January, 1882, when only seventeen years of age, he joined the Frisco family, working as a section hand at Rogers, Ark. His next position was that of engine wiper, and then he was advanced to the position of fireman, taking a run between Chester, Ark., and Monett, Mo.

Six years later he was assigned a run as engineer on the central division, where he remained until a few year ago, when he was transferred to Monett, Mo., as switch engineer.

Forty-three years ago the railroad game was in its infancy, and Mr. Stowe tells of the wild country along the Frisco tracks in Arkansas, inhabited by animals that made a playground of the right-of-way. Occasionally it was necessary for Mr. Stowe and the members of his crew to get off the engine and chase them off the track.

Mr. Stowe numbers among his acquaintances many whom he has never personally met. In the early days of his career, his engine was equipped with an especially constructed chime whistle. Every person within ear-shot along the right-of-way knew when John Stowe was at the throttle and the piercing chimes of his whistle warned all of his approaching train.

About the time Mr. Stowe came to

ceptional job of painting.

Mr. Stowe guards its appearance as he would his car or his home. He keeps it "ready for inspection" at all times, and the neatness of this engine is a topic of comment for all who view it.

June Fuel Report Best in Months
(Continued from Page 28.)

June 21st, Engine 1306, Train Extra, Engineer Mullane, Fireman D. W. Roy, Ft. Scott to Kansas City. Handled 2,626 tons, consumed 10 tons of coal or 77 lbs. per 1,000 G. T. M. Very good performance considering time on duty was 8 hours, 30 minutes.

June 19th, Engine 1310. Train Extra, Engineer Kilpatrick, Fireman Kell, Ft. Scott to Kansas City. Handled 2,829 tons, consumed 10½ tons of coal—73 lbs. per 1,000 G. T. M.

June 18th, Engine 59, Engineer Blackledge, Fireman Dowden, Springfield to Newburg. Handled 3,200 tons, used 20 tons of coal or 106½ lbs. per 1,000 G. T. M. Time on duty 11 hours, 10 minutes.

June 17th, Engine 24, Engineer H. R. Smith, Fireman J. R. Chambers, Newburg to St. Louis. Handled 2,600 tons, burned 19 tons of coal or 129 lbs. per 1000 G. T. M. Time on duty, 11 hours and 40 minutes.

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What "Service" Means

A DISTINCT curtailment of the activities of the middle man, and an equally distinct move on the part of the retailer to refuse to carry the tremendous stock he formerly carried, brings to the railroads a splendid compliment—if the public will realize it.

This habit of day-to-day buying is an evolution from the old manner in which the retailer stocked his shelves high with goods, thereby letting an investment lie idle until the gradual depletion in the stock could be made by retail sales.

Why, let us consider, is it possible for the dealer in all lines, to buy from day to day, instead of month to month.

Why is he sure that this short-lot and short-notice buying will bring him his goods regularly and dependably, doing away with the necessity of big orders and long storage.

There is a true answer. He is sure of his railroads.

The dependability of railway transportation has become so assured in late years, that the merchant, whether he be retailer or wholesaler, jobber or warehouseman, knows his goods will arrive "on time".

It is no longer necessary for an automobile assembling plant to have in the warehouse the day before or longer, the parts that it must use in assembling the next day. The railway service of today has obviated that need by the certainty of its service.

It is no longer compelling that a department store should carry a stock several hundred thousands of dollars in excess of immediate needs. It can get more stock quickly and certainly through dependable service.

In St. Louis, Mo., a leading department store head recently said that due to the improved transportation services only, he carried an average stock of one million dollars less in 1923 than in 1922, at the same time doing considerably more business. The saving in interest alone on this million dollars of reduced inventory had been sufficient to pay his freight bill for the entire year.

The manufacturer, too, is benefited in that he can carry a lesser stock of raw materials, and can get more promptly and when he needs it.

The miner, dependent upon transportation more than almost any other business man, can form in advance, estimates of market needs and control the quantity of his output with intelligent regard to market demands, thus saving waste in labor and unnecessary cost of producing and accumulating an unneeded surplus.

And the benefit is even more far-flung than that.

A sheep raiser in Montana has declared he saved in shrinkage alone, through expedited service, a dollar a head on lambs, and the sheep raisers of Idaho are said to have saved a million dollars during the past year.

So it is true of the cotton grower, the cattle raiser, the fruit grower, the steel mills.

The railroads, affecting as they do, every conceivable form of industry, have made another fine mark for themselves—a mark that the public should realize and remember.

A Steady Improvement

YEAR by year the railways of America are becoming more safe. By the constant attention to equipment, the earnest search for new and safer controlling devices, and continual attention and education in safety matters, the railroads have cut down the accident ratio remarkably. In 1900-04 one passenger was killed out of every 2,000,000 carried, and in the same period, twenty years later, the proportion had dropped to one in 5,000,000. The toll of today is not in train wrecks, derailments and collisions, but at grade crossings. There can be the automobile driver aid.

Between The Rails

A MIXTURE of FACT & FANCY

RAILROAD & OTHERWISE

by W. L. H. Jr.

Over a good "business" cigar, donated by E. G. Baker, division passenger agent, the other evening, we heard one of the best stories of this perpetual, meaningless, and utterly useless kicking-on-the-railroads practice we have heard in years. We want to pass it along—it might give you a tip on how to handle one of these complainers should you encounter him:

Mr. Baker was on Local No. 16 from Springfield to Monett, Mo., one day early this month. A well-dressed traveler, anxious to make conversation, accosted him. The traveler's opening remarks were: "Well, this Frisco Railroad has surely gone to hell. What a train this is—what a train! On the main line, yet it's only got one coach! Look at it—JUST ONE COACH! It's a disgrace, that's what it is. Don't you think so, too?"

"Look here, mister," Baker returned. "I'm not going to agree with you. In the first place, I'm with this railroad, and I happen to understand something about railroading. This is a 44 mile run from Monett to Springfield and the traffic isn't heavy. Take a look at the coach you're in. This coach has seats for seventy-five people. There are sixty people on here. That leaves fifteen seats that aren't occupied. I don't know what business you're in, but you're probably in business. If you are, it isn't for your health. You're working to make money, just as much money as you legitimately can. Now, you tell me if you can, why the Frisco should put another coach or two on this train, WHEN THE TRAFFIC DOESN'T EVEN FILL ONE COACH?"

It is entirely obvious that this specimen of the "Kicker Kronfus" had no retort. In the vernacular—he "fouled out".

But that makes no difference apparently, to the man who wants to complain about the railroads. Generally, his complaints find sympathetic ears. This time he happened to pitch to a railroad batter who knew how to hit spit balls curved at the railroads.

In this issue, we print the first part of an address by Samuel Allender, chief special agent of the Frisco Lines. It is the first time Mr. Allender has allowed his department to be represented in the Magazine. Yet it

does one of the most interesting works of any department. The nature of a special agent's operation does not permit exploitation, except in rare instances. We are particularly glad to print Mr. Allender's address, since it contains many hints on co-operation of railway men with law officers, applicable to employes in all departments.

On a recent trip to Fort Worth, we found a splendid interest in the Magazine on the part of all folks on the Texas Lines. Particularly did Mr. O. H. McCarty, vice-president and general superintendent, express himself heartily in favor of this publication. We have heard from the Texas Lines only occasionally in the past few months, and in order that they may be adequately and properly represented, we appointed Ben B. Lewis, of "Texas Coyote" fame, as division editor in charge of all Magazine news for the Texas Lines. Ben's work will be remembered by Magazine readers, and we know he will give the same excellent performance to his new duties.

In our opinion, every employe of the Frisco should give six shouts, a huzzah and a couple of "whoopees" in a way of celebration for our new railroads. These purchases, if approved by the Interstate Commerce Commission, will mean a great deal for the Frisco.

Next month we wish to tell you something more about the city and port of Pensacola, Florida. If we can get down there (and we think we can) our intention is to gather pictures of Pensacola's famous docks, wharves and shipping facilities, and facts concerning the city itself that you may read it in the September number.

Pensacola is one of the best of the several good Gulf ports, and its future, along with Mobile, Ala., is one of the brightest of any port on the gulf coast.

The passing of that splendid gentleman and efficient worker, Richard H. Briggs, is earnestly regretted on the Frisco. From all points on our line, regrets and condolences were sent to his daughter. He was thoroughly admired, universally respected, and fervently loved by all who knew him. In his passing, a useful and eventful life

ended, and the Frisco lost its oldest veteran and an ardent booster.

It is a habit among Americans to overlook those good things that are at hand and strain their eyes to discern a problematical "good thing" from far over the horizon. That, it happens, is the reason for that famous slogan: "See America First." It was designed by a gentleman who realized that far too many Americans were going abroad on sight-seeing junkets, when a wealth of beauty of all kinds awaited them at home.

And, apropos the above paragraph, we invite you to closely examine the Frisco bathing beauties who appear on Page 34. Flo Ziegfeld pioneered the field in glorifying the American girl, and it is a commendable enterprise, even though highly capitalized. The Frisco Magazine wants the dear old world to know that there are no prettier girls than those on its own lines. The sour old wail about the "Poor Working Girl" is about forgotten now. Folks realize the "P. W. G.'s" are fairly fortunate. And particularly are those on the Frisco healthy, happy and contented. We feel the "Bathing Girl Page" will prove it. What do you think, men?

A letter on our desk brings us to an abrupt change from thoughts of cooling waters and beautiful bathing girls to those smug black lumps of stuff so necessary in the cooler months—COAL.

Just a minute, please, don't throw anything!

Our good Magazine friend, E. J. Wallace, coal dealer, with his usual foresight, writes to remind us that the best time to buy coal is in the summer months. We don't believe it hurts anyone to look ahead—especially when coal prices are at their best in summer, and uncertain to say the least when necessity demands we fill the bins.

Then, too, we could swell the summer Frisco tonnage through placing orders for immediate delivery with our respective dealers.

We rather fancy the idea, and shall recommend it to the proprietor of our apartment, since we buy no coal ourselves, and urge that you do the same. It may mean dollars—it surely will mean a feeling of security.