



# The Pacific Electric MAGAZINE



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Vol. 6

LOS ANGELES, CAL. JULY 10, 1921

No. 2



Some Late Scenes at  
PACIFIC ELECTRIC CAMP



# P. E. CAMP PARAGRAPHS

Horse shoe pitching has become one of the leading sports at the camp.

Manager Mort Stuart was in the camp recently looking conditions over and engaged in battle with the fighting trout at the lake during his stay at resort.

Henry Packer of the Southern Division Force can relate some miraculously large tales about the elusive trout, together with instructions as how to catch them.

During the past week L. L. Pierce has cleaned up everyone in Little Bear Valley in pitching shoes. Incidentally between contests he has been very busy improving his favorite rendezvous.

The croquet grounds are in fine shape and many good games can be expected this season. The grounds are unusually level and show that considerable attention has been given to them.

E. C. Thomas, general agent passenger department, wife and mother spent five days during the month at the camp, enjoying its many features as well as getting on to the many amusements afforded the guests.

So far the camp machines have been in splendid shape and have not failed in any case and with the attention given them in camp before each trip undoubtedly nothing unusual may be expected in the journey to or from camp as they are in charge of very competent drivers.

Mr. Annable, general superintendent and his family spent several days in camp during the past month. He expressed himself as very much pleased with the camp conditions and its surroundings. Since his departure more prunes have been ordered.

The question has been frequently asked as to whether dancing is allowed in camp. As a matter of fact dancing is a continuous entertainment with the guests at the camp. The hall is equipped with a large new victrola and many records are provided and everyone is his own orchestra.

The swimming pool is fast coming into its own at this time and bathing is very popular among the guests and most pleasant from eleven in the morning until sundown. Be sure you take along your own bathing suits, otherwise your bath will have to be restricted to the use of the showers.

Camp Cook Vanino is making a hit with the camp residents not only through his most delicious deserts such as pies, cakes and pastry, but has

proved himself an expert in preparing the food that sounds so good to your back bone. Names like ham and, bacon and, and other things too numerous to mention.

One of the latest improvements in the camp has been at Cold Spring, up near Cottage No. 21, where a concrete catch basin has been put in and the water is piped down from the spring making it more convenient to the residents. This is one of the best and the coldest springs in the San Bernardino mountains.

Capt. Carl Belt (who is in addition to his military duties, assistant superintendent of the Northern Division) with his family, spent Sunday, June 19 in camp; and his young son, soon after arrival started after the finny tribe and the picture (front page) is proof of his efforts. Carl, Jr., is shown starting a "trout canery."

For the comfort of visitors to camp who travel via, our line to the camp, camp manager Mort Stuart has just fitted up a very cosy waiting room at Arrowhead Station with ice water cooler loaded with Arrowhead Spring water; rocking chairs and literature, where you can wait and spend your time in pleasant surroundings and this does away with any waiting in the hot summer sun in the middle of the day.

The first bridal party of the season in camp was soon found out to be Mr. and Mrs. Toenjes who were married June 24 and came to spend their honeymoon. They had hopes of staying in camp without anyone knowing that they were just married, but the camp bunch were soon on to the condition of affairs and the entertainment given them was greater than any that could be offered by any of the settlements of the valleys.

Superintendent Worley has just completed a concrete catch basin near the swimming pool and below the spring house and is also building an overshot water wheel that will be a decorative feature to the camp and afford a great deal of amusement for the youngsters as well as the "oldsters." Worley is a wizard around camp in devising and installing little novelties of this character. Sometime since he constructed and placed in operation a very artistic rustic fountain in front of our assembly hall, a picture of which appears in this number of the Magazine.

The new vacation season at camp opened in good shape on June 1 with reservations coming in steadily and well divided as to department.

The following have been in camp since its opening:

Henry Packer and wife, Geo. Steadman and wife, M. C. Brucker, wife and

brother, L. G. Wilson, family and friends; Mrs. Robert Griffith and friend, W. T. Drake and family, W. H. Downey and family, Ernest Packer and family, Henry J. Bell and friend, H. W. Stibbard, W. L. Smith and wife, Herman N. Shafer and brother, Roy and Emmet Bishop, Stephen A. Underdown and family, Lee E. Rice and family, W. E. Burrows and daughter and friend, Mrs. Fred Stimson and friends, P. W. Boyce and mother, L. L. Pierce and friends, C. M. Warnecke and wife, L. J. DeWitt and family, W. O. Toenjes and wife, Carl Belt and family and J. J. Kelly.

## THROUGH THE CAR WINDOW

"Oh wad some power the Giffie gie us, to see oursels as ithers see us."

Don't stand around and call someone bad names because you got caught at something you had no business to do. Be a sport and get back onto your job and attend to it. "Actions speak louder than words."

Some fond mothers may assert vehemently that their children are "as good as pie" but lots of folks can't stand pie as a steady diet.

Always lean with your head over the lever when you throw a switch, and some day you may get a nice big bump on it, just like you see in the funny paper.

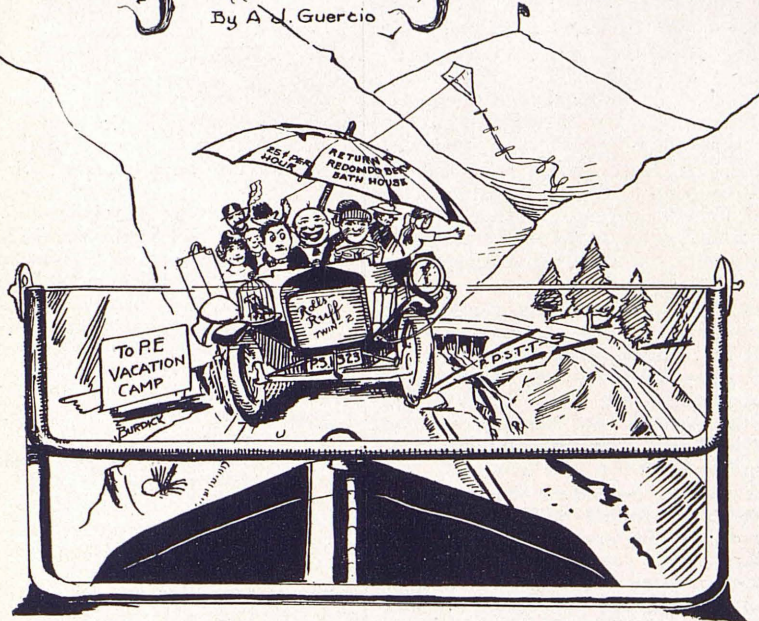
Recently we have had an unusually large number of cases where passengers have been unreasonable and abusive to trainmen, later reporting them to the general office for the evident purpose of getting them into trouble and possibly discharged. It has been the greatest possible gratification to find on investigation that in nearly every one of these cases the trainmen had been patient and courteous and were not at fault. Gentlemen of the P. E. uniform, that is as it should be. If you will continue to be patient and courteous whether patrons are or not, you will have ended much of your trouble. Congratulations.

Why not cut out locking the stable door AFTER the horse is stolen? We knew a man who was made general manager and later became the president of his road just because he was not too big to see little things—and see them FIRST. One of the little things he saw, the one which was the immediate boost to the general managership, was the cost of a shovel full of coal. There are a thousand little things for each of us to see, which, in the aggregate, make the difference between ruin and success. There are not a thousand general managerships available but there are a thousand better jobs than the one you have. Why not "get the idea," you who are responsible, and stop the losses "before they occur?"



# Engineering Notes

By A. J. Guercio



Mr. Florence has recently motored to Sequoia.

Miss B. V. Kelly enjoyed a few days at Avalon recently.

Mr. Plank's motor trip to Yosemite was a very pleasant trip.

S. S. Williams has taken a short vacation and is back on the job again.

Mr. Burdick recently returned from Yosemite, where he spent his honeymoon.

Miss Durnerin has just returned from Washington, D. C., and other eastern points.

John W. Bennett is contemplating a little air plane trip to his ranch back of Escondido.

Louis P. Fisher has just been advanced to pile driver engineer, formerly acting as Bridge Carpenter.

Jno. P. Schambers, sub-forman, Section 6, announced the arrival of a little eight pound baby girl on June 15.

H. C. Breneman has been relieved as signal shop foreman and will continue his duties as Gas Car Repairman.

D. O. King is the owner of a very wicked pool stick and will challenge any of the sharks to a game any time. This is good pastime these summer evenings and our club is well equipped with pool and billiard tables.

One of our stenographers wishes to know what kind of a building is an Engineer Station. Field department please reply!

Mr. Carrington has been spending his vacation at the near by beaches and has become quite an expert in the art of swimming.

Some of the contractors doing our work should not be bashful about announcing their marriage with the usual "Y-B's" or "White Owls."

Mr. McLean is on an extended trip to points throughout Missouri, but the summer storms will soon drive Mac back to God's country.

Cliff Elliott says that straw hats are a blessing. In case of a shortage of Bull Durham, just break off a chunk of the rim—your nose knows.

Mr. Gould has his rod and reel in action again and is landing some nice halibut at Manhattan. Another popular sport at this resort is moonlight bathing.

Mr. Austin has been seen about the office a great deal of late making many little needed repairs here and there. Our stenographers say that "Dad" is the candy kid when it comes to repairing chairs.

Our old family heirloom, the office clock, is back on the job again after being in the garage for a few days. The figures 12 and 5 have been touched up and all the chronometer needs now is a new crank and shock absorber.

We are glad to see Mr. Spencer back at his desk again after an absence on account of sickness in his family.

The heartfelt sympathy of the department is extended to Mrs. Gilbert L. Bridges, widow of our Lamanda Park Towerman, who died June 12. Funeral services were held at Rose-dale Crematory on June 14.

Joseph (Jacob) N. Caplan, who has been courting Miss Viola Asher for the past few years, has finally deserted the ranks of the bachelors. Jake has been with us since 1917 as towerman and relief towerman. One of the clauses in the contract was a day job; this accounts for his doing honors at the Main St. Station.

Messrs. Oliver, King and Melville are endeavoring to outdo Babe Ruth as home run demons and are making a good showing of late. There is no reason why we should not have a good ball game every Saturday afternoon and Sunday between our various departments. Some of our fans should get busy along that line.

Wireless from Avalon, Catalina, tells us that Messers. Humphreys and VanDusen are to summer at that famous watering place this year. While not stopping at the St. Catherine, they will negotiate with Mr. Obregon as to the ownership of the island. Mr. Hayward will be on their advisory board and see that the two young bachelors watch their step.

The Signal Department held a very interesting meeting in the Club quarters on May 24th. It was decided to suspend the meeting during the summer months of June to September, inclusive. Mr. Florence gave a very interesting talk on electric power generation from the water power intake to the final distribution of electric energy from the substation. As it was agreed that instruction should form the basis of future meetings and that specific subjects be discussed progressively, all employes of this department should make every effort to be present at these meetings when resumed, as there will be many matters discussed which will be helpful in their daily work.

## JUST LIKE HER

He (admiring vase of flowers): "Are they not beautiful? Do you know they remind me of you!"

She: "But they are artificial."

He: "Ah, yes, but you'd never know it."—Boston Transcript.

## BOUND TO FIND OUT

She: "When I get to heaven, I'm going to ask Solomon why he had so many wives."

He: "What if he isn't there?"

She: "Then you ask him."



## JOHN REGAN DEAD

### One of Our Pioneer Employees Passes Beyond

John Regan, Pasadena pioneer and one of the oldest employes in point of service of the entire Pacific Electric system in Southern California and large property holder in Monrovia, passed away suddenly on June 10, at the home of his sister, Mrs. George Wilson, 122 Mary street.

Several weeks ago he suffered an attack of heart trouble while performing his duties in Arcadia for the Pacific Electric. Fearing serious complications, he went to Pasadena and placed himself under the care of his sister, whom he had visited each Sunday for many years.

John Regan, known to thousands of Pasadenans of early days, was devoted to the interests of the Crown City and both his name and face are familiar to many of the present day inhabitants. He came to that city almost thirty years ago and was employed by Professor Thaddeus Lowe for whom the famous mountain just north of the city was named. He had charge of the mules and burros used in conveying people from Echo Mountain to Alpine Tavern and thence to the summit. He was the man who carried lumber aboard a burro's back for the Echo Mountain hotel. He acted for years as a guide to the tourists and travelers visiting the Mount Lowe area. For the past fourteen years he had been stationed at Arcadia as a watchman for the Pacific Electric.

Mr. Regan was thrifty, saved his dollars when he opened his pay envelopes and made investments that today are valued at thousands of dollars. His faith in Monrovia was so great that one business block stands as a monument to his savings. He was the owner of other parcels of property. He dated his Pacific Electric service from twenty-nine years ago.

As an employe, his superiors state, he was faithful, always ready for service and possessed the genius of providing valuable assistance wherever called. He was generous and kind to his fellow-men. Just a little over sixty-eight years ago he was born in Ireland, came to America at the age of 24 and later to Nevada, where he managed a ranch for a time. He is survived by his mother, Mrs. Margaret Regan in Cork County, Ireland; four brothers, Timothy and Daniel of Chicago. Dennis and Michael of Ireland, and four sisters, Elizabeth of Ireland; Mrs. Mary Burns and Mrs. Margaret Doyle of Chicago, and Mrs. George Wilson of Pasadena.

### AGENTS' ASSOCIATION

The regular monthly meeting of the Agents' Association was held on June 11, 1921, in the Committee Room, Pacific Electric Club. Chair-

man Mee calling to order at 8:00 P. M.

The minutes of the previous meeting were read and approved.

The Chairman introduced Mr. W. S. McNutt, of the American Railway Express Company, who addressed the members on the accounting methods of the express company.

The speaker's remarks covered the matter of express accounting in a practical and comprehensive way and were exceedingly instructive to the members handling express business.

Mr. McNutt was followed by Mr. George J. Blech, Assistant General Freight Agent, Southern Pacific Company, who spoke entertainingly and practically on the freight situation in Southern California.

In the course of his remarks he complimented the Agents for their zeal and efforts in securing business, and expressed his appreciation for the good work done, citrus shipments showing an increase of three per cent over the corresponding period last year.

It was to be hoped that these activities would be still further extended for the good of all concerned.

Mr. Blech also referred to the proper routing of shipments, and requested that the Rock Island connections should be given preference.

In concluding, he stated that the Southern Pacific would be glad to render the members any assistance in soliciting business, when called upon.

Mr. Day referred to May business, reports which had just been issued by the accounting Department showing a gain of about \$27,000 over May, 1920. The marine labor troubles had prevented a larger gain. Considerable falling off in lumber shipments over last year had affected the total, etc.

Mr. Day directed especial attention to the need of agents in using greater care in their billing details, particularly billing covering citrus shipments to Eastern points; and to also use equal care in issuing straight or shippers' order bills of lading.

Mr. O. A. Smith called attention to new arrangements providing for through rates and tickets to San Jacinto Valley points via stage line connection at Riverside. These tickets will be on sale only at the larger offices and offices not having them will refer intending passengers to the nearest office handling such tickets, at the same time giving the passenger all the information possible.

Passenger revenue for May showed an increase of about \$111,000.00, which, while gratifying, was less than hoped for.

Mr. Albert, in referring to freight overs and shorts, explained to the members that it was quite necessary and very important that any and all freight received and not intended for their stations, should be promptly forwarded to correct destination.

The Secretary was instructed to take up with the entertainment committee the matter of arranging for

an Association trip this summer.

Mr. T. F. Mason, Agent at Wilmington, requested Agents to furnish five tissue copies of way bills covering through steamer shipments.

There being no further business before the meeting, adjourned.

H. L. LEGRANDE, Sec'y

### WEDDING BELLS

Miss Dorothy Garrigues surprised her many friends in the Pacific Electric Family by becoming a June bride, having been married on June 8th.

Dorothy has endeared herself to all of us during the years she has been with us, and not alone because of her loyalty and faithful service. She has been one of the happy and sunny kind, radiating satisfaction and contentment and having smiles and a cheery word for all. Her duties have been most excellently well done and she has never known what it meant to spare herself.

We wish her much happiness—all that she deserves—which is all there is. To her fortunate husband we offer most sincere congratulations; he knows, without our saying so, that he has won a jewel.

She is now Mrs. H. Brinton Jones and resides at 4607 Rosewood avenue, Los Angeles, but we refer to her once more as Miss Garrigues, just long enough to say that she began service with the Pacific Electric in the Transportation Department and, her ability having attracted attention, was promoted to the Special Agents' Department in the Vice-President's office.

We do not know how we can get along without her, but we are going to be brave about it and wish her happiness even though we will feel her absence keenly.

### Grateful Waiter

Angry Patron: "Look here, waiter, I have just found this trouser button in my soup."

Waiter (with a beaming smile): "Oh, thank you, sir. I couldn't think what had become of it.—Detroit Free Press.

### Competition

Otis: "How beautifully the land lies in that new suburb."

Chester: "Yes, but it can't compare with the real estate man."—Judge.

### THE CATCH

A man remarked that he came from a very large family.

"How many of you are there?" he was asked.

"Well, there were ten of us boys," he said, "and each of us had a sister."

"Good gracious!" exclaimed the other. "Then there were twenty of you?"

"No," said the boastful man, "only eleven."

### WHERE THE SPEED IS

When it comes to automobile parties, a machine is only as fast as the people in it.—The Sun Dial.



# MECHANICAL DEP'T GLEANINGS

By W. M. BROOKS

## Torrance

Fred Spoon is away on a vacation.

S. A. Whiting is taking a little trip on a vacation back to Boston, Mass.

Mr. Frank P. Taylor, Ass't Chief Draftsman, made a little trip to San Diego during the month.

Mr. Felix Colas, also of the drafting room force, has returned from his two weeks vacation, spent in complete relaxation at his home.

Miss Lola McElroy informs us she spent the week end canning apricots. More power to your good right arm, Miss Mac. Did you ever try apricot Marmalade mixed with Pineapple.

T. J. Cosgrove is spending his vacation in Vancouver, B. C. We understand the natives back there have web feet, and have not forgotten how to mix a cocktail.

Miss Mabel Christenson of Torrance, has joined the force at the Mechanical Superintendent's office, having taken the place left vacant by Miss Lind.

Mr. Carl Prange of the Drafting Room, and wife, made a "hurry trip" to San Francisco last month. Mr. and Mrs. Prange plan to spend the week-end over the Fourth at Laguna Beach.

Mr. Frank Miller, Truck Foreman, spent his vacation with his wife and two children on the outskirts of Chicago. Frank reports a good time, except for the excessively warm weather.

Mr. George Gilks, foreman of the Winding Room, starts Saturday for a trip to Pittsburgh and New York. Enroute he will visit the Westinghouse Works and other points of interest.

We have heard many nice things said of the Friday night entertainments at the P. E. Club. The pictures are well chosen and well screened and Mechanical Employees are certainly enjoying them.

Adam Buckham, another old timer in the Winding Room, is once more on the job after an extended and serious illness and operation. All are glad to see Buck once more up and about.

Failure was made last month to mention the departure of Mr. Wm. Kienz, who left the service, eventually to join his father in New Jersey. Billy and his charming bride will make the trip in their new car. All regret seeing them go.

Miss Esther Vetter, after a year of anticipation, is enjoying a trip to Chicago, returning via Yellowstone Park. Anyone knowing Miss Vetter's capacity for enjoying things, will know she is having the time of her life.

Miss Lola McElroy has returned from an extended trip to eastern and Canadian cities. Having visited Boston, Montreal and other places of interest. Miss Mac reports a wonderful trip and a fine time. Boston is some "Hub" she declares. After walking three blocks, she met herself coming back.

Mr. Wm. Spaulding, foreman of the machine shop, and wife, spent their vacation at Lake Tahoe, in the high Sierras. Both are enthusiastic over this beautiful resort and report a most enjoyable time. During their stay they encountered a snow storm with a temperature drop to 21 degree above zero.

The ventilating system for the Coil Taping department of the Winding Room is nearing completion. We might draw a little moral on reciprocity on this, our Company having gone to considerable trouble and expense to make working conditions for those in that department healthy and pleasant. A little observation will disclose this same attitude in all departments.

Mr. Henry Preston, one of the "old timers" in the Winding Room, although young in years, was married June 21st. Mr. Preston is now on his honeymoon, the marriage being a complete surprise, details are not known, but will be forth coming later. Henry has the happy faculty of making friends and keeping them. He also has a good eye, so we are sure the bride is altogether charming and desirable. The Mechanical Department join in hearty congratulations and best wishes.

## San Bernardino

Mr. Claude Ward, day foreman at Riverside, is enjoying his vacation at the beach points.

San Bernardino reports, that with the temperature ranging around 98 degrees and old "Sol" on the job, tending strictly to business, they are prepared to give a warm welcome to anyone adventuring their way.

Mr. James Gilbert, General Foreman at San Bernardino, is singing a little ditty entitled, "My Wife's Gone to the Country, Hurrah!" Mrs. Gilbert and children are spending several weeks at the P. E. Camp. At which camp Mr. Gilbert will doubtless join them.

## Pasadena Squeeks

"Sid" Parker is doing journals in Dave John's place, and to convince us that it is really a promotion, he has purchased a new pair of overalls, and a Sing Sing cap.

Robert King, our trustworthy air man, has gone east to bring back some 1200 class cars for the company. Mr. King spent most of the earlier part of his life in the east, and the trip will no doubt prove to be a pleasant one.

Dave Johns is staying with Carl Lohman while the latter's wife is away, and Carl claims no one can board Dave and come out on top. Carl likes Dave's company but his patience ends when Dave insists on drinking the hair tonic and eating talcum powder on his hot cakes.

B. F. Brown, our trolley expert, purchased a new Ford sedan recently and the girls say they get an awful throb out of riding in it. He made an awful killing at the Swedish picnic at Eagle Rock, and even won the admiration and attention of a cop who informed him that he was dancing twenty-fifth century stuff. Keep the good work up, Brownie, we're all with you.

Murray Brice, our industrious armature man, has stated his intentions to start a duck ranch in the near future, and why not? The other morning while coming to work he found two ducks loose on a thoroughfare of Los Angeles, and out of pity for the poor things, he took them into his jurisdiction. Good luck, Brice, we all like ducks, and Thanksgiving day is coming again.

Jessie W. Harry, our assistant foreman, is convalescing from a most unusual experience. On his vacation he went to Mt. Lowe, sightseeing, he says, but we hear he was squirrel hunting, and in gazing at the wonderful splendor of the valley below, he wandered off and got lost, and as a result he camped in the canyon all night without fire or a coat. He tells us that it was rather cool up in the mountains. We advise that on his next vacation he secure the services of an Indian guide, as there may not be a rescue party near at hand.

## SERIOUS CASE

"Pat was taken awful bad last night; they had to send for a veterinary."

"Why the veterinary?"

"Begobs! he had a nightmare."

## COSTLY CURIOSITY

"Maud is sorry now that she took Jack's ring back to the store to be valued."

"Why?"

"The jeweler kept it. He said that Jack hadn't been in to settle for it, according to his promise."—Boston Transcript.



# ACCOUNTING DEPT. NOTES

By F. H. GILBERT

Queene Hillson of the Steno Bureau is also on Catalina Island and writes that the island is better than ever.

Miss Helen Bettis, head of the Comptometer Bureau, has returned after a delightful week at Del Monte.

Miss Agnes Nelson of the Conductors' Accounts, has returned from a delightful two weeks' outing at Yosemite.

Mrs. Maude Edmiston spent her resting period with relatives in Salt Lake City and says she surely had an enjoyable time.

Mrs. Blackburn and Miss Grace Ehlers, both of the Stenographic Bureau, will enjoy their two weeks' vacations this month.

If in doubt about the speed laws, especially in Venice, consult our official expert, Mr. J. A. Bertleson. Experience has been his instructor.

Mrs. Patey reports a very enjoyable time on Catalina Island, where she spent her vacation. She also thinks the P. E. excursions are delightful.

Miss May Barlow of the Roadway Bureau, the soloist of the P. E. Band, sang with the band at Balboa on July 4th, and her songs were highly appreciated by all.

Earl Moyer brings us a fine lot of nature pictures from Lake Elsinore and stories of camp life at that charming recreation ground.

Byron Kennedy likes to fish so well that he braved the bright sunshine to get a bite, which turned out to be a bad sunburn. However, he is better now.

Miss Le Blanc of the Comptometer Bureau has just returned from a week's stay in the mountains, bringing back a nice tan from the wonderful out-of-doors.

Miss Ruth Quigley fulfilled her heart's desire this year by spending her "idle time" in the Yosemite, where her expectations were more than realized in an enjoyment of nature.

Mrs. Adela Symington, who has recently returned from a month's leave visited the oil fields of the Angelus Oil Co. at Deming, N. M., on her return trip and is very enthusiastic about the work being done there.

Miss Margaret Taylor, who has been enjoying a two months' leave, returned to office duties the first of the month. She has been visiting relatives in Chihuahua and Mexico City, Mexico, accompanied by her sister, Miss Emma, formerly employ-

Mr. Ewers also spoke of excellent co-operation that the Substation Operating Department had received from the Dispatchers in handling many difficult situations.

Mr. Kennedy called attention to the practice of the Dispatchers calling various Substation Operators to flag trains and for other purposes and stated that better results would be obtained if they would call and state their requests or business to the Central Station Operator and that he transmit the message to the Operator along the line.

The meeting adjourned at 9:45 P. M. Refreshments were served in the Auditorium of the Club after the meeting.

E. C. HASENYAGER, Sec'y.

## TERMINAL FREIGHT NOTES

If the P. E. has any better ball team than the freight house, we will meet you half way.

McCallum wishes to know how many miles he has walked since he has been with the transfer gang, as he is in need of a new pair of shoes every pay day.

We are wondering why the telephone rings so often in Shed, when Flood is not in, but Andy always is there to answer it.

Jack, Assistant Foreman of Shed 2 is back east on his vacation. We hope that when he comes back, he can do as he did. "Read them and weep."

Mr. Black our General Foreman, is thinking of hiring a boy to carry Mr. Phelps' checker clip as he is suffering with a bad arm and the clip is one of the school's blackboards.

Jim, a pioneer checker, celebrated his pay day by getting drunk with cider, going home rather early in the morning and before he reached his home, he stopped, looked around for a while and said: "No one in sight and the wind is not blowing then who in the H— has been pushing."

## DON'T MR. CHECKER

Don't deliver freight with "Notice of arrived freight," but send your party to the cashier for collection and "Receipt for freight."

Don't deliver freight unless you know it is the right party.

In checking an outbound load do not keep the "bill of lading" but keep the "Shipping Order."

Don't rush while you are checking for a little mistake might mean a great loss to the company.

Don't make mistakes in writing your load slips for it only means a delay to the freight and more likely a suit to the company.

Don't get mad when the driver or other make a mistake, as you have and will make more.

## ELECTRICAL DEPARTMENT MEETING

Visitors present ..... Mr. Spafford  
Members present ..... 27

Meeting was called to order by Chairman Kennedy on Monday, June 20th, at 8:10 P. M. Minutes of the meeting of May 16th read and approved.

### Unfinished Business

Mr. Anderson reported on the matter of having a Southern California phone installed at Valley Junction, stating that it was possible to communicate with Valley Junction by four separate lines; that it was possible for Valley Junction to communicate with Central Station by six different lines, and that under the circumstances it was not necessary to have a Southern California phone installed.

### New Business

Motion was made by Mr. Geopfert and seconded by Mr. Cobb that future meetings of the Electrical Department be postponed until such time as the chair deemed it advisable to call another meeting. After discussion, motion was carried unanimously.

Mr. Ewers called the attention of the Substation Operators that the fund maintained by them for the purpose of buying floral pieces for the deceased employes of that Branch of the Electrical Department was very low and that they should not be surprised to receive a request for a 25c contribution shortly.

Mr. Spafford, Train Service Instructor, gave a very interesting and instructive talk on "Train Rules" and their application to the operation of work trains and work motors and elaborated on the great importance of protection in general and cited many instances where by closer co-operation of employes of both the operating and the various Departments considerable delay could be eliminated and greater safety could be had for the employes as well as the public and less damage to the Company's property.

Mr. Anderson complimented Mr. Spafford on his talk and assured him that every effort would be made to co-operate with his department and that as a result a better feeling should exist between the employes of the two Departments if both understood the reasons and the extent of the other's work.



# TROLLEYGRAMS

## SOUTHERN TROLLEYGRAMS

By F. J. Oriva

Conductor J. G. Blake spent his vacation in Yosemite Valley.

Conductor A. H. Fickett is now on student car breaking in conductors.

Conductor F. Blakeley is now working a run on the Watts line. He says there is no place like home.

Motorman C. V. Reeker is the proud papa of a baby boy on June 20th last. Mother and baby are getting along nicely.

Conductor H. Wilmot, who lives under viaduct says, why go to the beach when the noise of the cars overhead make him think of the roar of the ocean.

The boys are awfully sorry to see Motorman F. Howe lose in the Dempsey-Carpentier Examiner Contest as he worked so hard. Don't give up hope, try again.

Conductor J. S. Lord of the La Habra line was presented with a solid silver lead pencil with his nick name "Toby" engraved on it, by the scholars of the Fullerton High School.

Motorman R. Melendez is still leading the Southern Division motormen in coasting with 66 per cent. Boys keep up the good work, and, don't let the other divisions beat you.

Motorman C. D. Rulison does not have to go to a manicurist to have his finger nails polished. He has a new way to keep them polished, by putting stones in the finger tips of his gloves.

Conductor E. C. Morfield is the proud father of an eight pound boy born on June 10th last. He did pass the cigars, but he was awfully disappointed as he said he put in a bid for twins.

Conductor G. A. Bessett spent his vacation in San Francisco. He drove up there in his Chevrolet otherwise known as Ford's half brother. He said he had a fine time but he did not like the fog.

Boys, did anyone notice the Rays of light on Hill street Tuesday night, June 21st? It was not the street lamps nor the moon or Halley's comet. Oh, no, just the reflection of the Palm Beach suit of Conductor A. H. Fickett, our genial Assistant Student Instructor.

### Substitute Anointment

"I see that a ship was christened with crude oil the other day."

Christened? "You mean shampooed, dont you?"—Buffalo Express.

## WESTERN TROLLEYGRAMS

By E. C. Brown

We passed Depot Master Moll in his new Ford while out walking the other day.

Conductor G. C. Shaw on job again after vacation spent at Balboa and San Bernardino.

Motorman W. W. Black likes run No. 34 so well that he has moved his family to Redondo.

Conductor H. H. Young thanks very kindly all the trainmen for their help during the recent contest.

Motorman T. M. McCarly has returned to work from his vacation spent at Mt. Lowe and Catalina.

We are pleased to know Motorman Helms has entirely recovered from his accident he sustained a few months ago.

Conductor R. A. Young has a Studebaker now and we expect him to take us joy riding soon. Read this, Bob.

Well, boys, it's out. Conductor D. Butler of Sherman is around telling he was married last February. Don't keep the next one a secret so long.

Pleased to see Mr. J. M. Moise, cashier of Hill Street Station, back on the job after the injury he suffered in an auto accident a few weeks ago.

Will be pleased to publish in this column monthly all items of interest concerning Western Division. Address same to me at Hill Street Station.

Motorman E. Wolf, night switchman at Hill Street, enjoyed a two weeks' trip to his old home in Kansas City, visiting his family and friends.

Trainmen on Redondo-Del Rey line appreciate new stop signals which have been painted on the trolley posts. Through this column they express their thanks.

The boys of the Western Division are loud in their praise of the kind attention and courtesy extended them by Mr. L. C. Hart of the P. E. Uniform Department.

Motorman J. L. Spence has returned from Tylertown, Mississippi, where he was called on account of the illness of his father. His father's health is now much improved.

Conductor T. L. Higgins after many trials has his "flivver" "he thinks" in running condition and will start for the P. E. camp to get, 'as he says," a much needed rest.

Trainmen of the Redondo-Del Rey line appreciate very much the efforts of Mr. Conway, machinist at Clifton, in keeping the grounds, etc., in the clean and sanitary condition that he does.

Conductor E. C. Brown having been elected chairman of the Western Division Trainmen's Meeting, asks every trainman, whose duties will permit, to meet him at our next "get-together" meeting July 19, 8 P. M., at P. E. Club. I assure you this meeting will be enjoyed and very interesting to all who attend.

## STORE DEPT. NOTES

By L. C. Bolen

Mr. Frank Carr our lumber inspector is on his vacation.

Mr. Porter our section storekeeper at Torrence was out night fishing not snipe shooting and got 70 pounds of fish at Long Beach.

If you don't think it's summer time watch the office force of the general storekeeper's office in the p. m. I'll say you will see straw lids.

Mr. Minyard, storekeeper at San Pedro has just returned from his vacation. Mr. Minyard's wife and daughter spent their vacation at Lancaster.

Mr. Geo. Lucas storekeeper at Graham is leaving July 18 for Eureka California. Geo. is going to spend one week there and the other at our vacation camp.

Mr. Gene Gilks and wife spent their vacation at Yosemite Valley. They hiked 15 miles to Glacier point, Mr. Gilks said he would like to have had the Buick along.

We are all glad to hear that the former Miss Smith now Mrs. Springer who was in the storekeeper's office is the proud possessor of a baby girl. We extend congratulations.

Mr. Paul Mudge supply car storekeeper has just returned from the Yosemite Valley where he and his wife spent their vacation. Mr. Mudge said the Willys Knight ran fine.

The supply car No. 1438 is now in the Torrence shops undergoing a general overhauling. When this gets out the store department will have two good cars as both are equipped with air hoists.

We will all probably get a free fish from the stationary department with our pencils and erasers on July 5th as Mr. Cornell Richardson and Chas. Byres are going fishing on the 4th of July.

Mr. Clarence Tenny chief clerk in the general storekeeper's office is spending his vacation in the east. Mr. Tenny is going to visit the Southern states and then going to New York. Mr. Forest Campbell is acting chief clerk to the general storekeeper, while Mr. Tenny is on vacation.



# PACIFIC ELECTRIC CLUB AFFAIRS

C. M. STUART, ASSOCIATE EDITOR

## CLUB COMMITTEE MEETING

The regular monthly meeting of the Executive Committee of the Pacific Electric Club, held in the Committee Room of the Club, on Wednesday, June 1, was called to order at 2:45 p. m.

Roll call showed the following absentees: E. W. Colpetts, H. A. Young O. A. Williams, W. J. Drake, G. B. Barclay, E. C. Johnson, T. C. Hol-yoke.

The minutes of the previous meeting were read and approved as read.

There was no financial report by the Manager, who stated that such report would be furnished at the next meeting.

Mr. Stuart spoke about the big outing to be held at Urbana Springs on either the 21st or 28th of July, and it suggested that July 28th would be the best day, as the Elks were holding their convention on the 21st and numbers of the employes would be attending the Convention. It was decided that the outing be held on July 28, and that further advice as to the affair would be given out later.

The Manager read a letter received from the Salvation Army, asking aid to help them in their work. He stated that we had loaned them the use of a portion of our Auditorium for two days during their recent doughnut drive.

Mr. Stuart spoke about the death of Mr. George H. Payne, who had 25 years seniority with this company. Had been an Executive Committee-man, and always a fine and conscientious worker for the welfare of the company and the club. Stated that it would be necessary to appoint a new member to the Committee in the place of Mr. Payne.

Mr. Stuart, who had been on a vacation during May, told about his trip back east, and thanked the Committee for their kindness in making it possible for him to go. That he had had a wonderful time, but that from his observation all throughout the east, he stated that we all should be thankful to be out here in the west, where things are in much better condition than back east. Stated that things back there were extremely bad and looked as if they would stay that way for some time to come.

It was suggested that a resolution be spread upon the minutes extending to Mrs. George Payne the sincere sympathy of the Executive Committee upon the death of her husband, and it was thereupon resolved:

"At a regular meeting of the Executive Committee of the Pacific Electric Club, this committee, of which Mr. George H. Payne, deceased, was an active member, in view of his long service with the Company, and in appreciation of his cooperation and constant attendance, and the unflinching interest displayed by him at such meetings in the advancement of the welfare and success of the club, and its

purposes, desires to convey to his wife and family its sincere regrets and sympathy, and realizing, further, that we, as a Committee representing this Company, might on some occasion be of service to them, now and herewith offer to render any material service possible and suggests that Mrs. Payne will accept this invitation in the same kindly spirit in which it is tendered and call upon Mr. Stuart, Manager of the club, or Mr. Bishop, the President, or any member of this Committee, for any kind of service or advice which she may deem necessary for her welfare and comfort."

Mr. Pierce spoke about the question of pensions for the men for long and continued service, and thought that the Committee should take up this question in order to ascertain the best and most feasible plan to take care of these loyal employes. Mr. Bishop stated that he would take the matter up; that several propositions of this sort were now being considered by the Executive Committee of the Company in New York City, and that he believed that some decision would soon be made.

There being no further business, the meeting was adjourned at 4:15 p. m.

## JULY "MOVIE" PROGRAM

Following is a list of the motion picture events scheduled for the Club from July 15 to August 12:

### Friday, July 15

Main feature: Roscoe (Fatty) Arbuckle in "The Traveling Salesman."

Here with a brand new line. A line that will hold all his old fan customers and stock up new ones with laughs for a month.

The great stage comedy of a drummer who struck a hick town and found love and adventure waiting at the station.

For when the skinflint competition got busy with shoddy goods—

Come and hold your sides while Fatty unpacks his samples.

Burton Holmes Travel Picture:—Farmers of Formosa.

Paramount Magazine.

### Friday, July 22

Main feature—Ethel Clayton in "Sham."

A limousine life on a trolley car income. Thus she tried to bluff society till her charms could snare a rich husband.

But the creditors wouldn't wait, the rich men didn't suit, and love sneaked in and made a dreadful mess of things, until—

Just like a woman you'll say! And just like life!!!

Mack Sennett Comedy—"My Goodness." Featuring Louise Fazenda and Billy Bevan.

Paramount Magazine.

### Friday, July 29

Main feature—Thomas Meighan in "White and Unmarried."

But open for Engagements!! You see, Billy Kane had given up burgling and set out for Paris to spend an honest half-million.

With his passport pedigree, "white and unmarried" containing all the facts he wanted nice folks to know.

And when he breezed into Gay Paece and got some Yank society bloods mixed up with a band of Apaches—

Come and watch Billy fix things.

Mack Sennett Comedy—"Negatively Speaking," "Psychological Moments," Cartoon by Bailey.

### Friday, August 5

Main feature—Wallace Reid in "Too Much Speed."

One more thrilling, rollicking reason why Wallace Reid is the screen's most popular actor.

A romance of race-track love and business. Roaring with daredevil-driven speed cars!!! Tingling with rivalry, trickery, danger!! Strewing a thousand smiles on the road to happiness.

A picture that starts the heart to thumping and gives old Father Time the laugh.

Paramount Magazine—"Unnatural History." The Naked Truth," Cartoon by Earl Hurd.

Mack Sennett Comedy—"A Fireside Brewer." Featuring Louise Fazenda and Billy Bevan.

### Friday, August 12

#### Engagement Extraordinary

Main feature—"The Woman God Changed." A Cosmopolitan Production.

The End of All—And the Beginning—

One stinging moment of disillusionment—and a dotting love of life shattered.

Maddening jealousy—a fatal shot—and another moth of Broadway's lights fleeing from the law—

Then far to the south, on a sun-kissed island washed by summer seas, too lonely victims of wreck. The woman who killed and fled. The man who was sent to bring her back.

Is there anything bigger than law, bigger than duty, bigger than love—

Come and see this heart-stirring romance of a woman who learned to know—

Paramount Magazine—"Milady's Wardrobe." Cartoon, by Earl Hurd.

## NO JOKE

It often happens that the merchant who is the most frequent offender in trading far from home, is the biggest kicker when his neighbor fails to buy of him. He reaps as he sows. Ask your merchant where he buys.

## LIKE

"I see they claim to have seen an animal in Africa as large as one of the prehistoric monsters, half beast and half reptile. What do you think that proves?"

"That we ought to make Africa dry."—The Sage.

Stranger: "If your rooms are all taken may be you can tell me where I could get an unoccupied bed for tonight."

Clerk: "You might try the furniture store."—Judge.



**PACIFIC ELECTRIC CLUB  
CALENDAR**

- Monday, July 11—**  
Pacific Electric Band Rehearsal at 8:00 p. m.
- Wednesday, July 13—**  
P. E. Rod and Gun Club meeting in Club quarters at 8:00 p. m.
- Friday, July 15—**  
(1) Regular Movie Show in Auditorium at 8:00 p. m.  
(2) General Staff meeting in Assembly Hall at 10: a. m.  
(3) Northern Division Safety Committee meeting in Assembly Hall at 2: p. m.
- Monday, July 18—**  
(1) P. E. Band Rehearsal at 8:30 p. m.
- Tuesday, July 19—**  
Transportation Department meeting of all divisions for all employes of Transportation Department at 8:00 p. m. Refreshments served after meeting.
- Friday, July 22—**  
Regular movie show in Auditorium at 8:00 p. m.
- Monday, July 25—**  
P. E. Band Rehearsal at 8:00 p. m.
- Thursday, July 28—**  
Hi Jinks and Carnival at Urbita Springs for all employes, Pomona and East at Urbita Springs Park, San Bernardino. Park and Concessions operated by the Pacific Electric free to all Employes and dependents. Transportation not chargeable against regular allowance. Pacific Electric Club Jazz Orchestra playing for dancing in the evening. Extra cars will be added to regular train service to accommodate employes to and from Urbita Springs.
- Monday, August 1—**  
P. E. Band rehearsal at 8 p. m.
- Friday, July 29—**  
Regular Movie Show in Auditorium at 8:00 p. m.
- Wednesday, August 3—**  
P. E. Club Executive Committee meeting in Assembly Hall at 2 p. m.
- Friday, August 5**  
(1) Regular Movie Show in Auditorium at 8:00 p. m.  
(2) Southern Division Safety Committee meeting in Assembly Hall at 2:00 p. m.
- Monday, August 8—**  
P. E. Band Rehearsal at 8:00 p. m.
- Tuesday, August 9—**  
Western Division Safety Committee meeting in Assembly Hall at 2:00 p. m.
- Wednesday, August 10—**  
P. E. Rod and Gun Club meeting in club quarters at 8:00 p. m.

**PACIFIC ELECTRIC ROD AND  
GUN CLUB**

Minutes of meeting held June 8th, 1921.

Meeting called to order at 8:15 P. M., 53 members present, including the following officers: L. R. Spafford, J. M. Geopfert, L. F. Volkhart, J. E. Wooderson, B. F. Manley and W. M. Brooks.

Thirty-six new names were presented and accepted for membership. Secretary reported a total membership of 329, including those taken in at this meeting and the Treasurer reported as follows: 1—\$50. Liberty Bond, 12 boxes of shells on hand, value \$12 and \$185.91 in the bank, a total of \$247.91.

Motion made and carried that the regular monthly blue rock shoot be held at the Vernon Gun Club, Sunday, June 19th.

Motion made and carried that the steel rod donated by the Pasadena Hardware Co., be put up for the largest trout caught at Little Bear Lake during the year 1921.

Motion made and carried that we serve ice cream and cake at our meeting in July.

Suggestion that on account of having to go over to the B. H. Dyas Sporting Goods Store for our indoor rifle shoot, that we adjourn early.

Meeting adjourned at 8:40 P. M., and all members present went to the indoor rifle shoot and had a very good time.

L. F. VOLKHART, Sec'y.

**COMMENDATION**

From Mr. F. H. Littlehales, of the Union Oil Company, Los Angeles, comes a letter relative to employes at Alpine Tavern, that is very gratifying. We produce it in full in compliment to our fellow employes up on the "big hill."

"My wife and I have just spent a two weeks' sojourn at Mt. Lowe and I realize that there are a great many people who do not think of appreciating the many courtesies received while on a vacation at your resort and if a few words of appreciation will make any of the employes feel as though they have done their full duty, the following will explain my feelings:

"Starting in with Mr. N. B. Vickrey, as manager of the resort, I find him to be a jovial fellow and a good mixer with all, and a gentleman who tries to make every guest feel as though the place belonged to him and that all the enjoyments he can get out of the resort is for his personal benefit. He certainly is the right man in the right place.

"Second, you have in Miss M. S. Turner, hostess, a lady whom everybody admires is a real joy maker and her entire efforts are put forth to increase the pleasure of the guests that the evenings are passed in the most pleasant ways possible.

"Mr. C. E. Allen, clerk, is one of those jovial pleasant fellows whom we all wish to make acquaintance with; it seems to be his desire to make

all the guests feel at home. The same can be said about Mr. John Nall, clerk.

You have in Miss May Smith, head waitress, a prize. She is the life of the dining room and if people do not enjoy their meals and every minute they are in the dining room, it is their own fault. My wife and I really believe that Miss Smith missed her calling and should have been on the vaudeville stage.

The following persons we can recommend to all who visit the Tavern: Mrs. Dora Leeming, housekeeper; Mr. Bill Leeming, Guide; Mr. Paul Hirsch, Storekeeper; Mr. Ralph Mathier, Chef; and last but not least Mr. Seigel Bustcamonte, who we can recommend as a most genial bell boy and fire builder.

"There are a number of other employes who I have not mentioned because of the fact that I did not come in close contact with them and did not get their names, nevertheless, the courtesy of all employes was alike and on the whole I have never visited a place that the feeling of contentment amongst the employes prevailed so conspicuously as it does at "Ye Alpine Tavern."

"After all, the only pleasure we get out of this world are the pleasures we receive through one another and our trip to the summit of Mt. Lowe with the guide and all the courtesies shown were appreciated and we hope that you will also appreciate the remarks made regarding your resort and if you care to place any of the above in your Magazine where the help can also appreciate our feeling, you are at liberty to do so."

**I AM A SAFETY MAN**

"I am a man.  
"I am one of those, who from the beginning of time have earned a living by the sweat of my brow.  
"Two words stand approved as a motive for my success in life.  
"They are these: 'Safety First.'  
"I believe in them and practice them as a part of my life.  
"I use them in going to and from work as well as when I am working.  
"I believe a constant application of safety rules will more than compensate for any effort on my part to use them.  
"And I promise my family each day that I will stop, look and listen for danger so that I will return to them safely when evening comes.  
"To do my work well, I must do it in a safe way, never in haste, but yet not lag.  
"I must see that my fellow workmen practice safety and always give my employer the best that is in me.  
"I will protect myself, my fellow workmen and my employer by practicing 'Safety First.'  
"I will succeed, for I am a 'Safety man.'"

New Maid: "Thirty dollars a month, and I talk as I please; \$50 a month and I tell half I see; \$100 a month and I keep my mouth shut."  
—Arkansas Breeze.



# RESORT HAPPENINGS

By W. A. McCAMMOND

## REDONDO BEACH NEWS

The Grand Summer Opening, which took place on June 25 and 26, was a wonderful success. There were band concerts, vaudeville stunts, Hawaiian entertainers, solo singers and many other forms of amusement. The Carnival Ball, which was held on Saturday night, was attended by an enormous crowd of very enthusiastic terpsichoreans. Miller's Jazz Orchestra added pep to the dancing and the exhibition dance staged by Mabel Rockwell's pupils was pronounced very clever. A specially attractive feature on Sunday was Comical Jumbo, the circus clown, who amused and gave away gifts to all the kiddies.

The Redondo Beach Concert Band played a concert in the City Hall Park, Ontario, Monday evening, June 27. Director Miller put on an exceptionally fine program of classic and popular numbers, and Miss Heien Lawrence Turner accompanied the band as soloist. The band arrived in Ontario on a special at 5:30 p. m. and dinner was served in the Casa Blanca Hotel, to which several of the city officials of Ontario were invited as our guests. The crowd which assembled around the City Hall Park in automobiles, and also scattered over the lawn, was one of the largest that had gathered there for many a day. It was estimated that at least 3500 people attended this concert and they were a most enthusiastic and appreciative audience. The kiddies had a great time at intermission when over 1100 balloons, advertising Redondo Beach, were given away.

Independence Day was celebrated with a big three-day carnival extending over Saturday, Sunday and Monday, July 2-3-4. There were novelty vaudeville acts, band concerts, solo singing, street entertainments and an innumerable amount of other attractions put on to amuse the crowd, and a gorgeous fireworks display on Monday night was a fitting ending to the big event. The bath house and dance hall were well patronized, and the concessionaires did a roaring business. Everyone seemed pleased and happy and seemed to be having a most enjoyable time.

The summer schedule at Redondo Beach is now in full force, and includes daily band concerts, (except Monday) vaudeville and soloists (Sunday and holidays) surf and plunge bathing, fishing and numerous other amusements. Bath house open daily 8:00 a. m. to 9:00 p. m. Sundays 8:00 a. m. to 6:00 p. m. Dance pavilion open every evening (Mondays excepted), also afternoons on Wednesdays, Saturdays, and Sundays. Every Wednesday afternoon free dancing for the kiddies, under the direction of Mabel Rockwell, when every little boy and girl will receive a free souvenir.

## URBITA SPRINGS DOINGS

The vaudeville shows held every Sunday afternoon during the month of June proved to be very popular, and the acts put on were all high-class and were very favorably commented on by those attending the shows.

The fourth of July celebration which was held on Sunday and Monday, July 3-4, was a great success. On Sunday an all-star vaudeville show was put on during the afternoon, a baseball game was staged in the ball park and a balloon shower in dance pavilion. On Monday, which was the big day, there was full bill of amusement features put on for the diversion of every one. The high diving display staged by Professor Ray Henderson and his five diving beauties, was the event of the afternoon and was witnessed by large concourse of people. The evening wound up with a magnificent display of fireworks, which were fired from the island in the lake. Manager Froude had a very busy time handling the crowds which patronized the bath house, the store and the dance pavilion during these two days.

On Thursday, July 28, the Pacific Electric Employees will have the free use of all concessions operated by the company in the Park, including boating, swimming and dancing. The celebrated Pacific Electric Club orchestra, under the able direction of our genial manager, Mr. Mort Stuart, will play the dance music in the pavilion in the evening.

The summer schedule at Urbita Springs Park is as follows:

Park open to the public free every day (Sundays excepted.)

Sundays, admission 5 cents plus one cent government tax. P. E. passengers free plus one cent government tax.

Bath house open daily 8:00 a. m. to 10:00 p. m.

Dance Pavilion open Wednesday evening and Sunday afternoon and evening.

Free vaudeville shows every Sunday and holidays.

## MT. LOWE NOTES

Mr. John T. Nall of Washington, D. C., is now greeting the public in the capacity of clerk. Mr. Nall takes the place of Mr. David Weir, who recently resigned.

Assistant Manager, E. C. Allen has resigned and intends locating in San Francisco. Mr. E. S. Johnson is the new assistant to Mr. Vickrey.

Mr. and Mrs. Edward C. Thomas were guests recently over night at the Tavern. They were accompanied by Mr. Thomas' mother, Mrs. F. Wallick, of Mammoth Springs, Arkansas.

Work has been started on a new ice and refrigerating plant, which will manufacture all the ice used at the Tavern.

Conductor Griffith is spending a few weeks in Seattle, Washington, in honor of his parents' golden wedding anniversary. Robert Dorman is taking his run on the Alpine Division and has his family with him for an outing.

The summer season is now in full swing, and the weather being perfect over the 4th of July holidays, there was an enormous crowd of people visiting the resort. The orchestra, which is installed in the dance hall, is a good jazzy one and plays the dance music every afternoon and evening during the summer season.

## A HEROIC ACT

On the morning of June 22nd, while engaged on a pole re-wiring a light cluster at Sunset Beach, Mr. Olin W. Auld, first-class lineman employed under A. Herskin, Southern Division Foreman, noticed considerable commotion and heard



crying and yelling at the side of the lagoon some three or four hundred yards distant. Sensing trouble, he dropped to the ground and ran over to the place where a large number of people were gathered and, upon inquiry, found that a young boy had gone down for the third time in the lagoon and that he had already been in the water from three to four minutes. Without waiting to remove his heavy line belt and steel climbers, Mr. Auld dived into the lagoon and—after a considerable period—rose to the surface with the body of the young boy.

Mr. Auld ordered a pulmotor to be brought from Huntington Beach and, in the meantime, resorted to manual resuscitation but upon arrival of the pulmotor it was found that it would not operate. A pulmotor was then ordered from Long Beach and in the meantime manual resuscitation continued. All efforts, however, were unavailing and upon arrival of the physician the body was pronounced dead.

The unfortunate youth was Chester F. Chase who was visiting at Sunset Beach and was the son of Emery P. Chase, foreman of the Haiwee Power Plant of the Los Angeles Bureau of Power and Light.

The boy's parents and residents of Sunset Beach feel very grateful to Mr. Auld for his strenuous efforts in trying to save the youth and have so expressed themselves and we in the Electrical Department, needless to say, feel very proud to have an employee of the caliber of Mr. Auld among us. Mr. Auld entered the service of the Electrical Department in November, 1919, and previous to this had served eight years as electrician in the U. S. Navy.



# Transportation Department Meetings

## WESTERN DIVISION MEETING

The regular monthly meeting of the Western Division Trainmen was held at 8:15 p. m. on June 21, 1921, in the Committee Room, Pacific Electric Club, Chairman M. V. Burger calling the meeting to order.

The attendance numbered twenty-five trainmen, in addition to Superintendent White and staff, and Mr. Glancy representative of Traffic Department.

The reading of the minutes of the previous meeting was waived.

### Unfinished Business

That Hill street yard is not properly looked after, oil and grease dripping off cars and not promptly disposed of, which makes it difficult for trainmen to keep their uniforms clean.

Disposition: This subject was brought up at trainmen's meeting on March 15, 1921. The matter will again be referred to Maintenance of Way Department for particular attention.

### New Business

By Mr. K. U. Sorensen: That a landing be placed at Gardner Junction in front of toilet and telephone booth for convenience of trainmen in getting off cars, also to prevent their stepping into puddles of water and mud which form here in rainy weather.

Disposition: Referred to Maintenance of Way Department.

By Mr. W. J. Horner: That the special C-5 tickets now issued to trainmen are of poor quality. They tear very easily and are hard to handle. That the Ticket Stock Department be asked to furnish a special C-5 ticket printed on better paper.

Disposition: Mr. Glancy stated that he had taken up this same matter with Mr. Priest of the Ticket Stock Department, who informed him that a new supply of these tickets will soon be in, which will eliminate above mentioned difficulty.

By Chairman M. V. Burger: That the "1/2" indicating half fare, on special C-5 tickets, be printed in a more convenient place, the center of ticket for instance, instead of near corner, so conductors may be able to tear them out without running the danger of tearing into the "1/2" and being charged up for a full fare ticket.

Disposition: Referred to Traffic Department.

By Mr. M. V. Burger: Chairman Burger asked if conductors would be allowed to use triplex tickets for half fares, punching them half fare, instead of the special C-5 tickets, making the C-5 a 75-cent fare. Believes that this would lighten the work in auditor's office and prevent conductors from making errors which they do, in handling the special C-5 tickets.

Disposition: Referred to Traffic Department and auditor's office.

By Mr. J. A. Clark: That sliding gates on pay-as-you-enter cars, which are used on Hollywood-Venice and Hollywood-Vermont lines, on Sundays and holidays, are hard to keep open. This difficulty is experienced on trolleyway between Pico boulevard and Venice where we have to keep all gates open. Suggested that some means be devised to fasten the gates open when necessary, which will eliminate hazard of accident that now exists on account of imperfect operation of gates on these cars.

Disposition: Mr. White stated that he had already taken this matter up with the Mechanical Department.

By Mr. M. R. Skemp: Suggested a new form of witness card, in case of accidents, which he believes will be more readily filled out by witnesses, and be a help in securing witnesses, as follows:

I DO.....DO NOT.....believe that the accident was due to negligence or recklessness on part of motorman .....

conductor. Signed.....'



**HERBERT H. YOUNG**  
Western Division Trainman Winner of Examiner Contest, Who Saw the Big Fight, July 2.

I did not see accident, but noticed that motorman..... WAS NOT..... performing his duties in a thoroughly competent manner.

Signed.....

Disposition: Referred to Claim Department.

By Mr. K. U. Sorensen: That trainmen are complaining it takes twelve to fourteen days for them to receive trip passes and coupon pass books, after mailing in their requests, and that they feel this is too long a time to wait.

Disposition: Matter will be taken up for correction.

By Mr. W. J. Horner: Asked that when request is made for a trip pass and it is not received when needed, and employe has to pay cash fare, whether refund would be made for amount expended.

Disposition: Mr. Glancy stated that in cases of this kind receipt for fare paid should be secured from conductor, (O.K.s by Superintendent)

and if this receipt together with delayed trip pass is presented to Traffic Department, Room 624, refund will be made.

By Mr. E. L. Converse: That employe holding card passes be requested not to push ahead of cash fare passengers on cars, in presenting their passes, and to wait until conductor has collected cash fares first before showing pass, so as to give him time to write number down. Also that employe riding on passes give up their seats to paying passengers.

Disposition: Mr. White stated that instructions to that effect already been issued to the heads of all Departments.

By Mr. T. M. McCarley: That inbound stop at Mohawk, Hollywood Line, be moved westward. Stop as at present located is too near curve, and there is danger of automobile accidents on account of headlights of automobiles being out of range of passengers waiting for trains.

Disposition: Mr. Glancy stated that this change has already been recommended by Board of Public Utilities, and will be taken care of.

### From Suggestion Boxes

By Mr. W. M. Muench: That trainmen

be given an occasional day off, on request, instead of the present practice of putting them on a tripper in the morning, and letting them off for balance of day.

Disposition: Mr. White stated that this depends on the number of men we have on the working list.

By Mr. J. M. Grenage: That street car traffic within city limits of Los Angeles be reversed, that is, to run trains and street cars on left hand track, facing the automobiles and city traffic. Believes this would relieve traffic congestion now existing.

Disposition: This is not practicable. By Mr. A. Eagar: That the small bridges on Venice Short Line be white washed or painted white, to enable flagmen at night to distinguish same and prevent their falling into creek.

Disposition: Referred to Maintenance of Way Department.

Mr. White brought up question which came up at the last Staff Meeting; to the effect that, judging by complaints received, and mistakes made by trainmen, most of the Traffic Department circulars are not read; and asked for discussion and suggestions as to what can be done to have trainmen read these suggestions and whether any change in method of handling them would aid in this regard.

Disposition: The following suggestions were received and are referred to Traffic Department.

By Mr. K. U. Sorensen: Print these circulars on sheets that will fit Passenger Department tariff books.

By Mr. A. Clayton: Once a month, have some official deliver a talk to trainmen, instructing them on Traffic Department Circulars, Bulletins, etc.

By Mr. E. C. Brown: Once a week, have a representative of Traffic Department spend a day at each of the Terminals and instruct the trainmen in these things.

By Mr. M. V. Burger: Print the circulars on loose leaf which could be inserted in small pocket-size loose-leaf books.

Election of a new chairman took place the term of present incumbent having expired at this meeting. Mr. E. C. Brown was unanimously elected to preside as Chairman for the coming three months.

There being no further business, the meeting was adjourned at 9:30 P. M. M. MARKOWITZ, Secretary.

## SOUTHERN DIVISION MEETING

The regular monthly meeting of the Southern Division trainmen was held on June 21, 1921, at the Pacific Electric Club, Chairman Read calling to order at 8:00 P. M.

There were present twenty-five trainmen, in addition to Superintendent Davis, Trainmasters Rich and Ward and Traveling Passenger Agent Patton.

The minutes of the previous meeting were approved.

### Unfinished Business

Inadequate motorman's gongs on safety cars.

Disposition: Mr. Small reported the matter had been investigated and nothing wrong was found, and operators in charge at the time had no complaint to offer.

Too small apertures in coin receivers on fare boxes, car 385 and other safety cars.

Disposition: Mr. Small reported defect was found in fare box on car 385, as per complaint, and box has been removed for repairs; other fare boxes were found all right.

Re-design signal cans, etc. Mr. Small reported that it would be expensive to remodel the signal cans now in use; suggested that more care be used by trainmen in removing cans from holders.

The matter was re-opened for debate and Mr. Bennett stated his original complaint was misunderstood; he referred to the iron bar or spreader spacing the upper and lower rings of the signal can, which should be changed.

Disposition: Referred to Mechanical Department for further investigation.



**New Business**

By Chairman A. L. Read, that motormen meet once each month with the train service instructor for special instruction on equipment; one meeting in the evening and one in the afternoon.

Disposition: Recommended that a meeting be called for 8:00 P. M., Wednesday, June 29th, in the trainmen's instruction room, 209 P. E. Building at 6th and Main streets.

By Mr. C. E. Rose, that something be done to prevent passengers on shipyard trains from leaving trains on the wrong side, raising gates on head end, climbing over them, etc.

Disposition: Mr. Rich stated there was nothing that could be done unless the type of gate was changed and gate provided with locks.

By Mr. L. H. Tieman, that there is a bad dip in outbound track near Watson, San Pedro line, between poles 168 and 169; had been reported to Mr. Radcliffe about three months ago, but nothing had apparently been done; was getting worse.

Disposition: Referred to Engineering Department for attention.

By Mr. George Bauer, that a similar defect exists in main track, inbound, at Nadeau.

Disposition: Referred to Engineering Department for attention.

By Mr. H. T. Bennett, that a light be provided in register at South Los Angeles; this has been up before.

Disposition: Referred to Electrical Department for attention.

By Mr. Tieman, that breaker, inbound, at 9th and Main streets, be relocated one pole south of present location; cars making this stop usually have to stop on breaker in order to clear switches.

Disposition: Referred to Electrical Department for attention.

By Mr. Rose, that section men leave out yellow and green flags after work is complete and gang is off the job; some times lanterns are left; this is so today at Willowbrook and Watts, where yellow flags are still out, a green flag at Elcoat; a green flag and lantern at Carlin, where sun kink developed a week or so ago. Motormen are kept guessing all the time.

Disposition: Referred to Engineering Department for its information and attention.

By Mr. Rose, that no flags were out in either direction today (21st) where trackmen were at work near Slauson.

Disposition: Referred to Engineering Department for its information.

By Mr. Rose, that all switch lamps on switches at Willowville, outbound, are burning very dimly and cannot be seen until train is right at switch, apparently due to defective burners or lack of attention.

Disposition: Referred to Engineering Department for attention.

By Mr. Read, that similar trouble exists at switch leading into Baxter and Jordan pole yard, Thenard.

Disposition: Referred to Engineering Department for attention.

By Mr. Bauer, that Japanese janitor at 6th and Los Angeles street terminal is very careless and dirty in performing his duties, etc., should be lined up as to his duties.

Disposition: Matter will be promptly taken care of.

By Mr. Tieman, that on some of the 550 class cars the cut out valves on air pipes are so close to adjoining pipes that they cannot be operated.

Disposition: Referred to Mechanical Department for attention.

By M. J. B. Murphy, that recently, some of the operators of safety car 385 had been charged with fare shortages, and later fare box on this car failed to work and was removed for repairs, at which time several coins fell out, apparently having been stuck in the registering mechanism; under the circumstances the shortages would seem to be explained.

Disposition: Accounting Department will be advised of the circumstance.

By Mr. Murphy, that congestion results and service is delayed by reason

**PACIFIC ELECTRIC RAILWAY COMPANY  
OPERATING REVENUES AND EXPENSES, TAXES AND INCOME  
ACCOUNTS—MAY, 1921**

Passenger Revenues .....	\$ 983,937.00
Freight and Switching Revenue .....	329,319.07
Other Revenue .....	76,123.60
<b>Total Railway Operating Income .....</b>	<b>\$ 1,389,380.57</b>
<b>Total Railway Operating Expenses:</b>	
Wages .....	\$ 710,815.51
Other Charges .....	356,683.13
Transportation for Investment—Credit .....	4,426.93
<b>Revenue, Less Operating Expenses.....</b>	<b>\$ 326,308.86</b>
Depreciation .....	\$ 22,894.25
Taxes Assignable to Railway Operations.....	56,884.94
<b>Total Depreciation and Taxes.....</b>	<b>79,779.19</b>
<b>Revenue, Less Operating Expenses, Depreciation and Taxes....</b>	<b>\$ 246,529.67</b>
Non-Operating Income .....	20,771.40
<b>Net Revenue .....</b>	<b>\$ 267,301.07</b>
Interest on Bonds and Other Debt.....	\$ 324,273.20
Rents and Miscellaneous Income Deductions.....	52,997.51
<b>Total Deductions .....</b>	<b>377,270.71</b>
<b>Loss for month .....</b>	<b>\$ 109,969.64</b>

H. A. CULLODEN, Auditor.

Los Angeles, California, June 24, 1921.

of a truck company stopping on 6th street and holding up traffic while unloading a truck and trailer.

Disposition: Referred to Mr. Rich to investigate and remedy if possible.

By Mr. Bennett, on behalf of Conductor Kavanaugh, that the agent at El Segundo be provided with tickets for issuance to conductors and also be instructed to receive conductors' turn-ins; some difficulty as to this at present.

Disposition: Mr. Davis will look into the matter.

There being no further business, adjourned at 9:05 P. M.

G. H. GRACE, Secretary.

**NORTHERN DIVISION**

The regular monthly meeting of the Northern Division trainmen was held on June 21, 1921, at Pacific Electric Club. There were present the Staff and J. Briggs, of the Mechanical Department and J. A. Birmingham, of the Traffic Department, and about thirty trainmen. Chairman McDaniels called the meeting to order at 8:10 P. M. Mr. Bradley reported upon all unfinished business of the May meeting.

Regarding notices to be placed in the Safety cars requesting passengers to have their transfers unfolded.

Disposition: The Staff investigated this matter and found that most of the passengers are handing them to the conductor in the same way they were received, and not enough trouble of this kind to post signs.

Regarding delays to express cars.

Disposition: The Staff has straightened this matter out and no further trouble is anticipated.

That the weeds be cut at the landing 8th street, LaVerne.

Disposition: This work has been completed.

Regarding rough place on inbound track between Macy Carhouse and Clubhouse.

Disposition: Mr. Johnson reported this completed June 4th.

In regard to pool table being provided for trainmen's room at Pomona.

Disposition: On account of there being no one in charge of the locker room at present, it was not deemed advisable to install one now.

Communication from Conductor T. H. Miles; that train order blanks be made more convenient by attaching the carbon to the back of the pad; also the clearance cards, something on the order of the drygoods store check books; they would be much better.

Disposition: Mr. Bradley stated that clips had been ordered to place in the telephone booths to hold the train order pads, and that he would take up this suggestion and see what the expense would be.

Communication from Conductor Bresnie; that the block signal at Echandia Junction be changed so signal No. 32 on inbound track would throw signal No. 27a red on outbound local track. No. 20 which controls No. 27a now, is too close to No. 28 which protects the crossover of the outbound local and inbound main.

Disposition: Mr. Bradley stated that he would have situation investigated.

Communication from Brakeman Kernick; that drinking water be piped to the State street yards near the yard office, as there are no facilities at present other than private gardens for trainmen to obtain water.

Disposition: Mr. Bradley will take up with Engineering Department and see if it can be piped from the section house, and what the expense would be.

Communication from Conductor A. P. Gunther; that the light box at Colorado street and Salt Lake station, now on pole 18633, be changed east one pole to No. 18632. This would save operators leaving their cars twice within fifty or sixty feet and looking out for autos which are thick at this point.

Disposition: This item was referred to the Engineering Department and is still pending. They will again be requested to move the light to pole suggested.

By Motorman P. H. Riordan; that Sierra Vista cars use local track between Anderson street and Echandia Junction on account of them delaying interurban trains.

Disposition: Mr. Bradley stated that it had been tried out and was found that it caused too much delay to the Sierra Vista cars.

By Motorman Gibson; that something be done to keep the children off the right of way at the playground north of Valley Junction; that he had several near accidents at this point.

Disposition: Referred to the Engineering Department, to see what the expense would be to put a tight wire fence along the right of way that would keep the children off the right of way.

By Conductor H. K. Riordan; that the telephone booth used by the Short Line trains at 6th and Main be ventilated or the door taken off.

Disposition: This will be referred to the Engineering Department to see if some holes cannot be placed in the



door which will permit of better ventilation and still shut out most of the noise.

By Conductor H. K. Riordan; that a blind be put in front of the toilet used by the Short Line crews at 6th and Main on account of passengers sitting along benches near this door.

Disposition: Referred to Mr. C. H. Belt to investigate for necessity and desirability.

By Conductor H. K. Riordan; that a foot-rest be put in the cars so that a conductor can stand on it to reach the register, or lower the register.

Disposition: Mr. Bradley stated that on account of passengers bumping into them and tearing their clothes, that the Claim Department had objected to it.

By Conductor DeGarmo; that a lighter fender be put on the 170-class cars on account of them being heavy and hard to handle.

Disposition: Referred to Mr. Small to see if the new and lighter fenders cannot be installed on these cars on account of their being in local service and the motormen having to change ends and raising the fender frequently.

By Conductor DeGarmo; that trainmen entering the service in August, 1919, be allowed to take their vacation in June and July, which is before they are entitled to them, but not be paid for the vacation time until after the time they are entitled to take the vacation.

Disposition: Mr. Bradley will submit the proposition for a decision.

By Conductor DeGarmo; that "Take the Next Car" sign be changed to stand horizontal along side of the fender instead of crosswise as at present on account of the oil from the brake valve rotting the cloth.

Disposition: After considerable discussion it was decided that it would not be practicable to make this change, as the sign would be much more liable to be torn and would be hard to maintain in a presentable condition.

By Conductor R. T. Evans; that a wigwag be installed at 10th and 19th street, Upland, on the San Antonio Heights line.

Disposition: Mr. Bradley stated that a check of travel will be made to see if they are needed.

By Conductor Snedaker; that heavy rails on the San Antonio Heights Line are needed on account of the expense of repairs every time a heavy car is used on the line.

Disposition: Referred to Mr. Johnson for his consideration.

By Conductor Snedaker; that the hand brakes on the 170-class cars will not hold sufficient to be safe and recommended that they have more leverage.

Disposition: Referred to Mr. Small to see if some change in the leverage could not be made which would make the hand brakes on the 170-class cars more effective.

By Conductor Snedaker; that the seats on the 170 and 1200 class cars are not cleaned properly nor often enough; that they soil white dresses.

Disposition: Referred to Mr. Small.

By Flagman H. W. Gaze; that a tower be installed at Aliso and Alameda similar to the one used by the S. P. flagmen, for the P. E. flagmen, on account of heavy traffic, inbound S. P. trains. At times it is impossible for him to see trains coming on the outbound; that at times he has to step out in the street so that the motormen could see him give the signal.

Disposition: Mr. Bradley stated that he would take it up at the Central Safety Committee meeting.

By Conductor P. H. Riordan; that signs read "Los Angeles" on front of inbound Short Line cars, and change at 1st and Los Angeles to read Pasadena Short Line.

Disposition: After considerable discussion it was decided that the present method of signing cars on this line was preferable, and that the Traffic Department had previously considered this and had arrived at the same decision.

By Motorman McDaniels; that the crossing at Aliso and Alameda, S. P. crossing, is very rough.

#### THE FILES

(With apologies to Edgar Allan Poe)

Oh, see the office files—

Gloomy files!

How they stretch around the edges of the room for miles and miles!

See them standing there in rows,

Symbols mute of many woes,  
And the papers yet unfound  
That within their depths are bound

Are like dead;

Letters, statements, telegrams,

Causing many oaths and damns

To be said,

Oh, the fruitless search of years!

Oh, the many griefs and fears

And the sneers and the jeers

That the wretched file clerk hears

Till he wishes for the wisdom of

a dozen learned sneers

To assist him while he's searching

countless dirty piles

Of the files, files, files, files,

Files, files, files—

Of the dusty and the musty office files!

R. R. CHEEVER,

Asst. Secretary to President.

Disposition: Referred to Mr. Johnson.

By Motorman Jordan; that the caretaker of the lawns along the P. E. right of way in Ontario, allows the water to run on the landings and makes it impossible for the passengers to board the cars.

Disposition: Referred to Mr. Foote to take up with the city.

By Conductor Shiffler; that dirt and rust be emptied out of the water tanks of the 1200 class cars oftener, as at times they are found very filthy.

Disposition: Referred to the Mechanical Department for necessary action.

By Motorman E. E. Cooper; that drinking fountain be installed in the Terminal Foreman's office at Pomona.

Disposition: This was referred to Mr. Foote for investigation as to necessity and desirability.

There being no further business, the meeting was adjourned at 9:20 P. M.

H. L. WIGGAM, Secretary.

#### A PAROOY

The Ford is my auto; I shall not want. It makes me to lie down in muddy roads; it leadeth me into much trouble. It draweth on my purse; I go into the paths of debt for its sake. Yea, though I understand my Ford perfectly, I fear much evil lest the radius rods of the axle might break. It has a blowout in the presence of mine enemies. I annoint the tire with a patch, the radiator boileth over. Surely this thing will not follow me all the days of my life, or I shall dwell in the house of poverty forever.

Moral: Equip your Ford with one of the new cuckoo clocks. When the car reaches a speed of twenty-five miles an hour the bird will come out and sing "Nearer, My God, to Thee;" and at forty miles an hour "Lord, I Am Coming Home."

"You seem interested in that display of toys."

"Yep."

"An old fellow like you?"

"Well, those are the toys I didn't have when I was a kid," said the old fellow as he turned away.

John Regan, foreman of Section No. 2 died at the home of his sister, Mrs. George Wilson of Pasadena. He was 68 years of age and said to be one of the oldest employes of our company in point of service. Funeral services were held at Monrovia on June 10th. The entire department extends sympathy to the family in their bereavement.

We all know genial Jake, the good natured elevator operator, and regret to see him leave the building, but on the other hand we wish him well at his new job at the Lamanda Park Tower. When it comes to good nature, Jake is 100 per cent.

#### ADVICE TO YOUNG MEN

Remember, my son, you have to work whether you handle a pick or a pen, a wheelbarrow or a set of books, digging ditches, or editing a newspaper, ringing an auction bell, writing funny things, you must work.

If you will look around you will see the men who are the most able to live the rest of their lives without work are the men who work the hardest. Don't be afraid of killing yourself with overwork—it is beyond your power to do that on the sunny side of 30—they die sometimes, but it is because they quit work at 6 p. m. and don't get home until 2 a. m. It's the interval that kills, my son.

The work gives you an appetite for your meals—it lends solidity to your slumbers—it gives you a perfect and grateful appreciation of a holiday.

There are young men who do not work—but the world is not proud of them. It knows not their names even. It simply speaks of them as "Old So-and-So's boys."

So find out what you want to be, and do, and take off your coat and make a dust in the world. The busier you are the less harm you will be apt to get into—the sweeter will be your sleep, the brighter and happier your holidays, and the better satisfied will the world be with you.—Robert J. Burdette.

#### BE CAREFUL

A postoffice inspector from Texas was in Indianapolis recently and he told this story of Texas wit:

In the lobby of a Galveston theater was posted a sign reading:

"Please do not smoke. Remember the Iroquois Theater fire."

Under this sign a patron of the theater wrote:

"Please do not spit on the floor. Remember the Galveston flood."—Indianapolis News.

#### A NEW CLERK

"I want to buy a walking stick," he said. "An ebony one, please."

"Yes, sir," said the pretty girl behind the counter. "What color?"—Tit-Bits.

"Agnes says she's a perfect 36."

"Don't make me laugh. It must be her age she referred to, instead of her figure."



## SALESMANSHIP VS. "ORDER TAKING"

Help Shipper When He's in Trouble and You'll Get "Under His Skin"

By J. E. LIGHT,  
Dist. Frt. & Pass. Agent, Salt Lake City  
In So. Pac. Bulletin

The term "Transportation Salesman" is becoming generally understood to include the traffic, field forces. Most of us are pleased with the term. How many are putting forth their best efforts to live up to the name?

There are two classes of salesmen—"order takers" and real salesmen. All of us are in one of the two divisions. Results are the only true test and by them we are ultimately judged and are placed in our proper class. The real salesman gets results, the order taker takes what is voluntarily given him.

The real salesman is the fellow we are all trying to be, so let us talk about him.

### Various Methods Employed

He operates in so many different ways there can be no set rules to guide us. We have all heard that a good salesman should be genial, optimistic, forceful, reliable, active and have ability. All but ability are characteristics or habits. They should be studiously cultivated and practised. They are each stepping stones in consummating a sale. The last named, ability—which should be broadened to applied ability—is, however, the real test. Without ability they seldom get into the real salesman class, and if they do, they don't stay long.

Ability is seldom, if ever, inherent. It is acquired. True, it is not easy to become classed as one of ability, but with hard work and perseverance it can be done. Therefore, no one with a healthy mind and body should be discouraged.

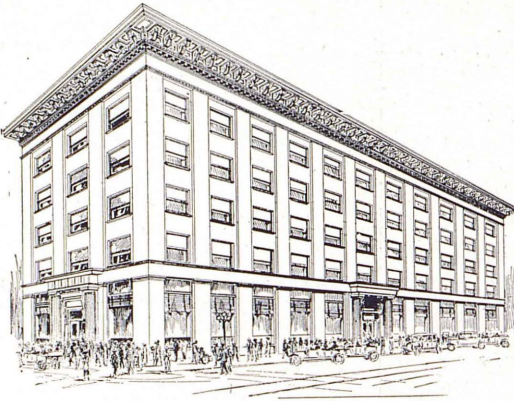
Even ability avails us little unless it is applied. A thorough knowledge of the railroad business will not get an order for transportation, unless properly used. By proper use, I mean to apply such knowledge in giving service, and assisting your customer in solving his transportation problems.

### Diplomacy and Tact

A real salesman goes into his customer's place and carefully investigates his merchandising methods. The salesman knows his line of business. If the customer is using wrong methods, he is diplomatically corrected. When he learns the salesman is interested in his business and has given him a valuable suggestion he is sold, and will stay sold as long as that salesman is on the job.

A transportation salesman clearly has an advantage over most merchandise salesmen. Merchants know a great deal more about the merchandise that they handle than they do about transportation, consequently, the transportation salesman has

## LONG BEACH TRUST & SAVINGS BANK



**4% Interest**  
paid on term accounts. 3% paid on special savings accounts subject to check.

MEMBER FEDERAL RESERVE SYSTEM  
FIRST AND PINE STREETS

## 1ST NAT'L BANK

SHERMAN, CALIF.

INVITES  
YOUR  
BUSINESS

---

### 4% Paid on Savings

## ASSOCIATED OIL COMPANY

SAN FRANCISCO

For over a quarter of a century the name "Associated" on Petroleum Products has been synonymous with highest quality.

a much better opportunity to get over a suggestion and render assistance.

There is no surer way of getting under a shipper's skin than to help him out when he is in trouble. The transportation salesman is usually called in to help him. At least, he in some way hears about his troubles. There is his chance, and whether or not he accepts it, depends on him alone.

If Mr. Salesman has ability he usually can solve the problem. He always has our general Office to support him. An honest effort will seldom fail.

When once called in to help solve a customer's trouble one of two things should be accomplished: Either solve the problem, or show the customer definitely and conclusively why it cannot be done. When called upon to trace a shipment, make diversion, quote or publish a rate, obtain reservation or any of the numerous things we are asked to

do, finish the job. This is the solicitation weapon your competitor cannot combat. It is real service.

### USUAL EFFECT

Doctor—What was the most confusing case you ever tried?

Judge—A case of champagne. I hadn't got half way through it before I was all muddled up.

She—I don't think you love me any more, you never make a fuss over me.

He—Tut, tut, I had one with your mother over you this morning.

Burlington News: Talking about epidemic, the most prevalent one in America today seems to be the hip disease.

A physician claims to have restored two patients to sanity by pulling teeth. When they see the bill they may go crazy again. — Pittsburgh Sun.



**DON'T, MR. CONDUCTOR**

- Don't overlook the fact that in certain sections summer schools are in session and agents are authorized to sell 40-ride school tickets to pupils attending such schols.
- Don't refuse to honor 40-ride school commutation tickets good within defined 6c fare limits of whatever city indicated thereon when presented within time limit shown thereon.
- Don't fail to notice in Section 2, Bulletin P. D. 459-E, that 46-ride school commutation tickets are sold for use between interurban points and are good for 60 days from date of sale.
- Don't forget that 40 or 46 ride commutation school tickets are not good on Saturdays, Sundays or legal holidays as are specified on cover and are not good for transportation of pupils attending night school.
- Don't punch transfers "Emergency" except as authorized in Section 11, Bulletin, P. D. No. 440-D, and Don't under any circumstances issue a local transfer punched "Emergency" while operating in interurban territory. Proper triplex or exchange transfer must be used for this purpose, punching in addition to "Emergency," points between which passenger is to travel.
- Don't punch in center of line for which issued when issuing local transfers. According to direction your car is operating at point where transfer is to be made, you should punch line from which issued directly under "IN" or "OUT."
- Don't honor police or mail carriers' badges or firemen's pass books west of Highland avenue on Santa Monica Boulevard line or west of Gardner Junction on Hollywood Boulevard line. Such transportation is good for passage only within the defined 6c fare limits of Los Angeles, with the exception they will be honored to Cahuenga Pass on Highland avenue.
- Don't overlook instructions found in Transfer Bulletin P. D. 440-D relative to punching "Division and Direction" on Los Angeles Transfer. The direction punched should be the direction your car is operating at the transfer point, and not the direction going when issuing same to passenger.
- Don't refuse to accept Government Requests for Transportation, when valid over Pacific Electric lines. The handling of these requests is fully explained in Section 16, of Bulletin P. D. No. 459-E.
- Don't lift all of your hat checks at Nadeau when operating on Watts local car out-bound. Hat checks should be lifted as they come due at the different fare limits.
- Don't honor going portion of Form Spl. RT 39 or 40 reading between Los Angeles and Huntington Beach or Balboa unless passenger has return portion of same ticket in his possession as attempt is being made to use these tickets in wrong direction.

CONDENSED STATEMENT

**THE FARMERS & MERCHANTS NATIONAL BANK**

OF LOS ANGELES

AS MADE TO THE COMPTROLLER OF THE CURRENCY  
AT CLOSE OF BUSINESS

APRIL 28, 1921.

**ASSETS**

Loans and Discounts.....	\$22,343,562.77
United States Bonds to Secure Circulation.....	1,500,000.00
United States Bonds and Certificates of Indebtedness...	2,682,808.37
Other Bonds, Stocks and Securities.....	1,056,572.26
Bank Premises .....	450,635.73
Customers' Liability on Letters of Credit.....	157,589.80
Customers' Liability on Letters of Acceptance.....	7,038.21
Redemption Fund with U. S. Treasurer.....	75,000.00
Interest Earned, uncollected.....	105,108.19
Cash on Hand.....	\$1,958,921.59
Due from Federal Reserve Bank of S. F.....	1,893,420.16
Due from Banks.....	2,775,141.87
	<b>6,627,483.62</b>
	<b>\$35,005,798.95</b>

**LIABILITIES**

Capital Stock Paid In.....	\$1,500,000.00
Surplus .....	1,000,000.00
Undivided Profits .....	1,238,143.02
	<b>\$ 3,738,143.02</b>
Reserved for Taxes.....	7,395.39
Reserved for Interest .....	58,346.26
Unearned Discount .....	30,994.21
U. S. Government Securities borrowed.....	760,000.00
Letters of Credit.....	182,946.72
Acceptance Based on Imports.....	7,038.21
National Bank Notes Outstanding, less amount on hand	1,357,400.00
Bills Payable with Federal Reserve Bank.....	200,000.00
Rediscouts with Federal Reserve Bank.....	850,000.00
DEPOSITS .....	<b>27,813,535.14</b>
	<b>\$35,005,798.95</b>

I, V. H. Rossetti, Cashier of the above named Bank, do hereby solemnly swear that the above statement is correct to the best of my knowledge and belief.  
(Signed) V. H. ROSSETTI, Cashier.

Correct, Attest: J. E. Jardine, Edward Strasburg and Dr. E. A. Bryant.

**WE PAY INTEREST ON TIME DEPOSITS**

This Bank is Authorized and Fully Equipped, to do a Trust Business

**OFFICERS**

J. A. GRAVES, President

T. E. NEWLIN Vice-President	J. M. HUTCHISON Assistant Cashier
H. F. STEWART Vice-President	A. E. ELLIOTT Assistant Cashier
V. H. ROSSETTI Vice-President-Cashier	G. H. NAEGELE Assistant Cashier

SAVE THE PIECES---WE MATCH ANY LENS  
EYES THOROUGHLY EXAMINED

**DR. W. J. BECKER**

OPTOMETRIST AND OPTICIAN

SPECIAL DISCOUNT  
TO  
RAILWAY EMPLOYES

**LOS ANGELES**

634 CITIZENS BANK BLDG.  
453 SOUTH SPRING STREET



THE  
**RAILROAD  
LUNCH ROOM**

119 East Sixth St.

*“Try Our Special  
35c Lunch”*

Proprietors

“Joe” and “Edith” Shouler

A Trial Solicited  
Cleanliness—Courtesy  
Moderate Prices

Bdwy 371 Home Cooking

We Carry a Complete Line of  
the Leading Grades of Railroad  
Watches.

Fine Watches Accurately Timed  
and Adjusted for Railroad Ser-  
vice.

RAILROAD WATCHES

**P. J. FLAHERTY & CO.**

Official Watch Inspectors for  
PACIFIC ELECTRIC RAIL-  
WAY

LOS ANGELES RAILWAY

Expert Watch Repairing Our  
Specialty

631 South Main Street  
Opposite P. E. Building  
Main 2492 Los Angeles, Cal.

**American Drug  
Company**

Pacific Electric Building  
6th and Main Sts.

*Eastman Kodak Agency*  
*Finishing Deliveries*  
*Twice a Day*

Try Our  
Soda Fountain

Cigars Toilet Articles Candies



Founded 1868

The  
**Pacific Mutual Life  
Insurance Company  
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