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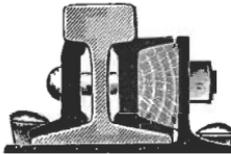
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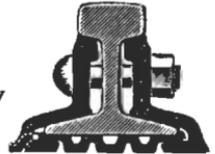
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Think This Over.

It may interest the business men if you tell them that the railroads had 169,000 fewer men on the payroll in 1909 than in 1907. They surely want these 169,000 men to earn and spend money.

SOME of our friends do not use figures fairly, but most of them do not mean to be unfair; they don't know or don't think.

A good deal has been said about the "enormous increase" in net earnings of the railroads for the fiscal year which ended June 30, 1909. It is stated widely that the increase was over ninety-three million dollars, without any further facts.

Ask the next man who mentions this fact if he knows that the comparison was made with the figures of the poverty-stricken year 1908; ask him if he knows that, compared with the year 1907, there was an **actual decrease** in net earnings of more than **thirteen millions**, and that but for the radical retrenchment of expenses resulting in no work for some and lessened work for others, closing of shops, decreased purchase of rails and ballast, etc., the decrease, compared with 1907, would have been a **great deal more serious**. (The operating expenses of the roads were **decreased** \$133,000,000.00.)

That is to say, the population and general development of the country probably increased 18 or 20 per cent from 1907 to 1909, but railroad **gross** earnings fell off **\$146,000,000.00**, and the net decreased \$13,000,000.00 during the same period, with a noticeable decrease in the physical condition of many roads.

The fair citizen will, when he knows the facts, concede that the railroads need more money per unit of service given, and he is beginning to understand that the rate basis must be high enough to enable the companies to keep up with the needs and growth of the country.—B. L. WINCHELL.



THE FRISCO-MAN

Vol. IV, No. 8

SAINT LOUIS, MO.

August, 1910

Another Pull-Together Letter.

F. E. APPLE.



AGREE with Mr. Williams in the July FRISCO-MAN. His letter should be read by every Frisco employe. It seems to me that every fair-minded man should see the bad effects so much radical railroad legislation is having on the general business conditions of the country.

Just now there are a number of candidates seeking our support for various offices, and before any railroad employe gives any of them his support, he should first find out how they stand on the regulation of railroads.

We are all interested in the welfare of the company which gives us employment, and should do everything in our power to elect men for the various State and National offices who will at least give the railroads a square deal. A square deal for the railroads means a square deal for the 1,500,000 employes on the various railroads in the United States.

A good public opinion is one of the most valuable business assets in the world. Without it no business or individual can hope to prosper, more especially a railroad company.

All employes, and station agents in particular, should be very careful to put in a good word to the shipper or traveling public when they come to him with their troubles.

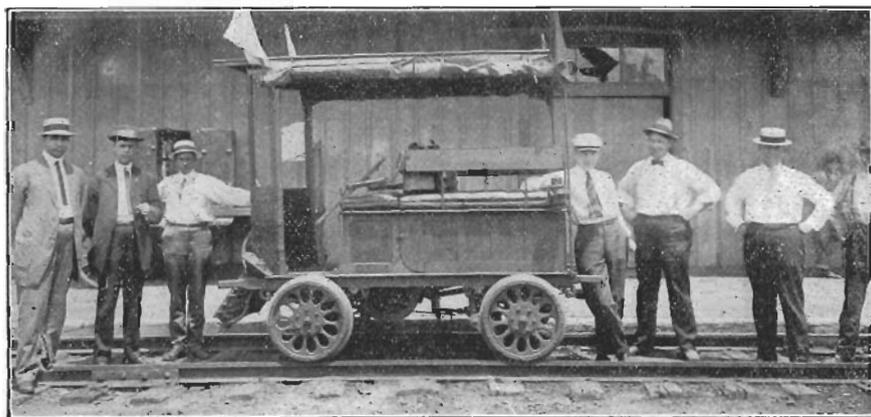
Not a day passes that some one does not come to me looking for freight which they believe to be over due, asking why certain trains are late, why they can't make connections at some junction point, and dozens of other things, seemingly trifles to me, but in many cases important to them.

When these various questions are asked me, I have the opportunity of either creating a good or bad impression of the company, and I have found in my railroad experience that a good impression is invaluable both to the company as well as myself.

We should educate ourselves as to the cost of transportation, both passenger and freight; also operating, maintenance, and the hundreds of other expenses the railroads are constantly put to, and be prepared for the fellows who are always ready to say "the railroads get the money."

About nine times out of ten those fellows know absolutely nothing about the operation of railroads, and are usually repeating what they have heard some equally as ignorant politician say. Be ready for them, boys, and when you hear any one make an assertion that you think would be a detriment to the company for which you work, go after him.

I believe if Mr. Yoakum's speeches could be distributed among the employes, it would do a world of good. Let the railroads educate their employes, and they in turn will help turn the tide of public opinion to a more friendly feeling between the railroads and the public.



Motor at Jasper.

The motor car shown in the accompanying illustration is used for making inspection trips over the Southeastern Division. The photograph was taken while the car was at Jasper, Ala., and forwarded to THE FRISCO-MAN by J. S. Jameson, B. & B. Clerk at Amory, Miss. Reading from left to right are: Superin-

tendent J. H. Jackson, General Superintendent J. E. Hutchison, General Foreman B. & B. and W. S. J. C. Pentecost; George Clark, secretary to general superintendent; Fuel Inspector L. J. Joffery, Assistant Superintendent J. F. Liston and M. C. Heaton, water service foreman.