

How to Be Prosperous.

The railroads are starved. Their condition is much like that of the cotton growers. Both need money. They must have it or they can't go on. Give the railroads a chance to earn what they need and they will be ready to spend at the rate of \$3,000,000 a day continuously for five years for extensions, improvements and equipment.

What would this mean to workmen in every industry? What would it mean to the working masses? What an opportunity for the Interstate Commerce Commission to perform a patriotic duty. If it fails, what an opportunity for President Wilson to assert his power of removal!

Clear up the railroad situation, provide the funds and an open market for our magnificent crop of cotton (as the bankers are now endeavoring to do) and we shall enter upon an era of prosperity that will make every one happy.

It is too bad that congress persists in tinkering with trust laws and seeking new regulations of industries that are already overburdened. But this congress will come to an end by the fourth of March next. A new house of representatives will be elected on the third of November and a large part of a new senate. It is for the people to say whether they want to continue the trust busters and railroad smashers, or whether they favor a change. —*Jasper, in Leslie's.*

To Restore Prosperity.

General business is affected by a kind of stupor, due to something beyond the shock of war and the stringency in money, says *The Bache Review*.

It is because there is no market for securities.

As long as the stock exchange of a country is closed capital issues are held up and the whole country feels the damaging effect.

Because the exchange is closed and securities cannot be sold, cities, counties and states have been forced to drop improvements and thousands of manufacturers have reduced their production and cut their payrolls.

The barrier to reopening the exchange is the menace of a great mass of foreign sales threatening to engulf it, and this situation is aggravated because a very large part of American securities is discredited by the disastrous situation of the railroads. If the railroads of the country were making liberal earnings our securities would be the most attractive in the world, because they would be the highly profitable issues of the only great country in the world at peace. Holders abroad, then, would keep back hundreds and perhaps thousands, of millions of these securities, because they would be eager to hold them, believing in their stability and liability to advance. On this new basis these securities would be the last things they would part with, as they would be far safer than the securities of any other country or than money in hand with Europe at war.

To produce such a situation seems necessary to the reopening of the exchange. The reopening is necessary to bring about industrial activity and prosperity.

How then can the situation be produced? The power is absolutely in the hands of the Interstate Commerce Commission. They have restricted the earning powers of the railroads since 1910, until today the roads, largely

by reason of insufficient rates, are, many of them, in the hands of receivers, other are facing bankruptcy, and only a few of them are making a successful showing.

The railroads have not been making money for a long time. They have been compelled to default within the last few months on obligations equal to half the national debt. Their income has decreased in one year \$120,000,000, and no relief is in sight.

There is only one way to save the situation, and this is by a liberal increase in rates.

The business of the country cannot proceed normally and successfully until the stock exchange is open.

The exchange cannot open successfully until our securities are made especially attractive through ample earnings.

The Interstate Commerce Commission can bring this about by a turn of the hand.

It is the business of business people to let the commission know what they want and to let them know it promptly and in an emphatic way.

Efficiency—Correct Destination.

In case a shipment is going to a station, the name of which might be easily confused with stations of same or similar name in the same or other provinces or States, great care should be exercised in billing; better spend a few extra moments and be sure than to spend hours later tracing to get shipment to proper destination.

“When you see something you ought to do, do it at once; putting it off until tomorrow is nursing an unsafe habit.”

“Straight From the Shoulder.”

Success Talks to Young Men.

High lustered varnish, comfortable upholstery and plenty of shining accessories don't add to the horse-power of an automobile, but they help to sell it.

Neat and well chosen clothes, a pleasant and courteous manner and the ability to make people like you don't make you a more skillful workman, but they attract favorable notice and win “boosters.”

An unpleasant personality has kept many a bright young man from rising because he repelled people whose good word and active interest in him would have resulted in advancement.

Don't fool yourself with the idea that you don't need friends. Don't saturate yourself with the impression that the effect your personality has on others doesn't matter. In this great battle of life if you needlessly make enemies you fight against an army. If you make friends you fight with an army. Whosoever is not with you is against you.

The only man who is fairly safe in nursing a grouch is the boss; and even he would drop it like a hot stone if he realized how it militated against him—how it cuts down the efficiency of his force by making his men work in an atmosphere of depression instead of in the sunshine of enthusiasm.

Having a pleasant personality does not mean being a wild “good fellow.” It means simply presenting the best possible appearance, and having the most pleasing possible effect on your fellows. Not to inflict yourself upon them, but to impress yourself upon them. In other words, to make the world “like” you.—*Personality.*

Woman's Department

MRS. E. G. NEWLAND,



Augusta, Kansas, Editor

Alexander Larkin, the oldest engineer on the Erie Railroad, who was retired on a pension after half a century of service says: "Success in railroading is merely a matter of obeying orders, being ready to receive orders and in a condition to carry out instructions." He was a successful engineer because he was careful and after fifty years of service leaves a splendid record.

It Pays to Be Careful

In this connection the most trying thing an engineer has to contend with in this age of speed is trespassing. People walk the tracks in front of speeding trains utterly unmindful of their danger.

This carelessness is nerve-racking to the engineer, who is required to keep a schedule that allows no stops or slacking of speed.

In Great Britain and in the countries of Continental Europe the law against trespassing on railroad property is very severe and is carried out rigidly. British and Continental railway men regard with curiosity the Safety First movement that has spread to every railroad in the United States in the last two or three years. It has not obtained foothold abroad yet, but likely will in the near future.

One reason for the American train accident rate being what it is, is due to the carelessness of the average rail-

road man in this country. In the first place, he is careless of himself, which, of course, makes him more or less heedless of the safety of others. This is where we women can help, by constantly reminding our men to be thoughtful, steady and ever careful.

Who Is to Blame at the Crossings?

"Look out for the cars!" Thousands of large signs bearing this message swing out their arms along the railroads of the country, but to what avail? The roll of motorists and horse-vehicle drivers killed and injured annually in the shadow of these signs, is a long one and the railroad companies, in nearly every instance, are held responsible.

These accidents have become so numerous that a vigorous campaign was waged by the Big Four Railroad. An employe was stationed at a certain crossing. His instructions were to stand there and watch the conduct of all who drove or walked over the crossing between the hours of 6:00 a. m and 6:00 p. m. for ten days, and keep a record of what he saw.

The report submitted at the end of ten days contained the statement that of all the automobile drivers, horse-vehicle drivers and pedestrians who had crossed the track at that point during the ten days, a fraction less than forty per cent had looked up and down the track before crossing. The

other sixty per cent had crossed over without taking a single precaution. Of those who had observed the approach of the train, a large number had made a run for the crossing when it was taking a great risk to do so.

The main aim of those crossing railroad tracks seems to be to get over with as little delay as possible, despite the fact that there is a Safety First sign of warning on every sign-board and caution board.

The Safety First League affords the ladies opportunity of cautioning their husbands regarding the need of care, of talking Safety First in their homes, in the schools, and to their neighbors.—Mrs. Staley Fisher, Thayer, Mo.

Because of so many reports and interesting papers sent in this month, I am not writing my usual special article. I know you all want to read these and we may not have sufficient space for both.—Ed.

Ozark Division Meetings.

The Ozark Division reports two October meetings at Thayer, Mo. On October 2, the constitution and by-laws prepared by the committee were approved and adopted. On October 29, there was a good attendance. The meeting was called to order by Mrs. C. H. Baltzell, president. An excellent report from the West Plains Auxiliary was read by Mrs. J. E. Shipman. The interesting paper read by Mrs. Staley Fisher is given in full above. Mrs. Upham was elected vice-president, succeeding Mrs. O. P. Palmer, resigned. Mrs. Staley Fisher was elected corresponding secretary. Visitors were Mrs. E. G. Gardner, of Sapulpa, Okla.; Mrs. J. W. Ruggles, of Monett, Mo., and Mrs. J. E. Shipman, of West Plains, Mo.

It is the purpose of the Ozark Division League to organize auxiliaries at every available point along the line, these local clubs to report to the Division League president, Mrs. C. H. Baltzell. Division president writes that plans are now being made to establish an auxiliary at Willow Springs. This has already been accomplished at West Plains, Mo. Officers of the West Plains Club are Mrs. J. E. Shipman, president; Mrs. C. M. Wayland, vice-president; Mrs. D. B. Williamson, secretary, and Mrs. D. W. Rice, treasurer.

Mrs. Thomas Copley and Mrs. J. A. Brieker were appointed to prepare a constitution and by-laws. Mesdames Henry Foley, D. W. Rice, C. M. Wayland, John Newton, E. J. Shipman and Miss Edna Shipman registered as charter members of the West Plains auxiliary. A number of others who were unable to attend this meeting will be taken in November 6, among them being Mesdames John Moody, Bernard Piper, Frank Watts, Charles Lashley, John Sinclair, Robert Riley, L. L. Welsh and Walter Bacon.

Springfield Meetings.

On the evening of October 10, the Springfield Terminal branch of the Women's Safety First League met in the Burwell Hall.

An address of welcome was delivered by T. K. Bowman, mayor, in which he pointed out what Safety First will do for Springfield. Safety First talks were made by various Frisco people and papers were read by Mrs. I. G. Holt and Mrs. A. F. Bingham.

November 4, at 2:00 p. m., the Springfield League met in the Assembly room of the Frisco Building. Over one hundred Frisco women were present, prominent among them being "our girls" from the various offices.

The meeting was called to order by Mrs. G. M. Bear, president, who talked of the necessity for Safety First. She emphasized the fact that the prevention of injury and freight claims meant more money for operating expenses, more work for Frisco men, and urged the women to line up in support of efforts for the prevention of loss of every description.

An excellent article by Elbert Hubbard on "The Human Railroad" and a Safety First talk were read by Mrs. John Beckerleg from the *Engineer's Journal*. Safety First papers were read by Mrs. George Bennett and Mrs. G. W. Greener. Mrs. Newland talked of the increasing interest of the women, mentioning the fact that there are now about 3,000 women enrolled in the Safety First League, and made suggestions in regard to the work of the league at Springfield.

General Manager E. D. Levy heartily endorsed the Woman's League. "Women don't run the railroads, but they run the men who do. Safety First work has been criticised on the ground that it is selfish, that the railroad profits by it. It is true that the company does find it profitable—to the extent of a quarter of a million dollars a year, but I never yet met a woman who had lost her husband and been paid damages by the company who thought she had made a good bargain. I never saw a man who thought any sum of money was a compensation for being maimed and crippled for life. Elbert Hubbard says that any transaction in which both parties are not benefited is immoral. Safety First is an arrangement whereby not only both men and the company profit, but the women also." He urged the women to use their influence in this direction.

A few short talks by some of the

Frisco girls concluded a very enthusiastic meeting.

Kansas City Organizes.

On November 6, twenty Frisco women attended a luncheon given at the Coates House, Kansas City, Mo., after which a meeting was held in the drawing room for the purpose of organizing the Women's Safety League at that point.

Mrs. Newland explained the purpose of the league and its methods of work. The following officers were then elected: Mrs. H. C. Rhode, president; Mrs. E. J. Eicholtz, first vice-president; Mrs. R. R. Paine, second vice-president; Mrs. F. E. Morgan, secretary.

Plans for future work were discussed and it was decided to hold the first meeting of the league November 16, at the home of Mrs. Frank Reber, 1745 Summit street. The following were enrolled: Mesdames Frank Reber, James Cummings, William Barker, G. S. Vance, H. C. Rohde, W. H. Othick, W. L. Teeple, A. Rees, W. M. Williams, C. H. Dingman, T. G. Evans, E. L. Ragan, R. R. Paine, E. J. Eicholtz, D. L. Barnett, E. W. Grace, F. E. Morgan, R. O'Connor, Miss Lydia Vance, Miss Vance.

The following paper was read by Mrs. G. W. Greener at the Springfield meeting:

We find at every meeting much being said about the trainmen, roadmen and bridgemen regarding the Safety First movement. While these departments are largely exposed to danger of life and limb, it must not be forgotten that there is another branch of service which needs every precaution exercised to avoid disastrous results, from the smallest mistake made while copying orders for trains.

This is none less than the dispatcher and telegraph operator, who play such an important part in the movement of trains. Hundreds of lives and millions of dollars' worth of property are directly dependent upon the proper execution of