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The WISDOM of SOLOMON

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THE WISDOM OF SOLOMON

A STORY OF TODAY AND ITS TOMORROWS

TO a hundred million AMERICANS — *the thinkers and doers, the buyers and sellers upon whose wisdom and foresight depend our country's strength, but who now stand so close at grips with the baleful octopus of rising costs — this little book is dedicated in the hope that it may be of interest, inspiration, and help; suggesting, as it does, a source of permanent protection against the great and growing national evil of* WASTE.

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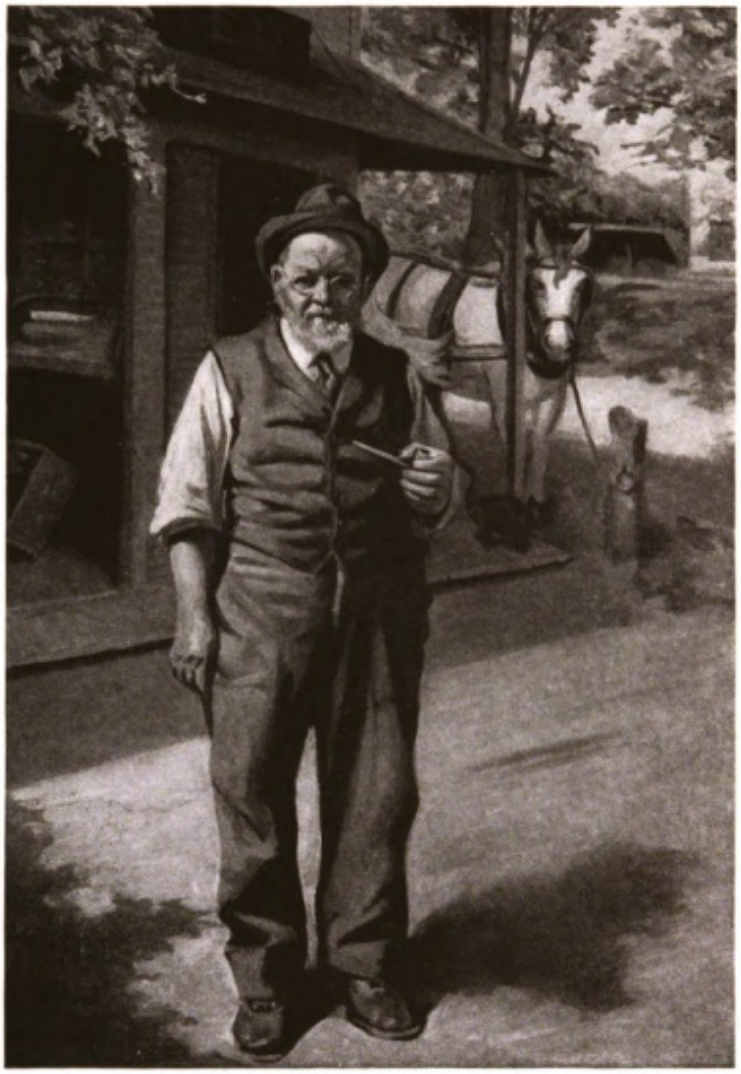

Solomon Baker, of Hatch's Harbor.

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THE
WISDOM OF SOLOMON

CERTAIN VIEWS
AS CONCEIVED AND EXPRESSED BY
Mr. SOLOMON BAKER, STOREKEEPER
HATCH'S HARBOR

BOSTON
PRIVATELY PRINTED
1919

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THE WISDOM OF SOLOMON

MR. SOLOMON BAKER crossed his legs and raised his right hand. He was about to deliver his text. His gaze was fixed upon me, his congregation, but occasionally it wandered in the direction of one of his clerks or a customer just entering the store.

"Waste!" declared Mr. Baker, "Why, there's more useless, foolish waste in these United States than there is foundation for sulphur bitters down in (*Good mornin', Mrs. Snow! How's Uncle Jabez's rheumatics these days?*)"

If you have ever spent a summer in Hatch's Harbor you know where Solomon Baker & Sons' store is located. It stands at the corner of Main and Welcome Streets, has an air of new paint and general prosperity, employs three clerks, two drivers and a pretty girl bookkeeper, and you can buy anything at its counters from a button to a pair of trousers and the needle and thread to connect them; from a cake of soap to a bath-tub, from chocolate creams to dyspepsia pellets, from laundry blue to Paris Green, from eggs to poultry dressing — everything.

Solomon Baker, Senior, began business on that site thirty-eight years ago next May. He is general supervisor of the business still, although his two sons now do most of the active work of managing. The business has grown and broadened and so, too, has Solomon. He weighs two hundred and twenty-three pounds, but all his breadth is by no means amidships. He has a broad mind, an observant eye, and a wide and comprehensive view. He likes to talk and most people like to hear him, because he belongs to that by no means large class of talkers who have something to say.

Last winter I was privileged to hear him talk a good deal. I was in Hatch's Harbor because my doctor said it was a good, healthful place for me to be. I got in the habit of dropping in at the Baker store and chatting with Solomon, or, rather, listening while he talked. Some of the things he said

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during the three months of my stay I have tried to put down here. They read as if they were said all on the same day, continuously. They were not, of course. And you must imagine, also, that about every twentieth sentence would be interrupted by instructions to a clerk or greetings to a customer, somewhat after this fashion:

"And this question of whether a Democratic politician is better'n a Republican, or vicy-backwards, is consider'ble like guessin' which corner is the hottest down in (*Here, John, if you're lookin' for maple syrup you're wastin' time huntin' for it amongst them cans of axle-grease. Look over on them shelves there.*) Yes, well, as I was sayin', all professional politicians is about alike. If I know where there's an honest one I'll be — (*Oh, how d'ye do, Mrs. Cooper? Nice, seasonable weather, ain't it?*)"

Leaving out some of these interruptions and Mr. Baker's vigorous adjectives, here are a few of his last winter's observations. His sermon dealt with, for the most part, the avoidance of unnecessary waste: his text I have already stated.

He began, I remember, by talking about a man he knew named Cyrus Blake. Cyrus, according to Solomon Baker, was an example of a man who had seen the light and profited thereby.

"Cy," began Solomon, "is a milk farmer over on the Liberty Centre road, about seven miles from the Harbor here and ten or so from Metropolite, which is, as of course you know, the only city of any size in this part of the state. He bought the house and land about fifteen years ago, stocked up with some cows and a horse and a wife, and set out to get a livin'. For twelve of them fifteen years he was as busy as a one-legged man would be larnin' to skate, and the results he got was about as unsatisfactory. When he started in he figgered to raise his own cattle and their feed and everything right on the place. Yes, sir-ee, when it comes to the milk business Cy Blake was goin' to raise everlastin' (*Hi, there, you Sim, don't you see there's a customer down to the front of the*

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store? Wake up! What do you think you be; a statue of Liberty?)

"Well, when his first ten years was up, he hadn't managed to raise nothin' except children and the interest on the farm mortgage. He'd had a mighty tough time, too, those ten years, gettin' up before daylight to milk the cows, and spendin' his forenoons draggin' cans of milk through miles and miles of mud to the city, and the rest of the day peddlin' it out in three cent bits. It wouldn't have been so bad if there had been any profit in it, but as he says, it took all the money he saved to pay for horse-flesh. He'd wear the best horse he could get into skin and bones in about six months, over the rough roads. He pitied the horse, but he had to do the pityin' as they went along; he couldn't *stop* to do it because the milk had to get there. And every new horse he bought took the Lord knows how many months' profits. Cy says he used to cal'late 'twas a race who'd get him first, the Prevention of Cruelty to Animals folks or the sheriff. Between the two 'twas about horse and horse, the way he looked at it.

"For them ten years Cy hardly knew his family; never saw 'em scarcely by daylight; and in order to keep the pot bilin' his wife and the young-ones had to do all the plantin' and hoein'. Of course this meant that, when the weather was good, the children had to stay at home and hoe, and in the winter time when there was no hoein' to do the roads was so bad they couldn't get to school.

FROM LITERATURE OF NATIONAL HIGHWAYS ASSOCIATION, "NATIONAL HIGHWAYS AND GOOD ROADS; WHOM DO THEY BENEFIT; AND WHY AND HOW?" BY FREDERICK REMSEN HUTTON.

"There are 30,000,000 children in the United States who should be attending school, of this number only 18,000,000 get there.

"Cy wan't one of them cheap-skate fellers that don't care a hang, and it must have been mighty discouragin' to peddle milk 'round all day where everybody was well-dressed and

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children takin' music lessons and the like of that, and then come home to a run-down shack at night and find everybody so everlastin' tired they'd all gone to bed. He's often told me he'd dream how his wife would look all dolled-up in city frills instead of an old wrapper, and how pretty and cute the children would be if they could wear city clothes 'stead of the old hand-downs, or cut-overs from his own or his wife's things. But a dream like that come mighty nigh bein' a nightmare after ten years of it. And Cy had had all the horse trouble he needed daytimes, without 'mares' at night.

"The women folks where Cy peddled never seemed to have a care, dressed well, went everywhere, but 'Mandy,' that was Cy's wife, couldn't even get out to see the circus parade. When people don't get out anywhere they talk out pretty nigh all the subjects there are, and it's either the divorce court or the insane asylum, then. You know, when a man and woman don't get on together, it's the man that usually gets off. The woman has to stay behind and take care of the children. She never has time to go out anywhere — except out of her head.

LITERATURE OF THE GARFORD MOTOR TRUCK COMPANY, "ROADS, THEIR INFLUENCE UPON ECONOMIC AND SOCIAL CONDITIONS."

> *"A farmer whose wife had been committed to an asylum said that he could not understand the reason for her insanity. He said "She has always lived a quiet life in a quiet place, in fact, I don't think she's been out of the kitchen hardly for eighteen years.*
> *"It is only fair to say that the National Association of Mothers and Teachers, with its branches in forty states, is wielding a good influence for good roads. A woman who spends her time cooking, washing, ironing and sewing, should have some means of providing herself with intellectual food, thru which she can help her family to become useful citizens."*

"If Cy complained about things to his friends, which was something he did mighty seldom, they kept advisin' him to charge more for his milk. Every time the weight of the mortgage cracked a beam in the barn roof or the horse got so thin he slipped half way through the collar and broke a rib, these kind, obligin' advisers would say, 'Put on another

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"He pitied the horse, but he had to do the pityin' as they went along..."

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cent to the milk price.' And every time Cy done that his city customers would set up a holler that would make 'em so hoarse they had to use throat lozengers and whisper for the next week. Lord bless you, they never gave a thought to what was raisin' the price! Yet anybody would say they must have known when Cy broke a trace or a whiffletree or somethin' the milk he was sellin' had to pay for it somehow. City folks don't know nothin' about farmin.' There was one of 'em in here last summer growlin' because the eggs we sold was so small. 'Why don't you,' says she, 'leave the hens on the nests longer, so the eggs will be bigger?' I told her 'twas war times and the hens was Hooverizin'. 'After the fightin' is over,' says I, 'we're goin' to mix this 'ere hydrogen gas with their feed and see if they won't lay balloons.'

"But five years ago Cy's troubles began to end. The concrete roads that the city and the state put through done the trick for him. As soon as he saw the first one of those nice, smooth hard roads he was shrewd enough to realize the possibilities. The next thing he did was to buy an automobile truck on the installment plan. Now he carts in, not only his own cans of milk, but all the milk from twenty-five other farmers that used to join the same funeral procession to the city with him. Those other farmers are mighty glad to pay Cy a good thing for cartin' their milk in for 'em, because they have the whole day left to work on crops. The milk all goes to one concern in town that does the peddlin' from one cart, and Cy gets back home before noon time. Has all the rest of the day to do farm work. And the truck's paid for itself long ago.

EDITORIAL FROM THE NEW YORK "TRIBUNE," SEPTEMBER 8, 1918.

"We compliment the Portland Cement Association for an advertisement in the current periodicals. It achieves the varied object of proclaiming at once the advantages of good roads, the use of motor trucks, the value of concrete and the advantages of organization in such a matter as the distribution of milk. In the city of Milwaukee milk costs 11 cents a quart. In most cities it is 13 cents or more. This means a saving of a clean million dollars a year to the people of Milwaukee.

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"The advertisement gives three reasons for this result, well organized distribution, ample milk supply and low cost of hauling. And it avers that all three of these are the natural consequences of a system of 129 miles of cement highways radiating from the city. Only a small portion of the Milwaukee milk supply comes in by rail. The most of it is hauled by motor trucks over these concrete roads. As a sample of the saving, they quote the president of the largest dairy company of that vicinity as saying that where one man with two horses, which had to be changed every other day, formerly could haul about forty cans a day, now a little two ton truck will haul about one hundred eight-gallon cans, making two trips instead of one.
"The advertisement closes with the pertinent question: 'How much of your milk bill is for bad roads?'"

"When a feller is havin' a hard time, it sort of softens the rough spots to think of somebody that's worse off. Cy says he used to think of the horse and family, but the horses always died and got out of it in about six months, while he and his family had to stick to it. Well, it's a dry well that makes you know how good water is. Cy has pulled through the drought, and he is sartinly enjoyin' the water. The children have their time to go to school now, and he's got the old place fixed up in good shape so you wouldn't know it nor the folks in it. He's mighty sorry that at first he didn't buy more land, because what he could have bought for $100 an acre has gone up now to $500. However, he says if it had been only ten dollars a hogshead when he did buy, he couldn't have bought another teaspoonful then. He's like the feller that pointed out a handsome buildin' to a stranger and says, 'Fifteen years ago the land that stands on could have been bought for a song.' 'Why didn't you buy it?' says t'other feller. 'Oh,' says he, 'my voice hadn't been cultivated in them days.'

LITERATURE OF GARFORD MOTOR TRUCK COMPANY, "ROADS, THEIR INFLUENCE UPON ECONOMIC AND SOCIAL CONDITIONS."

"It is a matter of common observation that where any community passes from a condition dominated by bad roads to one characterized by good roads, land values in that community advance. Prior to the building of good roads, in one part of Alabama the average price of land was $6.00 to $15.00 an acre, after 24% of the roads were changed to good roads, the prices averaged from $15.00 to $25.00 an acre."

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"I'm talkin' about waste, that's what set me to thinkin' of Cy Blake, and right here I want to say that bad roads are the cause of more waste in this country than almost anything else. There's only one thing that's more wasteful and that's the kindlin' pile out back of my store here. Not out back of *my* store alone, but back of every store from Maine to Galveston and from New York to San Francisco. If them kindlin' piles ain't sinful waste then I'll be (*Hold on there, John! Don't spill them prunes all over the floor like that. Think you're back again in the furrer plantin' pertaters?*)

"But never mind the kindlin' wood piles now. I'll come back to them by and by. Let's talk a little more about good hard roads, and automobile trucks. What they've meant to Cy Blake ought to larn the rest of us somethin'. Bad roads cost us a heap up here, and we ought to get busy and build decent ones. I have to charge you fellers extra on everythin' that comes into this store, on account of them bad roads, and everythin' you ship costs more on account of the same thing.

LITERATURE OF NATIONAL HIGHWAYS ASSOCIATION, "THE HIGHWAY PROBLEM," BY GENERAL COLEMAN DUPONT.

> *"Just before the war it cost more to ship a ton of wheat from the farm to the railroad than to ship the same ton from New York to Liverpool. It cost more to deliver freight from station to farm than to ship it from factory to station, and roads, or the lack of them, are responsible. The road question and the truck question is a national question."*

"If the money we've spent on the roads durin' the last twenty years had been spent as it should be, we wouldn't be in this fix. The trouble is with us, just us ourselves. We're too careless and easy-goin'. We vote money for the politicians to spend, but we're too blessed lazy to keep on the job and see that they spend it right.

FROM LITERATURE OF NATIONAL HIGHWAY ASSOCIATION, "GOOD ROADS EVERYWHERE."

> *"STATE AID. Again history repeated itself in the form of State Aid to the countries and towns, to be spent by them, or under joint authority of the State Officials. And again most of such money went into politics, and not into roads, and lack of efficiency and uniformity persisted."*

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"We've always scrimped and saved our own money, but when it comes to the public money, nobody looks after it. When a thing has got to be paid a long way off, we don't notice it. I remember the Jenkinses owed me a bill for a long time, till finally I went down and I said to Mrs. Jenkins, right afore a whole lot of company, 'I've waited long enough for that money, I must have it right now.' She got hotter than a scalded pup and, after givin' me a glare that ought to have set my hair afire, but didn't, she turned to one of the women-folks in the party and asked her if she would lend her five dollars. The woman lent the money. Mrs. Jenkins passed it over to me. Then she drew herself up, proud and haughty. 'There,' says she, 'Thank God *that* bill is paid!' All we seem to think of is just the present. Like the Jenkins woman, we don't seem to see that it's all got to be paid later. You heard about the feller that said at last he could hold up his head among honest men 'cause his last debt was outlawed that day. Well, there's some debts that can't be outlawed.

"Too much politics is the trouble mainly. There's a lot of fellers that, when they get ready to milk, instead of chasin' the cows, just sit down and wait for the cows to come to them. It's my judgment that it pays to chase the cows, and to chase the politicians, that is if we want the milk that's due us.

"It's a funny thing, but the biggest part of our politicians of the state and country are lawyers. Did you ever sit around a court room? I did last summer on that Rollins' accident. We would come in with a dozen witnesses, some of them had to come as much as a hundred miles, and we'd sit around and wait for the judge and lawyers to get through swappin' stories. When the stories was finished we'd be told the case was carried over. And we wan't even privileged to hear the stories.

"Well, I just figgered out that the lack of good business common-sense was costin' somebody there over one hundred dollars a day. I told one of the lawyer fellers so, and he

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"There," says she, "thank God, that bill is paid!"

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says, 'Well, what are you goin' to do about it? It's the same in every court room.' I don't know how many court rooms there are in the country, but if I did, I would just multiply it by a hundred and tell you how many dollars the country is losin' because they don't have good business men to run 'em. I come to the conclusion right there that if lawyers couldn't run the court rooms without losin' one hundred dollars a day, I wouldn't pick them so general as we do to run our cities, states and counties.

"Speakin' of lawyers, reminds me of Judge Dimmick. You know that after he went West, he got into Congress and died. I don't mean that he died on account of havin' gone into Congress; it's my observation that they dry up or rot there, or somethin' of that sort, long afore they die. The judge had heart trouble, or somethin' of that sort. When they was gettin' out the obituary notice one reporter says, 'What will we say about him?' Another reporter says, 'Say he was faithful to his trust.' One of the other fellows says, 'Shall we mention the name of the Trust?' Maybe that's a mean thing to say, because I believe generally the judge was honest; but while he was a good judge and gave you good advice, he wan't the right one to carry it out. He was like the parson that says: 'Don't do as I do, but do as I tell you to do!' Or like the eatin' house owner who went out somewheres else for lunch every day.

"Red tape in the work for this war has cost us the land knows how many millions. And the cost is still runnin' up. 'Cordin' to my notion, red tape ain't any more use in the business of this country than a sleigh would be in (*All right, Mrs. Hamblen, I'll have somebody wait on you in a minute. Where's all the clerks in this store? Lord sakes alive, what ails you boys? Have you run down and need windin' up? I have to watch somethin' behind you to make sure you're movin' at all. This is a store, not a cripples' home.*)

"What we need in handlin' the country's business is business men. We want to cut out the waste, *waste, WASTE.* We

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want to stop lockin' the wheels and try greasin' 'em a spell. We want to start puttin' our brains to work for the public benefit and then wear mittens, if it's necessary, so our fingers won't always be scratchin' in the public pocket-book. We've got all kinds of Secretaries down in the Cabinet at Washington. Why not have a Secretary of Business Common-Sense?

FROM "INDUSTRY," JANUARY 11, 1918.

> *"There is no department in Washington which is constructive in the interests of industry, but there are many which are potentially or actually, obstructive or destructive.*
> *"WHAT IS CONGRESS DOING? With the ending of the war come industrial problems. How can Industry meet the competition of Japan and of Europe in the face of the Underwood Law? What is Congress doing to solve the problem?*
> *"The present reconstruction activity of Congress is confined to two departments. The Department of Labor wants to get all workers into Industry; the Treasury Department wants to get all the money out of Industry. And the pathetic humor of the situation is that each thinks it can accomplish its end.*
> *"A DEPARTMENT OF INDUSTRY. All of which is evidence that there is a vital need for a Department of Industry in Washington, a department which shall be as wholeheartedly devoted to the interests of American Industries as the Department of Labor is to the Interests of American wage earners; a department which shall be as thoroughly organized out of Industry as the Department of Labor is out of Labor, a department which is qualified to speak and act, before the country and in interdepartmental matters, for Industry and Industry alone. If Japan can see the wisdom of having all its cabinet comprised of business men and industrial men, surely the United States can endure having one manufacturer upon its Cabinet."*

"This high cost of livin' that everybody's talkin' about, what is it? What makes livin' cost so much? There's all kinds of answers to that riddle, but if you was to bile 'em down, you'd find, I guess likely, that the main answer sticks pretty close around this lack of common-sense and the amazin' amount of waste. For one thing we don't produce enough; for another we don't half really use what we produce.

"The high cost of livin' makes everybody grumble, and makes them discontented. There never was such a row all over the country as there is today with labor. Those soap-box orators are shakin' the red flag everywhere. Two or three

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of them was arrested in Chicago the other day. I can't pronounce their names without sneezin', and even then I'd be scared to try on account of the risk of startin' a loose tooth or so, but I'd never seen any of them names mentioned in the list of those that have helped make America great. It's a cinch them fellows with the lock-jaw names wan't satisfied with their own country or they wouldn't be here. There ought to be some way to ship them back home and let them work it out there and not experiment on us.

"Hunger and cussedness are the things that's kickin' up this row with labor, as I see it, and the cussedness has got a mighty strong place now on account of this high cost of livin' bugbear. Prices was bound to go up in the last year or two, because nobody's been producin' much of anythin' and 'most all the men we had in this country was workin' on war stuff. It was bad enough before as far as food was concerned, because the boys for the last fifty years have been leavin' the farms. Take it right in this town, as fast as the boys get feathered out they fly to the city. The country towns have been just sort of incubators for the cities. If you want to bring the prices of food down, you have got to produce more things to eat.

FROM LITERATURE OF NATIONAL HIGHWAY ASSOCIATION, "NATIONAL HIGHWAYS AND GOOD ROADS; WHOM DO THEY BENEFIT, AND WHY AND HOW?" BY FREDERICK REMSEN HUTTON.

> *"At the close of the Civil War, census showed that 42% of the population were engaged in food producing vocations, today only 19% of the population is engaged in these vocations."*

"Whenever we get big crops, you notice we get lower prices, so to make food cheap you've got to raise more of it, and cart it cheaper. My wife's cousin Jerry has got a farm right down on the State Road below Metropolite, and everything he raises, he sells right there at the gate to automobile folks that come along, and he gets the same prices as they pay in the city. You can't buy a bit of land now along that road but if you go

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back only ten miles where Jerry's brother has got a farm, you find that he slaves for sixteen hours a day and can't hardly keep body and soul together, and farm land there ain't worth as much as it was ten years ago.

FROM LITERATURE OF NATIONAL HIGHWAY ASSOCIATION, "WHY THE GOVERNMENT SHOULD BUILD, OWN, AND MAINTAIN A SYSTEM OF PUBLIC HIGHWAYS," BY SYDNEY SUGGS.

> *"Life, liberty and the peaceful pursuit of happiness are guaranteed to the people of America, from the most exalted to the most humble citizen. To my mind the building of good roads will bring this about more effectively and more permanently than any other issue which is now confronting our people.*
> *"We can advise, preach and urge the back-to-the-soil movement until doomsday; the federal and state government can continue to send agricultural experts and scientific farmers throughout the country, but unless we provide easy and quick transportation, and give the laboring people an opportunity to buy and own small farms, it will be as sounding brass and tinkling cymbal."*

"Now the reason Jerry's farm is doin' so well is just on account of it's being on a good hard highway. Lord a' mercy, how we have wasted money by not spendin' it right! By not spendin' more of it on good roads, for instance. Cost? Course they cost. So does everything worth while in this world. They tell us salvation is free, but we don't get that till by and by, and some folks you and I know are takin' desperate chances even then.

"The Panama Canal cost $422,000,000, and it's a mighty good thing, but it never will carry as much freight as had to go over our mean, muddy, country roads, and yet it's only lately that much has been said about roads. We've heard a lot about railroads, but the railroads don't come up to the farmers' gates. Everything that goes over the railroads or through the canals, has to go over these dirt roads. When it gets so they can bring stuff across the ocean for less than the farmer can take it to the railroads, it's a pretty serious proposition, because it's liable to mean that all along the shore they will be buyin' their stuff from foreigners. Them foreigners don't get more than ten

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"...he sells right there at the gate...."

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cents a day for their work, and if it's cheaper to run their stuff over here by water than to ship ours to the train they can give us food at lower prices than our own farmers. At that rate it won't be long before these foreigners will be stickin' 'For Sale' signs up on every farm around here, unless somethin' is done.

FROM LITERATURE OF NATIONAL HIGHWAYS ASSOCIATION, "HIGH COST OF LIVING," BY GENERAL COLEMAN DUPONT.

> *"It is difficult to realize except from actual experience the difficulty the farmers suffer from bad roads. The average load drawn by horses is 1,400 lbs. In France and Germany where there are good roads, the average load is 3,300 lbs. In wet weather the farmer can not haul and must wait for fine days. At this rate he must make three or four trips to get the heavier farm produce to market. The miserable conditions of the roads at certain seasons compel the farmer to sell his produce when the market is glutted. The net result then of our bad roads is to diminish the productive power of our farmers."*

"The last time I was down to the city, a feller that runs a factory there told me the Government come around and shut him off on the kind of oil he was burnin', but suggested another kind that would do just as good. He's found he's savin' now about $3,000 a year by this pointer. Well, now, that's mighty good work for the Government, and it's a lot of that kind of work they could do among the farmers. Government's tellin' you how to use fertilizer and how to work out crops, but they ain't gone far enough yet. They ain't told us how to get rid of the crops.

"Well, if you've follered me so far, you and me are agreed that the buildin' of good roads is one sartin way to cut off waste, fetch down the high cost of livin', and help build Uncle Sam's fences. When the roads are built we want to see 'em used to common-sense, business advantage, don't we? Yes. Well, I've got one answer to that. Cy Blake had it, too. It's the automobile truck. It's the auto truck that, some of these days, is goin' to do the big share of carryin' stuff to market in this country.

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"I just heard about a farmer down in Rhode Island who always used to bring his stuff to Providence and sell it for whatever they'd give him. Well, this feller sort of got his head a-workin' last summer to mighty good advantage. Seems that the War Food Board, to help things along, posted somebody in the different cities to watch the prices and sort of 'wise-up' the farmers. This farmer got his thinkin' cap on and bought him a truck, just the same as Cy Blake, you see. He'd load it up at night and about one o'clock in the mornin' he'd call up Boston, Worcester and Providence by 'phone to find which place was givin' the most for the stuff he had on the truck, then he would shoot it right into the place where they needed the stuff most. Well, you know, he made that truck pay for itself in just about a month and it was the Government help that made this possible.

"There you are! That feller and Cy, we'll say, are makin' the beginnin's, and the Government is beginnin', too—but *only* beginnin' — to help along. Some of these days there'll be good roads everywhere all over the country and along 'em will be rollin' lines of motor trucks, actin' as common carriers, helpin' the railroads and the canals, and all the rest get the farmers' produce to market. Such a state of affairs as that'll mean more and more land put to producin', and more producin' will mean more food, more food'll mean lower prices for food, and down'll come your old high cost of livin', same as Deacon Asaph Pennock came down his front steps on the icy mornin' — 'with one slip, two hiccoughs and a jolt.'

"Yes, the Government's got to help more. Now when I say that I don't want you to think I'm startin' in arguin' for Government ownership. I'm about as anxious to have universal Government ownership as Hiram Woodbury's dog is to chase any more little black and white animals in Hiram's woodlot. Young Woodbury sent his dad the dog from the city. The first evenin' the old man had the critter it started

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tearin' into them woods tail up and nose to the ground. 'I could see he was hot on the scent of somethin',' says Hi, tellin' me about it. 'I yelled to him to come back, but he never stopped. He did come back in about another hour though!' 'Oh!' says I, 'he wan't on the scent then, eh?' 'No,' says Hiram, 'the scent was on him.' Well, a spell ago the Government took over the railroads and telegraphs and one thing or 'nother and the scent of the expense and taxes are on us yet. I don't like the perfumery well enough to hanker for any more of it.

"But, just the same, this war has shown us that the Government can do a whole lot to help private ownership along and make it decent, law-abidin', helpful-to-all-hands private ownership. It can help to build roads that are public benefits for every private individual. It can irrigate waste lands, it can teach everybody's boy and girl how to save money and effort — yes, and what to eat and do to be healthy, worthwhile boys and girls, too. Do you realize how much the right food has to do with keepin' children right? If part of the trainin' in school was to know just what was necessary to eat to keep goin' on, and what kind of food would give the most red blood for the money, there'd be less work for the divorce courts. It's a mighty important thing that our children should be fed on stuff that makes them red-blooded, and if you are goin' to take it on a matter of value, it's important.

"When you go into the slums of some of these big cities you see the kids all white-livered, and just naturally think that it's because they're too poor to have food. It ain't that, it's because they come to this country and try to live in this climate on the same food they had over across. Imagine an Eskimo eatin' blubber here in Summer-time. Children must be taught in school that sartin kind of foods are fitted for sartin climates, and these have got to be changed accordin' to the seasons. This will save doctors' bills, and will give us a better race of humans.

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FROM "CALIFORNIA'S NEW INDUSTRY, GROWING HUMANS," ISSUED BY THE CALIFORNIA STATE BOARD OF HEALTH.

"Here is your life. We have done what we could to make it a profitable investment. Its commercial value ought to represent an equipment of at least $4,000 to $5,000. With this equipment if you use it well, you ought to turn out an average of $1,200 to $2,000 worth of work each year for the next forty years."

"Just think how much good health would add to the wealth of the United States! Cuttin' out the matter of value, we'd feel some better to see people sound and cheerful, and able to do things. Every man's doctor's bills are really part of our expense, and good health means happiness. That's catchin', and we all want to catch it.

FROM SPEECH ON FLOOR OF UNITED STATES SENATE, 1909, BY SENATOR ROBERT L. OWEN, OF OKLAHOMA, FROM "CALIFORNIA'S NEW INDUSTRY, GROWING HUMANS", ISSUED BY THE CALIFORNIA STATE BOARD OF HEALTH.

"Why protect tree life and plant life and neglect human life?
"Why protect cattle from Texas fever and not protect people from typhoid and malarial fever?
"Why protect pigs and forget the children?
"Everybody agrees to the wisdom of this proposition. The real question is how shall we accomplish this? I believe in a Department of Public Health, because in fighting disease and in fighting death due to preventable disease, it is a contest between intelligence and ignorance, and all the authority, dignity, and power of the General Government must be put behind the truth and behind the best methods of dealing with disease in order to make the people realize its value and its truth."

"We want to stop waste, or we ought to want to stop it, and one of the first wastes to stop is the waste of children. If we've got to waste somethin' or somebody, let's waste a few politicians. We've got them to spare.

"But there, I've meandered away from my text again. I'm scatterin' worse than Ben Holson's old muzzle-loadin' shotgun used to scatter, and Ben used to say, that load her with a pint of quinine pills and turn her loose on top of a hill, there'd be a hailstorm all over the country for two hours. He used to say that if he shot an elephant with that gun the critter would look as if it had died of chicken-pox.

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"No," says Hiram, "the scent was on him."

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"Uncle Sam must mend his fences. There's so many, many ways we can stop this fool waste and mend the fences if we only will. Here's one way; here's one of the biggest fool holes to plug, that's the hole made by that kindlin' pile back of my store here and back of every store in this country. When I think of the wicked waste of them kindlin' piles, I declare I do lose my temper! There ain't any more excuse for that waste than there would be for tryin' to set up an ice-cream saloon at the North Pole or peddlin' mittens in (*Well, well? Yes, yes! Here I be. What do you want? Can't one of you clerks find anything for yourself without hollerin' to me about it? If you'd open your eyes as often as you do your mouths, you'd get along better, maybe.*)

"What do I mean by my kindlin' pile? I'll tell you. That pile is made up of old boxes, packin'-cases and such, that goods I buy for my store here come to me in. Each one of them boxes is used just once and then it's ripped open and chucked out on the kindlin'-pile. Think of it! Think of the wicked, sinful waste of it, with lumber the price it is now and gettin' scarcer every year! You don't look real interested yet. Maybe you don't figger that that waste hits you very hard. Every unnecessary waste hits every individual one of us, fur as that goes, and this one hits you, just as it hits me — and Bill Smith and Tony Spaghetti — and Woodrow Wilson — everybody, high or low. That pile of old boxes in the first place cost more than I made on the goods that come in 'em. Every man that shipped a box charged that on to the price of his goods, and I charged it back on to you and my other customers. Every time you buy a dollar's worth of groceries you pay ten cents or a quarter to cover the cost of the box.

FROM BOSTON "TRANSCRIPT," FEBRUARY 15, 1919. "MILLIONS SQUANDERED IN PRODUCE PACKAGES," INTERVIEW WITH R. W. MERRICK, LATE OF THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE.

"But why does the public stand for the mountains of empty produce containers? Why does the public allow itself to be taxed a quarter billion dollars each year for worthless empty crates and boxes?" (*See page 53.*)

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"The way I charge for these boxes you don't fuss, but if your wife come down to get a package of starch and I charged her ten cents for the starch and one cent for the box, she would just naturally ask me why I didn't use the boxes over and over again and save her that extra cent. That's what Cy Blake has always done with his milk bottles, and it's what we used to do with the vinegar barrels, oil barrels, egg crates, berry crates, and a thousand and one things; but that was when the railroads used to bring the empties back free. Now I tell you, if we can cut a man's grocery bill down ten or fifteen cents on a dollar, it ought to be done. Of course, railroads say they can't afford to bring them empties back free, but when you find these weak flimsy boxes they carry now are costin' them very railroads more in loss and damage claims than the freight they get out of them, it looks to me as though they could carry good strong boxes free, if there are such things to be had. Don't it look so to you? Or to any business man? I guess it does! And don't it look as if 'twould pay to find out if they are to be had? (See page 53, "American Shoemaking.")

"$250,000,000 a year wasted on kindlin'-piles, like mine back of the store here, hits us all.

"Let's take a look at it from another point — just one point, for there's as many points to this kindlin'-pile thing as there is prickles on a chestnut burr, and at least one of them prickles sticks into each separate citizen in this U. S. A. Let's talk about the feller that ships eggs to market. Let's suppose, for instance, that you was doin' it yourself.

"To begin with you give fifty cents a-piece for the wooden cases, and they're mighty thin at that. When they get to the city more than half of the eggs are broken because the cases are weak. Of course, you may say that's all right, the customer pays for all that, but you want to bear in mind that you are payin' for somebody else's mean cases, same as he is for yours. This world is one big community, when you

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get right down to it, and we all share the bitter along with the sweet.

"I'm tellin' you right now that this high cost of livin' proposition is goin' to be fixed some day so that Uncle Sam will say that you haven't got the right to waste money in cases and then take it out of the pocket of the feller that's got to eat the eggs that ain't broken, and hasn't anything to say about how your carelessness broke the others. The Sherman Act was for somethin' of this sort.

FROM "THE COUNTRY GENTLEMAN" ARTICLE ENTITLED "OUR TWO BILLIONS EGG WASTE," H. ARMSTRONG ROBERTS.

> *"Each year a billion eggs are smashed in this country. The bill for this damage approximates $25,000,000. Economically this breakage represents the destruction of over 50,000 tons of one of our most valuable food staples."* (See page 76.)

"You fellers don't buy a satchel every time you go to town, or a new trunk, and there's no reason why you should buy a new egg case every time you ship a lot. When they used to return the egg cases free those cases were built so strong they would last a hundred years. There wan't any broken eggs then. Perhaps you'll say you can't afford to pay the freight back on a heavy case, because this added freight would be more than the flimsy cases you are using now cost you. All right, then the answer is just this: Use a case made of somethin' that ain't heavy, somethin' that's light but strong and can be returned in a little space and that can be used over and over again. The Government is askin' us all to save paper. Well, savin' paper means savin' wood, because wood is paper stock. It takes lots of wood to make a heavy durable, strong packin'-case. *Don't use wooden cases then. Use somethin' better.*

FROM BOSTON "POST," JULY 21, 1917.

> *"Secretary of Commerce Redfield has appealed to the people of the country to save old newspapers and to help relieve the situation and the National Government is understood to be contemplating further steps to conserve the supply and regulate prices*

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**********They claim that $120,000,000 is wasted each year on containers of wood and fibre, which might much better be ground into pulp for paper, so far as continuous usefulness goes, and that these are thrown away after completing a single trip." (More recent reports show that this $120,000,000 should be $250,000,000. See page 54.)

"And here's a little mite of prophecy I'm chuckin' in free gratis for nothin'. And it's good straight goods too, even if it is a present. Some of these fine days our Uncle Sam is goin' to speak up loud and say: 'Stop usin' your flimsy wooden cases. I need the wood for more important things. Use the right kind of case, one that can be packed right goin' out and carried back easy in little space, and used over and over again. 'Use that kind of case!' Uncle Sam'll say, 'and I'll have 'em carried back free for you!'

"Why, the heavy wooden boxes used in shippin' army supplies to France have cost between $40,000,000 and $50,000,000. And where are they now? In the kindlin' piles of French towns and villages and cities. *Waste*, WASTE, WASTE, I tell you. And wicked waste, 'cause it could all be done away with. Or, if not all, then pretty nigh all. Suppose you was a farmer with a grown up son. Suppose you had given your boy the next farm to yours. Supposin', in the winter, instead of cuttin' down trees, he used the fences up for the stove, and in the summer the cows come in and ate up the corn he'd planted. I bet you when he came around to you for corn to feed his chickens you'd kick some and say, 'Well, I'll help you this time to keep your chickens from starvin' but you've got to mend your fences.' We've bought Liberty Bonds and helped Uncle Sam all we could, but don't you think he's got some fences to mend afore he calls for much more corn? Here he's been tellin' us to save paper, and yet, accordin' to his own story, $250,000,000 is added to our grocery bills on account of the kindlin' wood piles out back. (See page 54.)

"The boxmakers have got to buildin' these wooden packin' boxes of theirs so thin now that a little dried up five-footer

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"Think of it! Think of the wicked, sinful waste of it...."

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like Seth Peters can't sit on one and tell a lie in comfort. Seth was in here the other day and set down on a box that had just come off the cart from the city. He hadn't much more than begun to tell about the fish he caught last summer up in Maine than I heard the boards of that box beginnin' to crack, and when he switched off to the Prohibition Act and give out that it didn't make no difference to him, *he* hadn't tasted a drop of liquor for up'ards of a year, Crash!! down he went, plumb through to the floor. Of course the weight of a lie like that would strain 'most any kind of box, but if a man can't sit around in a grocery store and lie without gettin' his every-day trousers full of splinters a lot of folks you and me know'll get flat-footed standin' up.

"To be serious again, the waste of our lumber in this country is a mighty wicked thing. When we're usin' up timber faster than it's grown, our grandchildren are liable to come along when it's all gone and find fault because we wasted $250,000,000 worth a year in one-trip boxes and crates.

FROM BOSTON "TRANSCRIPT" EDITORIAL "THE FORESTERS' CONGRESS," FEBRUARY 25, 1919.

> *"According to figures which Professor E. F. Fisher lately published the United States has been consuming its merchantable timber at the rate of three and one half times the rate of production."*

"Well, when business men get to runnin' the business of this country, as they've got to some day, after they've run the politicians out — when they do, and when they realize that more of our precious lumber is bein' cut up than is grown and that $250,000,000 worth of it is bein' wasted in one-trip flimsy boxes, which on account of their flimsiness mean loss and damage of $80,000,000 to the railroads and smash $25,000,000 worth of our main food product, eggs — they will see that packin' cases are made of somethin' that will last and can't break. You bet they will! It's an immoral condition now makin' thieves out of everybody, because the

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wooden and fibre cases are just a straight invitation to steal. And the dear land knows there's thieves a-plenty without sendin' out invitations.

FROM MACON, GEORGIA, "TELEGRAM," JANUARY 8, 1919.
"MORE CAR LOOTING THAN EVER KNOWN." RAILROADS ARE HEAVY LOSERS BY SERIES OF OPERATIONS BY BOLD GANGS OF THIEVES.

> *"Because of the robbery and pilfering of freight and baggage at all freight depots, the transportation departments have paid out during the last four or five months three hundred per cent more claims than ever before in the history of the railroads."* (*See page 60.*)

"When business men run this country they'll see that if flimsy containers are makin' all this trouble for the railroads, they are goin' to make just as much for the trucks, and that when truck routes are formed and trucks, as common carriers, are stoppin' regular at the farmers' gates, the stuff must be packed in strong metal boxes so that they can be thrown on hit or miss, without stoppin' to reload. Returnable cases that nobody can break will make trucks profitable and the cost of livin' will go down fifteen per cent.

"You notice I say 'metal' boxes. Well, I might better have said 'steel' boxes. That's what the container that's comin' is goin' to be, as sure as you and I are settin' here talkin' this minute. That is, as sure as I'm talkin' and you're goin' to (*Hurry up, Sam! Old Miss Henderson's been standin' there waitin' for you so long she'll turn into a pillar of salt, like Lot's wife in Scriptur'. 'Twill be consider'ble of a change for her; judgin' by what I hear of the way she manages to pry into her neighbor's affairs she must be mostly rubber at present.*)

"Let's see. Where was I? Oh, yes! A steel box is what's comin'. A steel box that will fold down flat when it's empty and can be shipped back home flat, takin' up hardly any space at all. With one of them steel boxes that I've been tellin' you about, the farmer and every other shipper will see that

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"Crash!! Down he went plumb through to the floor."

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it's cheaper for him. It will go a thousand trips, and besides he'll have his name on that box so as to get it back. That name will be his brand, his trademark. He's goin' to learn that his brand and reputation mean somethin' and if he packs wormy apples he'll lose his customers.

FROM BOSTON "POST," JULY 21, 1917.

"An indestructible container would largely eliminate the waste on one-trip boxes." *(See page 54.)*

"Did I say those collapsible, non-breakable steel boxes was comin'? Well, they're better than comin' — they're here. And as for goin' back and forth and back and forth again — why, they'll go six hundred times, and six times six hundred, for what I know!

LETTER FROM E. T. WRIGHT & COMPANY, ROCKLAND, MASS., TO PNEUMATIC SCALE CORPORATION, LTD.

"October 18, 1916.

GENTLEMEN:

In response to your inquiry, would say that the 50 collapsible steel cases purchased of you in 1915, have now made over 600 trips each, and apparently are in condition to make as many more trips.

"Although designed for 70 lbs. we have loaded these cases with from 200 to 300 lbs. per trip. In fact, we have spared the cases in no way, but, on the contrary, have given them the most severe service to determine how much abuse the same would stand. As compared with the usual railroad trips, we consider that these cases have received much more than ordinary abuse.

"We consider the case is absolutely pilfer-proof, and when collapsed it occupies no more space than wooden shooks for the same box. The labor of handling is less than that of the ordinary case, and we believe would save the railroads an immense amount of labor, if put into universal use. We regret that the railroads have not recognized the benefits to be secured by the use of this case, and so equalized the rates as to make it the universal container. If the rates were so equalized that it cost us no more for freight out and return than it now costs us to ship out, we believe by the use of this case, we can find the solution of the rapidly rising freight rates from the East."

Yours very truly,
E. T. WRIGHT & CO. INC.

"And with stout steel boxes like these another big waste can be saved, that's the waste space in loadin', in loadin' cars,

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trucks, express carts, everything. It's as plain as the nose on Peleg Barbour's face, and they used to say that was so plain that a near-sighted man could see the end of it a full minute afore he caught a glimpse of Peleg himself. It's as plain as that nose that a box which even a baggage smasher can't break can be packed to better advantage than a weak, flimsy one can.

"You can heap the steel boxes on top of each other, you can put eggs under lead bars and liquid glue on top of silk. With no chance to leak, and no chance to break, all the packer has to think of is how to stow 'em in. A freight car can be loaded to the top, not half loaded, same as now. And the savin' of freight cars and the savin' of trucks means more space ready for more stuff. That's a fence worth mending, ain't it?

FROM INDIANAPOLIS "STAR," JUNE 2, 1917.

> *"According to the Pennsylvania Railroad Company's 'Car Utility Bulletin,' only fifty-five per cent of the carrying capacity of cars is being used on the average."*

"How did this new-fangled, common-sense case I'm tellin' you about happen to be thought of and made? Well, I'll tell you. A feller down in Boston got lookin' into this package game. Now, no human bein' of average common-sense can look into *that* game without seein' there's somethin' wrong with it. The newspapers are seein' it and talkin' about it, too.

FROM NEW YORK "WORLD," FEBRUARY 15, 1919.

> *"It is no uncommon sight to find farmers plowing under this or that crop, turning into green fertilizer vines or plants that would have yielded a fair return, except that the cost of the shipping package required to get the crop to market would be more than the selling price of the produce."*

"So this Boston chap decided that 'twas time for a business man to make a *business* packin' case. It must be light, it must be strong enough to walk on without breakin', it must be a case that could be packed easy and in a hurry. With

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such a case one big hole in the fence would be mended, that's the hole made by damage claims. Since they stopped the free return of empty cases, loss and damage claims have gone up from practically nothin' to over $80,000,000 a year, and everybody says there was as much more that wan't paid last year, but just left until Uncle Sam catches his breath after the fight he's been in with Germany.

"Now, as I've said, the short loadin' of freight cars was another big hole in the fence.

FROM PHILADELPHIA "PUBLIC LEDGER," SATURDAY, SEPT. 22, 1917. $200,000,000 WASTED YEARLY IN UNDERLOADING OF CARS. "HIGH COST OF VACUUM." BY PROF. GROVER G. HUEBNER.

> *"By adding the interest paid by the railroads on freight cars which are not used to produce revenue, to the cost of hauling this empty car space, we have the astonishing total of not less than $209,000,000."* *(See page 63.)*

"Course the railroads saw they'd have to do somethin' to stop this short loadin', so it was decided to hold cars, and not send 'em out until they was full. Well, they couldn't load 'em full without smashin' all the flimsy stuff, but they did get more in. But when they come to pile more of this stuff in, the loss and damage claims doubled. So our Boston feller saw that, first of all, a steel box was what was needed. But if such a box was made of heavy steel to get strength, the extra freight would cost more than the flimsy box. So he got up a cute scheme of takin' three thin sheets of steel and puttin' them together in such a way that, while it makes a box as strong as ordinary steel five times its weight, it only weighs about the same as a good, sensible wooden box would, the kind of wooden box we used to get before they stopped bringin' 'em back free. You can't smash it. And he found, same as the express companies found, that a whole lot of boxes got lost and had to be paid for by the railroads because they had four or five marks on them. Why, the Interstate Commerce Commission said they lost millions each year this

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way. So he fixed his box so the marks would always be in one place, and couldn't get rubbed off.

FROM "MANUFACTURERS RECORD," BALTIMORE, MD., FEB. 13, 1919, "BETTER PACKING AND BETTER MARKING OF EXPRESS PACKAGES."

"The American Railway Express Company will start a "better packing — better marking" campaign, and a marked improvement in the express service of the whole country is expected to follow this campaign."

"His box has handles on it, so it's easy to move it. These are set in flush with the box so they won't scratch anything else, and he's fixed it so it will fold up when it ain't bein' used, just like a paper-hanger's board. All the railroad fellers said, 'If you'll only make it pilfer-proof, we'll do most anythin' for you.' I'll be darned if he hasn't done even that, too! A thief can't get into it without bein' caught.

"All right then, there was the box, the box all hands was lookin' for, and endorsed by all hands, too.

FROM REPORT OF THE AMERICAN RAILWAY ASSOCIATION, COMMITTEE ON FREIGHT HANDLING AND PACKING.

"It is many times stronger than a wooden box and practically indestructible in the ordinary wear and tear of freight handling. By the use of an automatic lock the case cannot be opened without clear evidence of robbery, therefore, its advantages as we see them are as follows:

1. *Prevents concealed losses.*
2. *On account of construction, prevents damage, also concealed damage.*
3. *Does not absorb moisture, as a wooden or fibre-board container would.*
4. *Can be used over and over again indefinitely."*

(See page 55.)

"Yes, well you'd think that settled it, wouldn't you? You'd think that when the folks that shipped the stuff wanted just that kind of a packin'-case, and the truck companies and express companies that carried the stuff wanted it, and the folks that bought and used the stuff wanted it because they would see what a savin' to them its use would mean, you'd think then that the argument was all over, that all that was neces-

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sary to do was to start in makin' the steel cases as fast as they could be turned out, while the rest of creation set up nights beggin' you to hurry.

"If you think that way, son, your thinker needs tinkerin'. Elnathan Pease's boy took the old man's watch to pieces one time. When Elnathan found out what was goin' on he was a little mite worried, cause he thought consider'ble of that watch. 'Can you get it back together again?' he asks. The boy grinned, 'Land yes, Pop,' says he, 'gettin' it back is the easiest part. It's together already and there's nine extry pieces left over that I didn't need.' Same way with your thinker if you think the steel case man's need for argument was ended. He had convinced everybody except — well, except them who couldn't afford to be convinced.

"You remember the yarn about the near-sighted judge down South, who asked what was the plea in the case and a little darky stood up and said 'Not guilty.' The judge squinted at him and asked, 'Are you the attorney for the defendant?' The little darky says, 'No, judge, I's only de nigger what stole de chickens.'

"He couldn't *afford* to plead guilty you see. Well, neither can all the makers of wooden packin'-boxes and fibre boxes in this big country. Down inside of them they might know, same as the little darky knew, just who stole the chickens, but they wasn't goin' to risk their bread and butter by saying so. You can't blame them altogether. Their capital was invested in the wooden and fibre box plants and they was bound to fight.

"So our Boston steel box-maker, after goin' afore one Government committee after another, decided to bring a test case. In fact the committee asked him to bring one. His argument was about like this: If a shipper had to pay more freight to get the strong steel box out and back than he now pays to get the flimsy wood and fibre box out, the steel box

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couldn't be used no matter how good or how cheap it was. He vowed that it ought to go out without payin' any freight for the box, but only on the stuff in it, and the railroads ought to return it at the low price they charged for sheet steel, because it didn't take up any more room than such steel. This would give the railroads just as much money for freight as they was gettin' today, as a whole. Of course, they'd have to haul it once more, but when 'twas laid down flat, it was only three-quarters of an inch thick, so it wouldn't take up any room to speak of and could be thrown in 'most any way.

"He pointed out that the tank car didn't pay any freight at all, and it didn't save near as much damages and labor as his steel box would, and that he and eleven hundred shippers thought he was entitled to the same treatment.

"Well, he brought the test case. Must have cost him a heap of money. He gave in letters signed by over eleven hundred shippers from all over the country, the very same fellers that put up the packages that are on my shelves here. Some of 'em said they didn't know as they could use a steel box themselves, but they thought somethin' ought to be done to stop this wicked waste, and even if they couldn't use it, they'd like to see it put in operation. So they asked the railroads to give the rates that this box feller asked for.

"Some of these fellers whose business was makin' flimsy boxes found out about the petitions that the eleven hundred shippers signed, and did their darndest to get them signatures back. Thirty out of the eleven hundred got sort of weak-kneed and asked for the petitions back again. But if you could see the letters *some* of these shippers wrote back to the flimsy-box men, you'd be sartin that they knew a good thing when they saw it, and were workin' for the good of the public, instead of that a few individuals. (See page 57.)

"Here are a few of the replies sent in answer to this appeal of the wood and fibre box manufacturers:

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"...there's nine extry pieces left over that I didn't need."

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CORRUGATED FIBRE ASS'N.,
608 S. DEARBORN ST.,
CHICAGO, ILL.

Gentlemen:—

Replying to your circular letter of March 25, would say that as we are not on the witness stand we would not know of any reason why we should subject ourselves to a cross-examination of why we signed a petition which your association evidently feels is against the interest of the manufacturers of corrugated and fibre cases. We signed the petition because we believe it to be in the interest of permanent economy and efficiency. Undoubtedly, with every advance forward, some industry is liable to suffer on account of the advance. We are sincerely sorry that it happens to be the industry that you represent that may be injured in this case.

CRUVER MANUFACTURING COMPANY,
Chicago, Ill.

CORRUGATED FIBRE ASS'N.,
608 S. DEARBORN ST.,
CHICAGO, ILL.

Gentlemen:—

Answering your question No. 3, we have fully appreciated the advantages of the use of fibre containers, and think steel containers are better for the reason set forth in the complaint.

F. H. BENNETT BISCUIT COMPANY,
New York, N. Y.

FIBRE SHIPPING CONTAINER ASS'N.,
2140 TRANSPORTATION BLDG.,
CHICAGO, ILL.

Gentlemen:—

We can, of course, speak for our particular business only, but we can assure you that in the pharmaceutical trade, a returnable collapsible shipping case, constructed of steel or other suitable material, would fill a long-felt want covering requirements which are not taken care of in a satisfactory manner either by fibre or wood shipping cases.

THE NORWICH PHARMACAL COMPANY,
Norwich, N. Y.

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MR. B. C. TAMLIN, SECRETARY,
THE NATIONAL ASSOCIATION OF CORRUGATED
FIBRE BOX MANUFACTURERS,
900 LYTTON BUILDING,
CHICAGO, ILL.

Dear Sir:—

In this connection would advise, however, that if we had been requested to affix our name to this petition, we believe that we would have done so as we are heartily in sympathy with their proposition, and we believe that if such provisions were placed in the railroad classification it would be the means of saving millions of dollars to the shippers of the country for containers and shipping cases that are seldom used but once, and likewise millions to the carriers for loss and damage claims, which would more than offset any loss they might obtain in handling the return movement of the containers free.

We are not of the belief that if the railroad companies are compelled to transport commodities in these containers at the net weight that they will be forced to carry commodities in all other kinds of containers at the net weight, any more than they are now compelled to carry commodities packed in crates at the same rate as those packed in boxes, the former of which usually takes a high rate; further, certain commodities are now carried at the net weight. Neither are we of the opinion that it will be necessary to advance rates to offset the loss of handling the containers free; further, we believe that the carriers would be saving money on account of loss and damage claims that would be eliminated by the use of a metal shipping case.

BUFFALO SPECIALTY CO.,
Buffalo, N. Y.

"Now afore he got his test case a-goin', our steel-case man thought he'd like to hear what some of the railroad loss and damage claim fellers would think about such a non-smashable box as his was. I mean the fellers whose job 'twas to actually pay the loss and damage claims. There wan't much difference of opinion there, *I* tell you. When Ben Thatcher's mother-in-law was so sick, the doctor says to him, 'Mr. Thatcher,' he says, 'I think it's my duty to tell you that if that operation is performed on your wife's mother, it *may* prove fatal.' Ben rubbed his chin a minute and then he says, 'Well, doc, it's worth tryin', anyhow.' The railroads' loss and damage claim men thought the new steel box was worth tryin' and they didn't think 'twould prove fatal, neither.

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J. J. HOOPER, OF THE SOUTHERN RAILWAY, HAVING RECEIVED A COPY OF THE COMPLAINT CONTAINING RULE 14, WHICH IS THE RATING ASKED FOR, ON JAN. 26, 1918, SAID:

"I do not see how anything could be added to your articles of faith, especially Rule 14. It would seem to me that anything capable of reducing and minimizing the frightful economic waste that now obtains should be encouraged in every possible manner. I do not know whether it is a propitious moment to press matters of this kind, until we all know the result of federal control, but it would strike me that the principle ought to be fostered and encouraged by the Government or by individual carriers." (*See page 59.*)

"When the Boston feller's test case come up for trial, there was a regular regiment of lawyers on the other side. There was lawyers from the lumber trusts, barrel trusts, box trusts, paper trusts, and 'most every other trust, and some railroad lawyers; but he didn't see any of the witnesses there from the railroads that had been sayin' such good things about his box; the reason bein' that the fellers you'd just naturally suppose would know somethin' about it hadn't been called. In fact, some chaps that had had a whole lot to say and was goin' to come as witnesses for him just sort of hinted at the last minute that he'd better not call 'em. Of course, this box feller didn't want anybody to lose his job, so he thought he'd paddle along alone.

"He stated his side, told about the losses to the railroads, to the shippers and to everybody, and proved his statements by figgers. Of course, some of what he said they *had* to agree to, because a blind man could see it was the truth. Most of it, though, they tried to dodge or get away from. The lawyers for the opposition had picked out one feller for a witness that was a sort of pacemaker, you might say, for the lot of 'em. He'd do the heft of the runnin' and the others would set around and sic him on. One of the arguments this pacemaker man used started out to be a complete agreement. He give in at once that the Boston man's steel box was a good thing. But he declared it was *so* good it wouldn't need any help from the railroads in the way of carryin' it back at a

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low rate. If it was turned loose just as the rates are now, he said, the other box fellers would have to get a hustle on.

"He had a whole lot of figgers to show that 'twould be cheaper for the shippers to pay $262 apiece for these steel boxes than to pay, as now, forty-three cents for the flimsy paper ones. That was good logic, there was only one trouble with it and that was the same trouble that the carpenter found with his square — 'twan't true. My daughter's boy, Johnny, has been visitin' at our house for a spell. He's only eleven years old and about the average smartness in school, but even a young-one like that could see a hole in this pacemaker's figgerin'. I asked him, 'Johnny,' says I, 'suppose a man was *given*, free gratis for nothin', a steel box that was worth two hundred and sixty-two dollars? Now suppose the return freight and cartin' on that steel case for one trip was fifty cents. How much more would the steel box man make on the one trip than a feller made who bought a wooden box for forty-three cents and didn't send it back at all?' Johnny figgered and figgered and by and by he says, 'Why Grandpa,' he says, 'the steel box man wouldn't make anything. Even if the box was given to him he'd be seven cents out the first trip.' 'You can go to the head of the class, John,' says I, 'But you'd never do to make a pacemaker for the lawyer down in Washin'ton.'

"And the interest on the two hundred and sixty-two dollar investment, which interest would amount to over fifteen dollars a year, never seemed to strike that pacemaker's head at all. Or, if it did strike, it bounced off again. A feller with a head like that would make an A No. 1 soldier, wouldn't he? *He* wouldn't need any steel helmet — no sir! Nothin' that was fired by the enemy would as much as scratch *his* crust. I guess likely, though, the real reason this pacemaker man didn't notice the point about the interest wan't because his head was so thick. He was like Caleb Russell was with his garden. 'Look at them tommaters comin' up,' says Caleb pointin'. 'See 'em! See 'em!' 'Yes,' says the feller he was

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"...he'd be seven cents out the first trip."

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showin', 'but look at the weeds. I never saw so many weeds. See them!' 'Thunder!' says Caleb, 'I don't *want* to see *them!*' That's the way 'twas with that pacemaker. He only saw what he wanted to see.

"Then there was a lot of time wasted in arguin' about what was painted on the steel box, or *how* 'twas painted. Old pacemaker, he said the box was painted red, and if they was all painted red, you couldn't tell what was in 'em. He seemed to put a lot of heft on this point. Then he said that 'twan't marked right, anyhow, it oughter be stenciled on the top of the box. Well, now, I suppose just naturally the shipper'd want to paint it with all his advertisin' on it. That would probably tell what was in it, more or less, as most of these fellers use every chance they can get to advertise. As far as stencilin' the name is concerned, I suppose they *could* stencil it on top as well as on the ends, if they buckled right down to the job and hired a flock of lawyers to show 'em how.

"Now think of it! Just think of wastin' good valuable time and money arguin' such little mites of fool arguments as whether a box ought to be stenciled on top or on the side! Ain't it ridiculous! Don't such nonsense from grown-up men beat (*Sam! Sam! Don't let them empty barrels sit out on the front platform any longer. Wrastle 'em in and put 'em down cellar. Yes, and say, start this week, will you, to oblige me!*)

"I ain't got time to go into the whole of this test case. I wish I had. 'Twas improvin', but kind of similar, as the feller said about readin' the list of 'begats' in the Bible. One point which made a hit with the judge who was hearin' the case was this — our pacemaker friend doin' the figgerin' of course.

"He figgered that there's 6,000,000,000 feet of lumber bein' used in boxes every year, and as it weighed two pounds to a foot, the railroads was gettin' $41,000,000 freight for carryin' it. To lose that $41,000,000 freight by takin' on the steel box free looked bad to the judge. But you'll notice that old Deacon Pacemaker got his figgers by givin' out that

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the lumber weighed two pounds to a foot. Now in one of the Government reports, the one they call Bulletin No. 117, on page 41, it shows that lumber should have been figgered as one-half inch thick instead of an inch thick. That makes a little difference of $20,000,000 in the freight received. You know everybody's got a blind side, they say, and this pace-maker feller evidently had one to the extent of $20,000,000 because he lost out twice on that same amount.

"Well, leavin' out a lot more that was interestin', if not illuminatin', like the lamp the old woman filled with machine oil, the gist of the report the Washin'ton judge gave out, after hearin' the case, was to the effect that the Boston man's steel box would save on boots and shoes; clothin', dry goods and notions; butter and cheese; eggs; flour and other mill products; sugar; groceries; wines; liquors and beers; tobacco and tobacco products; glass and glassware; but that $41,000,000, the supposed loss on freight, was too much to pay for it. (See page 59, "N.Y. Journal of Commerce.")

"Now if, as they say, this steel box would save *part* of this loss and damage, why didn't they make it possible to use it on these different lines of goods, instead of waitin' to be prodded up again? And prodded up they're goin' to be. This test case was only the beginnin', so the steel box man told me himself.

"And now here I be back to my text again. Stop waste! I don't mean save pins and needles, but stop big wastes. Stop lettin' our splendid water power — the heft of it — go for nothin'. (See page 71.)

"Stop lettin' good farm land lie idle, while the country's sufferin' for food to be raised on it. (See page 21, F. R. Hutton.) Make farmin' attractive, so that farmers will be business men and handle their stuff at a profit. (See page 68, "Benefits of Improved Roads.")

"Stop usin' out-o'-date methods, that pull the money out of everybody's pocket-books, when there's better to be had. (See pages 54 and 76, Boston "Post.")

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"Our people are an asset to Uncle Sam, just the same as the stuff on my shelves is an asset to me. Let's make 'em worth all we can, in health, intelligence and everything.

"Let's stop this everlastin' scrappin' there is between Labor and Capital. Labor has a right to organize. Why not? But it ought to be organized like any other business — under a charter — so that every stockholder would have a right to see where the money was spent. I bet if every stockholder in a labor organization could see where the money is spent, there'd be a change in the walkin' delegates. The leaders now hold their jobs by stirrin' up trouble. If they was under a charter, the leaders would hold their jobs by savin' trouble. When you fix this, these organizations will be run by men that own their little homes, that are interested in the welfare of the town. They'll run things, and Labor and Capital will settle down and run along smooth together. It costs millions every year for changes in labor. (See page 76.)

"Speakin' of labor trouble, why not let all hands come in for increased pay in the same proportion they increase the business? Then they'd sure all work together. They'd all want to grease the wheels. An Englishman has tried this scheme, and he has increased his output 50%. Everybody's gettin' more money than the Union ever thought of and is happy.

"Make cartin' cheaper by buildin' good roads. (See page 64, Hutton.) By usin' motor trucks as common carriers. (See page 66, Rural Motor Express Lines.)

"Stop this waste in kindlin' wood that I've been tellin' about, and you'll probably get newspapers at the old price again. (See page 54.)

"And when you've commenced to do that you've begun to help men like Cy Blake, the feller I told you about in the beginnin', and you're helpin' every storekeeper like me, and every consumer like you. You're helpin' everybody all over the country. Cut out some of the political waste, cut out some

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of the big game of Public Shuffle Board that's played in Washin'ton and in every state capital with the dollars of us all as counters. (See page 74.)

"How are we goin' to do it? There's ways. The business men could fix it in a hurry, but each one has got somethin' of his own to do. One way would be to pay politicians enough money so that business men would take the jobs. Another way would be to make political positions so honorable that honorable business men would *want* to take 'em. You know, a man will do a heap for honor. Take the town constable here — Sim Brown. He struts around on the Fourth of July with that tin star, and I'll bet he thinks more of that than he does of his wife and family.

"Of course, business men couldn't be coaxed with a tin star; but they could occupy a position equal to the President of the United States, and if they did all these things I'm talkin' about, they'd be a mighty sight more use to the people generally. And when anythin' was put up to 'em, they could employ good engineers to investigate and get a business man's squint on it. When *they* made a report afore Congress, recommendin' this thing or that, Congress wouldn't turn it down, if it affected the cost of livin', because Congressmen always want to be re-elected. A genuine, workable, workin' committee of business men would have the power to look into every Government contract, to see how near we get to one hundred cents on the dollar. They could act as a sort of balance wheel for the whole proposition. And then when you'd read the appropriations in Uncle Sam's census, you'd came pretty nigh to knowin' where the money went to.

"Waste? Look here. Here's some figgers somebody has reckoned out shows what a year's waste in the United States means. The figgers ain't guess work; they've been got by careful estimation and cal'latin'. One set is more or less dependent on another, of course, just as the waste in car space comes from the loss and damage claims against railroads, and that's helped out by the cost of deliveries, and both are run

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up and made possible by the waste in flimsy boxes. The waste in bad roads has a bearin' on the waste in education and the waste in education hits good health and political economy. They're all dependent on one another. Cut out one big waste like the flimsy box waste, the waste of the kindlin' piles, and you're cuttin' down on all of 'em. But as figgers they're worth thinkin' over and considerin'. Here they be:

		Page
1. One Trip Boxes	$250,000,000	53
2. Loss and Damage to Railroads	80,000,000	60
3. Car Space Lost Due to Weak Containers	100,000,000	63
4. Good Roads	13,077,100,000	64
5. Education	2,000,000,000	69
6. Store Deliveries	60,000,000	70
7. Coal Saved by Utilizing Water Power	2,000,000,000	71
8. Daylight	40,000,000	73
9. Military Training	500,000,000	74
10. Greater Efficiency in Use of Public Funds	2,000,000,000	74
11. Labor Turnover	200,000,000	76
12. Miscellaneous Conservation Savings	177,400,000	76
Total	$20,474,500,000	

"It don't make so much difference, as I see it, what wages we get, whether they're high or low. The whole thing depends on what we get for our wages.

"Every man that works is entitled to a good home, good food and plenty of it, and he ought to be dressed just as well as anybody else. He is entitled to amusement, and after all his bills is paid he should be able to pile up somethin' for rainy days. Now, if he has all these things, what does it matter whether he gets ten cents a day or ten dollars? It's how much can he buy with the ten cents or the ten dollars, and how much has he got left after his bills are paid. I remember when everybody was scootin' up to the Klondike, because they could get fifty dollars a day up there. But they come stragglin' back pretty quick because it cost forty-nine dollars

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and ninety-eight cents a day to live there. It just goes to show that high wages ain't the thing. A balance must be struck up somehow with the cost of livin'.

"The feller that figgered this table of waste I just showed you, figgers that the waste amounts to over $1,000 a family, because there are 20,000,000 families in the United States. Now take a carpenter, allowin' even that he gets eight dollars a day which makes his salary $2,400 a year. You can't call that kind of pay 'wages' no more, — it's salary. Well, if his pay does go down, but he saves $1,000 on the stuff that he buys over what he is payin' today, then $1,400 is goin' to do just as much for him as $2,400. In other words, he can do a job of shinglin' for you then for about one-half of what he could before, and have just as much left at the end of the year. Then he could pass this right along to the shoemaker, and everybody else.

"Suppose you was a poultry farmer and suppose you shipped four hundred cases of eggs last year, and you got an average of thirty cents a dozen, say $3,600. Now, if you had shipped those in these steel cases you would have saved $400 right there. You would have saved half your taxes, there's another $180, and the food and clothin' I've sold your family the last year from this store, you would have saved $180 on. Instead of payin' sixty cents a case for haulin' your eggs to town you would have got it done for thirty cents, and there would have been $120 saved. You surely would have saved $300 more in what you paid the hired man, because when everybody's livin' gets cheaper, wages are goin' to be cheaper. Take it on the barn you had shingled, these boxes saved from the kindlin'-wood pile would make the shingles $30 lower. With all this cuttin' of waste to everybody, the cost of chicken feed would be cut down $350. Now under these conditions, if you had sold your eggs at eighteen cents a dozen instead of thirty cents, you would have had more money left than you could have had last year. As a matter of fact, you would have saved a good deal more than this because I haven't fol-

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Sim Brown, the town constable.

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lowed it out into every line that's goin' to come back and benefit you. All I want to do is just point out how you could sell your stuff for half as much and be better off.

"It's a sure thing that the country that's gettin' the least wages, providin' they have got brains back of it, is goin' to sell to the world. Now, I don't believe in low wages, if it means lowerin' the livin', I mean that, by usin' the things we've got and cuttin' out these wastes we can lower the wages and live better. We want to live better all the time because it makes a better and more healthy set of people. We might work cheaper than Chinamen here, which would give us a chance to build stuff for the whole world, and still we'd live better on these Chinamen's wages than the crown heads of Europe do now. This ain't sayin' much maybe, considerin' what hard scratchin' some of them crown heads are doin' just now to keep alive at all, but what I mean is that we, everyone of us, might live five times as cheap and yet live five times as well *if* — IF —

"Why, if Uncle Sam would *just mend his fences.*

"He can't do it alone. We've got to help him. I guess it's up to us, you and me and every citizen of the old U. S. A. It's right up to us, ain't it? What do *you* think?"

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WASTEFULNESS OUR GREAT PUBLIC CURSE

THE billions that might easily be reclaimed from what we now unnecessarily WASTE *would soon pay the national debt. The information upon which "The Wisdom of Solomon" is based comes from highly representative American business, industrial and civic authorities, who are earnestly directing time and energy to the elimination of waste — the insidious toll-taker. These enlightening facts and figures are all presented in the following pages.*

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SOLOMON BAKER'S EVIDENCE

1. ONE TRIP *vs* MANY TRIP BOXES.

FROM BOSTON "TRANSCRIPT," FEBRUARY 15, 1919. "MILLIONS SQUANDERED IN PRODUCE PACKAGES," INTERVIEW WITH R. W. MERRICK, LATE OF THE BUREAU OF MARKETS, UNITED STATES DEPARTMENT OF AGRICULTURE.

The war saddled America with the high cost of living. It imposed its heaviest burden on foodstuffs. Those contentions are beyond question. At the same time, economists point out, the extravagant and wasteful ways in which our food products are marketed, for which the war is not to blame, are also responsible for existing high prices, and from which there is no escape until this extravagance is modified, corrected.

Shipping fruits and vegetables in expensive baskets and crates that frequently cost as much, or more, than the produce which they contain, which baskets and crates are destroyed, after one time use is a case in point. Few persons have any conception of what an enormous sum of money this unnecessary practice involves, and how it stands in the way of cheaper foods even when crops are over-abundant and glutting the markets.

But why does the public stand for the mountains of empty produce containers? Why does the public allow itself to be taxed a quarter billion dollars each year for worthless empty crates and boxes? Fundamentally there is no difference between the two classes of containers. If milk cans and milk bottles can be returned and used over and over again, there is no reason why fruit and vegetable containers should not be made of substantial material, such as metal, and used many, many times. In fact, there is no reason why returnable cases of suitable steel construction should not be made to replace virtually all of the wooden cases now used for dry goods and other merchandise.

FROM "AMERICAN SHOEMAKING," FEBRUARY 22, 1919, "THE METAL SHOE CONTAINER."

In a statement recently made by one of the leading New England shoe manufacturers the typical situation is plainly shown. This particular company paid in 1917 freight charges amounting to $92,351 on shipments for which the one trip boxes alone cost $50,000. Some of the boxes were of wood, the rest of fibre. In the same year this shoe company collected in loss and damage claims $16,475, and besides this they lost goods valued at $500 for which they could not collect.

The actual loss to this company in dollars and cents is plainly $500 plus the interest on $16,475 for the time it took to collect this loss and damage claim, plus the attendant clerical and other expenses. Could anyone estimate the dead loss to this shoe company at less than $1,000 for the year 1917?

Let us look at the railroad side of this account. The boxes used weighed 18 pounds per 100 pounds of contents. The railroads therefore, collected freight charges amounting to $14,086 on the boxes alone, leaving $78,255 freight charges on goods contained in the boxes. But the net actual charge the railroads collected, after paying loss and damage claims was $75,866. Had these shipments all gone in many trip steel boxes and the freight charges been computed on the net weight of the contents, the railroads would have collected a freight charge of $78,255 or $2,389 more money, and would, in addition, have

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been saved all of the expense incident to these claims. One large railroad places the cost of claim adjustments at one-third of the settlement-price. If this is typical, then the railroads lost on shipment of this one shoe company in 1917 about $8,000, when compared with what its experience would have been had the steel box been used and freight rates charged on the net weight of the contents.

BOSTON "POST," JULY 21, 1917.

Secretary of Commerce Redfield has appealed to the people of the country to save old newspapers and to help relieve the situation and the National Government is understood to be contemplating further steps to conserve the supply and regulate prices. . . . They claim that $120,000,000 is wasted each year on containers of wood and fibre which might much better be ground into pulp for paper, so far as continuous usefulness goes, and that these are thrown away after completing a single trip." (More recent reports show that this $120,000,000 should be $250,000,000.) A single Sunday edition of some of the New York newspapers consumes the pulp from fifteen acres of forest trees or 780 acres of trees for one year's Sunday editions of only one of the great newspapers. . . . and if this be so then in one year nearly 2,000 acres of forest trees would have to be cut down and reduced to pulp to meet the needs of a single newspaper of the largest circulation.

BOSTON "POST," JULY 21, 1917.

An indestructible container would largely eliminate the waste on one-trip boxes. It could be used over and over again, and if strongly built, surely would save the railroads hundreds of dollars annually paid out for damages and for goods stolen from freight cars and at the terminals, as well as conserve the forest supply. It would make it possible to pack freight so as to secure much larger advantage of the car space than now is possible with the fragile containers of thin wood and fibre. These cannot be piled one on top of the other without breakage.

FROM BOSTON "TRANSCRIPT," MAY 19, 1917.

Even the estimates for the British Navy were, for the fiscal year 1914–15, placed at only $256,150,026. The German naval estimates for the same year amounted to less than the cost of the American kindling wood-pile, $113,918,367. . . . Notwithstanding that America is actually at war with a country which has effectually conserved its resources, it is allowing many chances for national economies to be entirely neglected. For instance, in the matter of containers—millions of wooden boxes and fibre cases, and the like are thrown away or broken up for kindling after only one or two trips. While we are spending hundreds of thousands of dollars of Federal, State and even municipal funds to protect the forests against fires, still few people even give a thought to the $250,000,000 kindling wood pile of discarded containers. . . . If wood and fibre boxes could be given up entirely (an impossibility, of course) it would mean that there would be a saving of forest cutting of more than one-third of all material entering into the paper industry of this country. Such a saving as this would tend to relieve the paper shortage which is affecting newspapers and nearly every other line of business. . . . One effect of the increased cost of wooden boxes has been the substitution of the less substantial fibre cases. In turn the wooden case makers have been forced to slice their stock thinner

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and thinner in order to meet this competition for lessened cost and weight. Each of these moves has meant heavy loss in tonnage for the railroads the country over, and also a tendency to larger damage claims on account of more goods being crushed or stolen in transit.

FROM "CHRISTIAN SCIENCE MONITOR," OCTOBER 8, 1918.

During the last ten years, the annual cut out of timber in Maine averaged close to 1,000,000 feet, but the annual growth has been only one-tenth of the amount cut. Maine is the leading State in the Union in the consumption of pulp wood, using 1,025,000 cords per year.

PNEUMATIC SCALE CORP. vs. ABERDEEN & ROCKFISH RAILROAD COMPANY ET AL.

The greatest preponderance of the 1,000,000,000 containers annually used, consist of ordinary wooden and fibre boxes which are weak as compared to the Doble Box.

PNEUMATIC SCALE CORP. vs. ABERDEEN & ROCKFISH RAILROAD COMPANY ET AL.

6,000,000,000 feet of lumber is used in the manufacture of boxes at the present time.

MANY TRIP CONTAINER ENDORSED BY ALL HANDS.

FROM REPORT OF THE AMERICAN RAILWAY ASSOCIATION, COMMITTEE ON FREIGHT HANDLING AND PACKING.

"It is many times stronger than a wooden box and practically indestructible in the ordinary wear and tear of freight handling. By the use of an automatic lock the case cannot be opened without clear evidence of robbery, therefore, its advantages as we see them are as follows:

1. *Prevents concealed losses.*
2. *On account of construction, prevents damage, also concealed damage.*
3. *Does not absorb moisture, as a wooden or fibre-board container would.*
4. *Can be used over and over again indefinitely.*"

F. O'MEARE, FREIGHT CLAIM AGENT, CHESAPEAKE & OHIO RY. CO., SAYS:

I am very decidedly of the same view as brought out by Mr. Doble in his correspondence as to the efficiency of the proposed container. The statement made in the enclosed correspondence that fully one-half of the disbursements account loss and damage could be saved by substantial containers is not, in my opinion, exaggerated in the least. A large per cent of the containers in use today are only stout enough to stand preferred handling, and will not stand

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the required handling which makes it necessary to mix different kinds of freight in cars fully loaded.

The proposed container would not only go far towards solving the loss and damage expense, but would bring about an immense saving by permitting a more extensive loading of the cars than under present conditions. Anything the carriers can consistently do to bring about such conditions should, in my opinion, by all means be done.

G. D. CURTIS, VICE-PRESIDENT, ADAMS EXPRESS CO., CHICAGO, ILL., SAYS:

In my judgment, the field is unlimited for reform in packing methods, as at present practiced by too many shippers in this country, and I wish you all possible success in your endeavor.

I think, if many shippers would take the time and trouble to visit the depots and warehouses of the railroads and express companies they would be astounded to note the evidences of flimsy packing and poor marking, by shippers, which they would see, and no longer wonder why so many of their shipments fail to go through in good condition.

G. E. HARLEY, FREIGHT CLAIM AGENT, THE LAKE ERIE & WESTERN RAILROAD CO., INDIANAPOLIS, IND., SAYS:

I have noted the advantages of your container and it certainly appeals to me as a good means of preventing loss and damage claims.

A. H. GUEST, AUDITOR, ELGIN, JOLIET & EASTERN RY. CO., SAYS:

I fully endorse the steel packing cases.

J. M. SHAEHILL, AGENT, ERIE RAILROAD COMPANY, SAYS:

This case seems to be the only solution for the conservation of property account of improper handling of cars and pilferage, and I would be very grateful if you would send me some information in connection with these new cases.

H. Q. WASSON, GENERAL FREIGHT AGENT, THE HOCKING VALLEY RY. CO., SAYS:

It goes without saying that the Hocking Valley is in favor of the adoption of a container that will stand up under all conditions and prevent loss.

FROM BRIEF FILED IN CASE OF PNEUMATIC SCALE CORPORATION, LTD. *vs.* ABERDEEN & ROCKFISH RAILROAD CO., ET AL.

Interveners sought to change the opinion of shippers, and so sent a circular letter to each shipper whose name is in the complaint. While the same form of letter was not always used, the following fairly represents the efforts of interveners.

We copy and supply bold type.

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NATIONAL ASSOCIATION OF BOX MANUFACTURERS.

In re Complaint of Pneumatic Scale Corporation *v.* All Carriers in the United States.

March 22, 1918.

We are listing in this letter names of parties located in your city or vicinity, who are made a party to the complaint of the Pneumatic Scale Corporation, against all the carriers of the United States, as shown on page 7, paragraph 13, also pages 11 to 83 inclusive.

Please read this complaint carefully, and you will see how necessary it is for the Wooden Box Industry to defend itself. We expect you to do your part as a loyal manufacturer, and want to suggest that you see the parties listed in this letter, and develop from them the following information, first asking them to read paragraph 13 on page 7, and show them where their name is listed.

1. Was the use of their name as indicated authorized?

2. Can you secure from them their original correspondence with the Pneumatic Scale Corporation, and send to us, with statement of their position?

3. Do they wish the railroads to handle anything without full charges, as the complaint claims?

4. Could you secure a letter from them, addressed to the Interstate Commerce Commission at Washington, declining to have anything to do with the case, and saying that their name was used without authority? If so, have copy of such letter sent us.

Yours truly,

F. C. GIFFORD, Secretary.

The Richardson Paper Co.,
Lockland, Ohio.

Gentlemen:—

Our present situation—that of our nation engaged in a great war—has caused many of us to have different thoughts and ideas on many questions than we have ever entertained before, and one of the questions is that of waste. We have been a terribly extravagant nation and have wasted our natural resources with a riotous hand, and the waste as applied to lumber and its by-products is one of the most terrible of all. We have reached the situation where it is impossible for us to look a pine box in the face, so to speak, because the cost is absolutely prohibitive. At the same time, the good old pine box has been almost entirely replaced by wood veneer boxes and fibre boxes, but the time is surely coming when they, like the pine box, will be a luxury—but what are we going to do?

It is with the idea of this situation in mind that we have approved the idea of the adoption of a steel case. We have not committed ourselves to any particular style or variety of case or to any particular features in reference to the freight rate and the transportation thereof. The idea of shipping goods in a container without paying freight on the container is not a new one to us, because we are quite accustomed to it in the handling of material in tank cars. This feature of the steel package would mean the adoption of the tank car proposition on a smaller scale, and we cannot say that we seriously object to having the packages returned free, although we should not make any objection to a charge by the carriers for the return of empty cases.

LAUTZ BROS. & COMPANY,

Buffalo, N. Y.

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Mr. W. S. Salt,
Sec'y. Fibre Shipping Container Ass'n.,
Chicago, Ill.

Dear Sir:—

I signed the petition favoring this complaint, believing that the classification provisions requested would be of benefit. Still holding this view, I could not consistently furnish the information requested in your letter to be used in opposition to the complaint.

C. M. GILBERT,
Savannah, Ga.

Fibre Shipping Container Ass'n.,
2140 Transportation Bldg.,
Chicago, Ill.

Gentlemen:—

We have your letter of the 25th, and in answer to your first question we may say that we heartily endorse the use of steel containers if the railroad rates can be made consistent with other shipping.

In closing we might add that our idea is that the railroads would gain many millions of dollars a year from the stoppage of loss by theft. Records show that the railroads pay out some fifty millions of dollars a year from their claim department.

THE W. H. MARVIN COMPANY,
Urbana, Ohio.

The National Association of Corrugated
Fibre Box Mfrs.,
900 Lytton Bldg.,
Chicago, Ill.

Dear Sirs:—

At any rate, this is our experience in our particular line, and we are in favor of the Pneumatic Scale Corporation's effort to provide free returns for their containers. We believe this is about as near 100% as anything we have yet found.

THE STETSON SHOE CO.,
South Weymouth, Mass.

J. J. HOOPER, OF THE SOUTHERN RAILWAY, HAVING RECEIVED A COPY OF THE COMPLAINT CONTAINING RULE 14, WHICH IS THE RATING ASKED FOR, ON JAN. 26, 1918, SAID:

I do not see how anything could be added to your articles of faith, especially Rule 14. It would seem to me that anything capable of reducing and minimizing the frightful economic waste that now obtains should be encouraged in every possible manner. I do not know whether it is a propitious moment to press matters of this kind, until we all know the result of federal control, but it would strike me that the principle ought to be fostered and encouraged by the Government or by individual carriers.

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GEORGE WINLOCK, OF THE N. Y., N. H. & H. R.R. CO., WROTE:

We receive from time to time large numbers of claims of alleged concealed losses of shoes from cases both fibre and wood. I am under the impression that the regular use of this container would obviate this trouble, or at least show that it did not occur with the transportation company. Speaking in a general way I am heartily in favor of the idea. Would suggest that your rules for the use of this container be submitted to Mr. L. H. Kentfield, our general freight agent.

G. H. HUNT, OF THE CHICAGO GREAT WESTERN RAILROAD CO., SAID:

I am impressed with the idea that a uniform container of a non-breakage nature is something that would interest the shipping industries and would be a step in the right direction in conserving packing material and in the protection of miscellaneous less carload freight, obviating loss and damage claims. There is no question that the fundamental principle of shipping is the container, and in these days of high prices of material and other facts in connection therewith, too numerous to mention, there is no question in my mind that should the shipping public adopt the container that the problem of obviating loss and damage claims would be solved.

FROM "NEW YORK JOURNAL OF COMMERCE," "I. C. C. ADVOCATES USE OF STEEL CONTAINERS." THE COMMISSION IN EXPLAINING THIS PRINCIPLE SAID:

The payments by railroads on account of loss and damage claims have been a substantial drain upon their revenues for many years. Beginning in 1906, when the act was so amended as to require careful scrutiny of all payments by carriers to shippers, special attention began to be focussed upon this source of expense.

The record indicates that a steel shipping case like complainant's if quite generally used, would probably reduce the loss and damage bill of the carriers on the commodities numbered and classified in table A as follows: (1) Boots and shoes; (2) clothing, dry goods and notions; (3) butter and cheese (4) eggs; (10) flour and other mill products; (11) sugar; (12) groceries; (13) wines, liquors and beers; (14) tobacco and tobacco products; (19) glass and glassware; (24) all other commodities. It further shows that while other causes might be slightly affected, the following numbered and classified causes of loss and damage would be reduced to some extent by the use of a steel container like complainant's; (3) concealed loss; (6) fire; (7) wrecks; (9) defective equipment; (11) rough handling of cars; (13) improper handling and loading of freight and improper packing and packages.

FROM "SOAP GAZETTE AND PERFUMER," JANUARY 1, 1919.

Down and Back, a railroad story—is the title of a little book privately printed, which delves into the problem of transportation in the most novel and interesting narrative form. In it the problem of shipping cases is skilfully developed and solved by the replacement of wooden and other temporary containers with collapsible, pilfer-proof metal packing cases manufactured by the Pneumatic Scale Corporation of Norfolk Downs, Mass., who claim that they are many times stronger than wooden boxes and practically indestructible in the ordinary wear and tear of freight handling. By the use of an automatic lock the case

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cannot be opened without clear evidence of robbery, and further they cannot absorb moisture and can be used over and over again indefinitely. These features of the packing case are unobtrusively developed in the story, with the name of the concern brought in but once towards the end of the story in a most casual and unsuspecting manner. The Company states that it will be glad to forward a copy of the book upon request.

2. LOSS AND DAMAGE TO RAILROADS.

FROM MACON, GEORGIA, "TELEGRAM," JANUARY 8, 1919.
"MORE CAR LOOTING THAN EVER KNOWN." RAILROADS ARE HEAVY LOSERS BY SERIES OF OPERATIONS BY BOLD GANGS OF THIEVES.

Because of the robbery and pilfering of freight and baggage at all freight depots, the transportation departments have paid out during the last four or five months three hundred per cent more claims than ever before in the history of the railroads.

Hardly a shipment of goods is received that has not had some of the contents stolen. Small packages of foods often do not reach their destination. Out of cases of canned goods numbers of the cans are stolen.

The wholesale and retail merchants of the city are kept busy filing claims for stolen goods. In nearly every case the number of claims far exceed those of 1917. One firm said that they had collected more in claims from the railroad than they had paid it for service.

FROM "HANDLING LOSSES," AN EDITORIAL IN THE NOVEMBER, 1917, ISSUE OF "FREIGHT HANDLING AND TERMINAL ENGINEERING."

In strong containers—eggs—the most fragile of staple commodities have been brought uninjured from Russia to Pittsburgh, Pa., 9,000 miles. In weak $\frac{7}{16}$ inch wooden cases, of "crates" prescribed by the railroads, eggs are destroyed or damaged every month to the value of thousands of dollars while being carried short distances—less than one hundred miles.

FROM "FREIGHT HANDLING AND TERMINAL ENGINEERING."

Loss and damage has been growing at an alarming rate and that the flimsy, easily broken, easily pilfered container is largely responsible for this disgraceful situation.

FROM "FREIGHT HANDLING AND TERMINAL ENGINEERING," JUNE 15, 1918.

The proof is incontrovertible that the claims for 1917 will exceed $50,000,000.

FROM BOSTON "TRANSCRIPT," FEBRUARY 12, 1919. $18,000,000 STOLEN OR LOST BY EXPRESS COMPANIES. CARELESS WRAPPING AND POOR PAPER AND TWINE BLAMED IN LARGE MEASURE.

Losses of the express companies in the United States through theft and lost packages amounted to nearly $18,000,000 last year, according to a statement to-

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THE PENNSYLVANIA RAILROAD COMPANY

THE PHILADELPHIA, BALTIMORE AND WASHINGTON RAILROAD COMPANY
WEST JERSEY AND SEASHORE RAILROAD COMPANY
NEW YORK, PHILADELPHIA AND NORFOLK RAILROAD COMPANY

OFFICE OF SUPERINTENDENT STATIONS AND TRANSFERS

Philadelphia, September 1, 1917.

LOSS AND DAMAGE BULLETIN No. 6

After Production Comes Conservation

The PRESIDENT urged all Farmers, Merchants, Manufacturers, etc., to produce more to help win out in the great world struggle. Response was immediate and effective.

But now in the transportation of these products there is great waste because many shipments are not properly prepared.

Millions of dollars worth of merchandise is damaged and destroyed yearly because of weak and poorly made containers.

It is Time to Stop This Waste.

MR. SHIPPER, WILL YOU DO YOUR PART BY PACKING YOUR GOODS SECURELY AND BY USING CONTAINERS THAT ARE STRONG ENOUGH TO WITHSTAND THE ORDINARY SHOCKS OF HANDLING?

These are samples of the flimsy barrels and crates which cause waste of potatoes and onions.

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Canned tomatoes — Shipped in weak wooden boxes.

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Rolled oats — Shipped in paper boxes.

Taken from bulletins issued by the Pennsylvania Railroad Co.

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Catsup — Shipped in paper boxes.

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Flaked fish — Shipped in paper boxes.

Demonstrations of Loss and Damage caused by flimsy containers.

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day by William Gourley, General Agent of the American Railway Express Company. Careless wrapping, poor paper and twine, he said, often caused exposure of contents of a package and led to loss through theft.

STATEMENT FROM BULLETINS ISSUED BY MR. H. C. BIXLER, SUPERINTENDENT OF STATIONS AND TRANSFERS FOR THE PENNSYLVANIA RAILROAD. ON JANUARY 21, 1918, HE SAID:

Millions of dollars are paid annually for Loss and Damage resulting from freight shipped in POOR CONTAINERS, IMPROPERLY MARKED AND IMPROPERLY PACKED. It is an improvident waste which seems criminal when we consider nearly all of it is preventable.

ON MARCH 25, 1918:

Millions of dollars worth of foodstuffs are wasted in this country annually through the use of weak and poorly made containers.

The railroads are making every effort to reduce this waste, but little can be accomplished until containers are made sufficiently strong to withstand the ordinary shocks of transportation.

MR. SHIPPER, WE NEED YOUR COOPERATION.

FROM "FREIGHT HANDLING AND TERMINAL ENGINEERING."

The information is for Loss & Damage sustained by the Pennsylvania Railroad lines east of Pittsburgh for the twelve months ending December 31, 1918. It is a fine testimonial and tribute to Government operation and I am sure if the situation is such on one-half of the Pennsylvania system, it must be pretty nearly the same on every line in the country.

For the year mentioned the Loss & Damage was $3,963,844.23, of which $2,060,211.79 was for loss, theft and so forth and $1,903,632.44 was for general damage, which is an increase of 41.5 per cent over 1917.

Of the increase in Loss, there was an increase of 72% and in damage an increase of 18% over 1917.

FROM "COMMERCIAL POULTRY RAISING," BY H. ARMSTRONG ROBERTS. PAGE 413.

In a case heard before the Interstate Commerce Commission two years ago, between the New York Mercantile Exchange, a corporation of about five hundred merchants engaged in dealing in eggs and dairy products, which exchange corresponds to the Chicago Grain Exchange or the New York Stock Exchange, and six leading railway systems entering the metropolitan district, it was shown of record that one railroad's gross revenue on eggs and the total claims presented for loss and damage thereon amounted in the periods of 1912 below noted to the following amounts:

	Total Revenue	Total Claims	Per Cent
April	$34,014.54	$2,774.40	8.1
May	23,298.59	4,717.58	20.25
June	16,762.41	2,423.66	14.5
September, first week	5,589.58	3,190.71	57.35
September, second week	5,594.70	3,338.12	59.66
September, third week	4,578.70	2,661.28	58.1
September, fourth week	4,125.46	1,746.67	42.1

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FROM "BOOKSELLER AND STATIONER," DECEMBER 13, 1918.

In one month recently the claims paid by two Canadian express companies amounted to over twenty-five thousand dollars, and practically the entire loss was due to careless or improper packing or marking.

FROM "ADVERTISING & SELLING," JANUARY 11, 1918.

An officer of an insurance company that does a big business in insuring parcels sent by express is quoted as asserting that "so many losses have recently occurred that we have been compelled to cancel all insurance of certain lines of goods sent by express."

FROM BOSTON "POST," JANUARY 18, 1919. ARREST FOUR IN CLOTH ROBBERY. POLICE BELIEVE ORGANIZED GANG OF PORTUGUESE LOOTED GOODS WORTH $100,000.

With three alleged receivers under arrest in this city, another awaiting trial on a larceny charge in Plymouth and a fifth suspect under arrest in Philadelphia, police officials of this city and railroad detectives believe that they are near to the solution of the mystery surrounding the thefts of $100,000 worth of cloth from the American Woolen Company during the past two years. The cloth, the authorities believe, was stolen in bolts from packing cases on board Fall River Line steamers docked here.

FROM "TRANSFER AND STORAGE," NOVEMBER, 1918.

The Railroad Administration has issued the following bulletin regarding the proper method of packing and marking:

A total of 27,541 small shipments offered were refused by railroads during four months on one middle western district recently because of faulty packing. Of these shipments 14,570 were repaired or recoopered and finally accepted, but 12,971 were rejected entirely.

Be careful in the stowing and bracing of your carload shipments to avoid disarrangement or shifting of packages, which often causes loss and damage in the usual course of transportation.

Do not use weak and fragile packages for commodities of excessive weight that will not stand the ordinary transportation.

Tariffs require that full name and address of consignee shall be marked on each and every piece of less-than-carload freight. To comply carefully with this rule, it is greatly to the interest of the owner of the freight to avoid mistakes in identity, bearing in mind that many losses are due to marks becoming detached or blurred so they cannot be read. Your own name and address should appear on each package, so that carriers may confer with you promptly if a package goes astray or is refused and unclaimed at destination.

Your co-operation in carrying out these suggestions not only helps to conserve the necessities for winning the war, but goes far in eliminating the complaints of your patrons as well as the labor and annoyance of claims.

"FREIGHT HANDLING AND TERMINAL ENGINEERING," JAN. 1919.

For years loss and damage sustained by the railroads, thanks to some narrow-minded policies and methods, has been growing at an alarming rate. It has been predicted that for 1918 it would surely reach the sum of $80,000,000. It has become a very serious item of loss, and the natural inference and assump-

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tion would be that under Federal operation, with all the Federal machinery to prevent losses and punish thefts, a marked improvement would be certain to be effected. If Federal operation has been able to inaugurate a category of so-called reforms, why has it not included loss and damage in the list, and why is no reference made to it in the wonderful report just published? There may be a reason—and if the other railroads of the country make the same showing as is furnished by one of the Eastern trunk lines, then the reason is obvious.

For the year ended December 31, 1918, the trunk line in question had a loss and damage account of $3,963,844.23, which is an increase of 31.5 per cent over 1917. In this account the chief item of loss is made up of thefts—with an increase of over 72 per cent over 1917. . . .

In view of the above, it does seem singular that the railroads of the country are deliberately refusing to encourage containers that are admittedly pilfer-proof and damage-proof. Losses are piling up every year, yet they obstinately decline to adopt such measures as will materially decrease these losses. Even Federal operation has been unable to appreciate and check them and the result is that this criminal waste, which is wholly preventable, is assuming startling dimensions.

3. CAR SPACE LOST DUE TO WEAK CONTAINERS.

FROM PHILADELPHIA "PUBLIC LEDGER," SATURDAY, SEPT. 22, 1917. $200,000,000 WASTED YEARLY IN UNDERLOADING OF CARS. "HIGH COST OF VACUUM," BY PROF. GROVER G. HUEBNER.

By adding the interest paid by the railroads on freight cars which are not used to produce revenue, to the cost of hauling this empty car space, we have the astonishing total of not less than $209,000,000.

Now, anything that can prevent this loss to the railroads and at the same time will help shippers put money in their pockets ought to be worth while. This is especially true now that the purchase of new equipment to relieve congestion is made difficult because of the great demands on the steel mills and foundries.

Suppose that a steel packing case, for instance, could be devised which would permit loading freight cars on an average of 10 per cent more efficiently. That would save space equal to 115,200 whole cars, which would be released for use, and at the same time about $15,750,000 would be saved on haulage. The interest on the investments in these cars, moreover, amounts to more than $5,000,0000 annually.

FROM PHILADELPHIA "PUBLIC LEDGER," SEPTEMBER 22, 1917, ARTICLE BY PROFESSOR GROVER G. HUEBNER.

CARS POORLY LOADED. Poor packing cases are of themselves one of the worst drawbacks to efficiency in freight transportation and handling on all railroads in this country, and indirectly, they bear upon most of the other causes of underloading freight cars and on congestion at terminals. With a steel case that could be locked securely, which could be plainly marked, so that the destination always could be seen by the handler, and which would stand piling one on top of the other to the top of the car, millions of dollars paid annually in claims for theft, and for lost and damaged articles, as well as a part of the losses resulting from waste space, would be eliminated.

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4. GOOD ROADS.

"WONDERS OF THE AUTOMOBILE INDUSTRY," NATIONAL AUTOMOBILE CHAMBER OF COMMERCE. THE VALUE OF THE AUTOMOBILE TO THE FARMER IS INDICATED BY THESE FACTS:

The increase in farm values during the twenty years prior to the end of 1900 averaged $400,000,000 annually. During the same time our population increased, roughly, 50 per cent, or 2½ per cent per annum.

The increase in farm values in the 16 years following (these are the latest figures available) averaged $1,300,000,000 a year, over three times as much as in the pre-automobile period. Our population increased during the same period 33 per cent, or 2 per cent per annum.

While the population increased in the 20 years 50 per cent and farm values 57 per cent, or 3.35 per cent a year, the population in the 16 years increased only 33 per cent and the farm values 100 per cent, or 6.25 per cent a year. The percentage of increase of population fell off 17 per cent, but farm values gained 33 per cent in the 16-year period.

Farmers use, at a conservative estimate, 2,000,000 automobiles every day and drive, let us say, a ridiculously low average of 10 miles a day, a total of 100,000 years in each year. If horses were substituted, the loss of time would be 300,000 years in each year, multiplied by the number of persons usually carried in the car.

If the car were occupied by only one person, the loss of production would exceed $250,000,000, which must be multiplied by the number of persons usually carried in the car.

The automobile is used in the country for the service of the farmer, by doctors, mail carriers, commercial travelers, livery stable owners and telephone companies.

The disappearance of the automobile would make it necessary to increase the horse population by about 25,000,000. It requires 5 acres to feed a horse. This would mean that an additional 125,000,000 acres must be used.

There are now 25,000,000 horses. If these could be disposed of, automobiles substituted and wheat raised on the land now required to feed them, its value would be sufficient to pay the National debt, including the Liberty Bond issues to date.

LITERATURE OF NATIONAL HIGHWAYS ASS'N., F. R. HUTTON.

It costs on good roads of hard resistant surfaces, 8c to haul one ton per mile, or 80c per trip of ten miles. On poor roads, soft, muddy and slippery, the cost of horse hauling rises to 23c or 25c, or $2.30 or $2.50 for the trip, as compared to what it would cost if the roads were all good, and multiplying 5,000,000,000 times $1.50 we get $7,500,000,000 part of which ought to go to the consumer in lowered prices.

FROM "SATURDAY EVENING POST," ALFRED J. BEVERIDGE.

The throwing away of actual produce because of bad roads or no roads, would build every year forty permanent ocean to ocean highways, such as the Lincoln Highway is to be, for to perfect the Lincoln Highway will cost $25,000,000. Astounding is it not, that out of what we produce, even with our poor methods of transportation, that this wastage would build forty Lincoln Highways, and not only would good roads throughout the nation save this billion dollars' worth

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of produce now wasted annually, but they would increase the raising of food stuff and other products because the ease of marketing would be a selfish incentive to more careful production.

Good roads will do more to lower the high cost of living than most people think, just as bad roads have done more to create that problem than is generally supposed.

Is it too much to say that if the whole people could be so awakened to the need of universal good road building that they would act on that need, it would do more for their prosperity, comfort, culture and happiness than the things fought over in twelve presidential campaigns?

FROM "TRAVEL," NOVEMBER, 1915. FIFTY THOUSAND MILES OF NATIONAL HIGHWAY WILL:—

Provide steady employment for all idle and unemployed.

Provide remunerative employment for delinquents and materially improve their condition, beside aiding them towards re-establishment in the community as desirable citizens.

Add to the annual increase of our National wealth not less than $300,000,000.

Save annually in wear and tear of vehicles not less than $500,000,000.

Increase land value adjacent to such highways over $600,000,000.

Increase the prosperity of the farmer more than any other improvement.

Reduce the cost of living more than most any other factor.

Provide better social conditions in the rural communities and thus elevate their intelligence and their moral well-being.

Make rural life more attractive, facilitate intercommunication and thus reduce migration to cities and encourage the movement "back to the farms."

Enable the building of rural schools and thus reduce illiteracy.

Increase travel throughout the country, inducing people to "See America First," thus keeping home annually more than $250,000,000.

And finally provide a great system of internal communication which may be used in case of military necessity.

ESTIMATED BY THE JOINT COMMITTEE ON FEDERAL AID IN THE CONSTRUCTION OF POST ROADS, 63RD CONGRESS.

On account of our neglect of Highways, the United States is paying a penalty of more than $504,000,000 per year in excessive cost for transportation alone, of agricultural products from farm to market.

HERBERT E. HOOVER, IN "THE INTERNATIONAL TRAIL," PUBLISHED BY THE INTERNATIONAL HARVESTER COMPANY.

OUR DUTY. If we are to do our duty by the world and ourselves, we must utilize every means to increase production and distribute food efficiently. The development of the rural express using highways of the country commands every moral support of which we are capable. Another of the results of the perfected highways' use would be to cut down the waste of perishable foods. Fifty per cent of our perishables never reach the consumer. We lose from 40 to 60 per cent of our potatoes yearly. Besides stopping this terrific waste a highly developed rural express would work to establish lower prices.

FROM "SAFEGUARDING THE HOME AGAINST FIRE."

In the country at large there is an average of 1,500 fires daily. In rural

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districts poor roads mean that these are nearly always fatal. Better roads enable each town to furnish protection by fire apparatus.

N. Y. "TRIBUNE," DECEMBER 5, 1918.

Fire costs us $250,000,000 annually.

"RURAL MOTOR AND EXPRESS LINES." NATIONAL AUTOMOBILE CHAMBER OF COMMERCE.

Every horse displaced means five more acres of land that can be devoted to raising food for human beings. There are 25,000,000 horses on farms in the United States. The Department of Agriculture has determined that five acres of land are needed to support each horse and three acres to feed a man for a year. The 125,000,000 acres devoted to raising oats, corn and hay for horses would support nearly 42,000,000 human beings.

HERBERT E. HOOVER, IN "THE INTERNATIONAL TRAIL," PUBLISHED BY THE INTERNATIONAL HARVESTER COMPANY.

WILL REDUCE LIVING COSTS. The establishment of motor truck express lines in every farming community will stimulate the production of more food, reduce the cost of living, and make it unnecessary to keep so many draft animals on the farm. It will also, probably, make public markets successful in American cities.

FROM NATIONAL MOTOR TRUCK COMMITTEE OF THE NATIONAL CHAMBER OF COMMERCE.

The increase of food supply being the principal object in advocating better roads, suggestions to farmer are given in part as follows:

Gathers up produce on the road side at no more loss of time to him than the trip to the farm from the main road.

Does errands for him in town.

You can enable him to market material which has heretofore been wasted. A Maryland farmer fed milk to his pigs, because he had no sale for it. Since motor truck line has been started, he sends it to the city, and receives money for that which otherwise would have been wasted, at the same time increasing the supply to city consumers.

He can spend more time on the farm, and no matter how much he can produce, he can get it to market.

By being relieved of the drive to town he can make up in a measure for the difficulty in obtaining labor.

When the farmer and his horse go to town no one will work. Don't let him forget it.

The better the highway, the lower the cost of operation, and of course, the lower the charge.

E. STAG BRITTON.

Open up your jails, penitentiaries and prisons, cry the Good Roads Association throughout the country, the solution is at hand for your most difficult problem. Bad men and bad roads make good roads while good roads make good men.

Today we have a preventive medicine, instead of waiting to cure a disease

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after it has been contracted. Crime is a kind of disease. Why not do away with the things that will cause crime. Idleness produces crime. The building of good roads everywhere by the nation, states, towns, will give employment to the army of unemployed. It will tend to overcome crime. In the building of good roads everywhere, such an operation will be of vast economic advantage to the nations. It will give those who need it freedom of mind and body. Tear down our prison walls and rear them no more. Let us no longer go back on those of our own mold. Give our pals a square deal. We can be sure they will answer in kind.

DEPT. OF COMMERCE.

479,487 inmates in penal institutions in 1910.

FROM BOOKLET PUBLISHED BY THE NATIONAL MOTOR TRUCK COMMITTEE, NATIONAL AUTOMOBILE CHAMBER OF COMMERCE, 7 E. 42ND ST., NEW YORK CITY. RURAL MOTOR EXPRESS LINES. THEIR ADVANTAGES TO THE FARMER, MERCHANT, TRUCK OWNER AND TO THE PUBLIC.

Opinions Expressed by Farmers.

The greatest labor-saver we have ever had. Without it we should have to stop shipping milk.

The farmers have increased their business, their products being hauled at less expense and labor.

The truck means one man less, one horse less, and more work on the farm.

We can put three times as much produce on the market.

The truck is more help than any other power employed.

It will be impossible to continue farming without this help.

The quick delivery of goods enables us to keep up stock and prevents loss of trade.

FROM "HIGH COST OF LIVING," BY GENERAL COLEMAN DUPONT.

The Dept. of Agriculture gives the net earnings per farm in 1912 as $318 per year. Probably five persons on a farm do the work and include men and women. The average earning power per person is $63.00 per year, or $5.25 per month, equivalent to 20c for each working day in that year. All other laborers, masons, carpenters, trainmen, etc. receive an average of $4.50 per day.

FROM LITERATURE OF NATIONAL HIGHWAY ASS'N. "GOOD ROADS EVERYWHERE."

Economic and financial benefits resulting from good roads everywhere. Annual increase in value of farming lands, $1,398,300, saving of annual use of 27,000,000 horses and mules and 4,000,000 vehicles also of $600,000,000; saving on investment in extra vehicles and animals annually $70,000,000. An increase of 10% in freight $1,000,000; saving in cost of annual transportation of 5,000,000 tons of freight over roads, $7,500,000,000; total financial benefit $10,668,800,000. Financial cost annually, 10 years to build, $2,500,000,000, profit to the nation annually $8,558,800,000.

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FROM "BENEFITS OF IMPROVED ROADS," FARMERS' BULLETIN 505, U. S. DEPT. OF AGRICULTURE.

It is a well established fact that market prices for even staple crops vary considerably throughout the year. Where bad roads prevail farmers are forced to move their crops, not when the market price is favorable. It is common for the farmer to find that he cannot haul his produce to market when prices are highest, because the roads are impassable. When the roads become passable, the time for market has largely passed and produce is compelled to move in masses which frequently glut the market and break the prices. Excessive fluctuations in market prices are seldom due to over production. They frequently take place in regions where the local production does not equal the annual consumption. There are countries rich in agricultural possibilities, burdened with bad roads, where the annual incoming shipments of food-stuffs exceed the outgoing shipments in the ratio of four to one. Many such countries with improved roads could not only become self-supporting, but could ship products to other markets. A farmer in Sullivan County, Tenn., a few miles from Bristol, had 100 bushels of Irish potatoes which he intended to market during the winter of 1907–8. Owing to bad roads he was unable to haul the potatoes at all and they rotted in the cellar. Nevertheless, the price of potatoes at Bristol went as high as $1.40 per bushel in the meantime. A Bristol merchant stated that during the winter as many as 10 carloads of farm produce, including wheat, potatoes, and other supplies, were daily shipped in to feed not only Bristol, but the adjacent territory.

"MOTOR TRUCKS TO THE RELIEF," CONCRETE HIGHWAY MAGAZINE, SEPTEMBER, 1918.

These figures (tonnage carried by railroads and trucks during the nine months up to July 1, over the 40 mile route between Akron and Cleveland, Ohio) show that the growing and large use of motor trucks has relieved railroads between those cities by 1,170 per cent over the nine preceding months, which means that the 40-mile highway released 885 freight cars a week to other communities for more vital tonnage. If only an average of 600 car releases a week is maintained for 12 months, the record being established between Akron and Cleveland will save 31,200 freight cars for other uses.

FROM "AMERICAN MILLER," DECEMBER, '18. TRUCKS—WHAT THEY WILL ACCOMPLISH.

According to Government estimate on the basis of the average farm wage in 1918, it cost 30c per ton per mile to haul wheat by wagon, as against 15c by truck.

FROM THE APRIL "BANKER-FARMER," ARTICLE BY CHAS. HENRY DAVIS.

Though this fifty thousand mile system includes only 2½% of our total road mileage it embraces all the important routes and will carry one-half of the road tonnage of the United States. It will directly serve 60,586,347 people living in the counties through which the highways pass. It will be of only slightly less service to the 24,303,626 people who form the population of the counties abutting on those directly served, in other words, the system will actually serve

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84,899,973 people or 92% of the whole population of the United States. To build this system would cost less than five hundred million dollars—not much more than the Panama Canal has cost. Spread over a period of ten years the work could be easily financed. But even if it cost far more the returns to the farmer would make it worth building. It would increase land values along the highways by $600,000,000. It would reduce the wear and tear on vehicles by $250,000,000 a year. It would provide satisfactory employment for thousands of workmen. It would increase the better social conditions in the rural districts, make farm life more attractive, check migration to the cities, increase attendance at country schools and reduce illiteracy.

5. EDUCATION.

PAGE 72, DEPT. OF COMMERCE.

5,516,163 illiterate persons, ten years of age and over, in the United States in 1910.

FROM "PACKAGE ADVERTISER," MARCH, 1919, "EDUCATE THE ILLITERATES," BY HERBERT KAUFMAN, SPECIAL ASSISTANT TO THE SECRETARY, DEPT. OF THE INTERIOR, WASHINGTON.

Brought within the reach of the printed word, these persons will be worth at least five dollars a week more to themselves and to the nation as workers, which increased earning power alone would provide $2,000,000,000 a year toward paying the interest on our war debt, and help amortise it as well.

LINCOLN HIGHWAY ASSOCIATION.

In states notorious for bad roads, like South Carolina, Louisiana, Alabama and Mississippi, the average illiteracy is from 25 to 28%.

FROM "HIGH COST OF LIVING," BY GENERAL COLEMAN DUPONT.

Experience shows there is a very close relation between the roads and the schools, bad roads and illiteracy. From a report made a few years ago from the Office on Public Roads, in five states, Massachusetts, Rhode Island, Connecticut, Ohio, Indiana, 77 of each 100 pupils were enrolled in the five states; from the five states of Georgia, Alabama, Mississippi, Arkansas, and South Dakota, 59 of each 100 pupils attended public schools.

HUTTON.

There are 30,000,000 children in the United States who should be attending school, of this number only 18,000,000 get there.

CHAMBER OF COMMERCE OF THE U.S. OF AMERICA, MARCH 25, 1918.

It no longer needs any argument to demonstrate that intelligence and education are among the chief economic assets of any nation. However much we may regard system and method as indispensable aids to business efficiency, we now know full well that they are of small avail unless administered by intelligent human units.

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FROM "CHRISTIAN SCIENCE MONITOR," NOVEMBER 27, 1918.

Expenditure of more than $6,300,000 in Massachusetts for reducing illiteracy, for Americanization and other educational work, would be made possible under the provisions of a bill now before Congress, which authorizes the distribution of $10,000,000 by the Federal government among the several states. The Massachusetts State Board of Education advocates the bill, which requires the State to appropriate a sum equal to its share of the Federal grant. Massachusetts' share of the proposed fund in this State would be $3,169,842.

The apportionment of the proposed fund in this State would be in part as follows: For the removal of illiteracy, $46,847; Americanization of immigrants, $1,175,761; equalizing educational opportunities, $2,809,811; teacher-preparation, $842,873.

6. STORE DELIVERIES.

FROM "COOPERATIVE RETAIL DELIVERY," PAGE 13, BY WALTON S. BITTNER.

Ultimately the cost of every delivered parcel must be paid by the purchaser, and the person who pays should select the carrier . . . The delivery problem will never be solved and settled until the sales-person can say "How do you wish to have the goods sent, madam?" with the knowledge that the customer is paying for the delivery herself. It is obviously unfair and unendurable to assess part of every delivery charge on the price of every article in the store as is the case today; for, while the policy lasts, the customer who carries her own goods is at the same time helping to pay the cost of delivering everything bought by the women who will not carry even a spool of cotton. She will not stand it when she knows it."

The secretary of the Chamber of Commerce of an Indiana city says "The Union Delivery Company has been a success in this city and it has saved the merchants a good deal of money. This may be partly responsible for the fact that the cost of living in Elwood is probably the lowest of any city in the State."

FROM "THE PAPER MILL AND WOOD PULP NEWS," FEBRUARY 10, 1917.

A report from the United States Department of Commerce states that the cost of delivery of small parcels by the stores of the United States is 8 per cent. Using the figures of the United States Department of Commerce the people by taking home their small parcels, instead of having them delivered by department stores and small stores, will save 5 cents on every purchase under $1.00.

PAGE 11, BULLETIN OF THE EXTENSION DIVISION, INDIANA UNIVERSITY. "CO-OPERATIVE RETAIL DELIVERY," BY WALTON S. BITTNER.

1. It is economically unsound for each store to build up and maintain its individual system of delivery while six or sixty other concerns cover the same routes each day with their independent deliveries. That is definite and costly waste.

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2. It is folly to deliver the light and fragile goods in the same wagon as the heavy goods. It wastes time of packers, packing materials and takes a large space for packing.

Reports indicate that central delivery brings about a reduction in the cost of delivery of from 20 to 50 per cent of the former cost. Exact figures are not available largely because few retailers keep sufficiently standardized, complete cost accounts.

A Harvard University study arrives at the conclusion that total delivery expense of retail grocery stores varies between 1.1 per cent of net sales to 5.9 per cent. A common figure is 3 per cent. The expense of delivery is about 18 per cent of the total expense of doing business. Stated another way, "Delivery expenses of provision dealers are from 5 to 7 per cent of their gross business," according to the figures collected in a New England city. It is clear that if the heavy expense of delivery can be cut even 20 per cent the dealer will be making a substantial saving.

Reports from merchants and managers all agree that delivery expense has constantly risen with a constant increase in the demands of customers for service, and with rising costs of materials and labor. At a recent meeting of proprietors of small stores in New York City one merchant said of delivery expense, "Storekeepers are compelled by the necessities of competition to incur this unprofitable expense, which in some cases was as high as 35 cents per package." He added that the expense in the dull season becomes extremely burdensome. The group of merchants of which the one quoted is a member has taken steps to introduce co-operative delivery. The following is a striking statement of the cost of delivery in department store service. "This far-flung convenience, the big stores' supreme effort to serve the consumer, levies on the average 2 cents from every dollar spent in New York City's larger retail concerns.

FROM "CO-OPERATIVE OR CENTRAL DELIVERY SYSTEMS."

When the goods have been carried by all teams to the Central Station they are sorted and each team takes the goods which are to be delivered to the territory of its route, and immediately starts out delivering.

This system is almost identical with the System of Mail Collection and Delivery in any city except that more deliveries are usually made. The average city System is making four collections and four deliveries to every section of the city on regular days, and five or six on Saturdays and the days previous to holidays.

7. COAL SAVED BY UTILIZING WATER POWER.

U.S. GEOLOGICAL SURVEY.

Average potential water power in United States equals 40,924,000 horsepower, representing 538,000,000 tons of coal per year or $2,000,000,000. This could be saved through the utilization of water power in the United States.

O. F. MERRILL, CHIEF ENGINEER, U. S. DEPT. OF AGRICULTURE, FOREST SERVICE.

If the average annual output of hydraulic plants be taken as 40% of their developed capacity 20,000,000 horsepower would produce approximately

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52,000,000,000 kilowatt hours per annum, and 46,000,000 horsepower, 120,-000,000,000 kilowatt hours. If we further assume that 2.5 pounds of coal are required to produce one kilowatt hour, the above amount of water power would be equivalent to 65,000,000 and 150,000,000 short tons of coal, respectively, per annum.

FROM REPORT OF SENATOR BECK.

WATER POWER WASTED. At the conference of the National Conservation Congress in Washington in 1916 one of the speakers said that "it will be hundreds of years before we can maintain anything like the development that God Almighty has planted in these hills of ours and that is running down these valleys. But it has not been going to waste." It will be there for "ten thousand years to come" and so on. Of course, it is being wasted every day, it is not used. Immense potentialities of production are neglected, coal and oil are squandered, so long as the water power of the country is not developed.

The shortage of coal and the difficulties and excessive cost of transportation last winter have emphasized as never before the industrial and community value of the power latent in the streams of the Commonwealth. This is by no means a new problem. Early in the history of Massachusetts, mills sought the streams, and today the water power is developed to a higher percentage of its possibilties than perhaps that of any other State. Nevertheless there remains undeveloped power, of a size and character to warrant development, equivalent to nearly ten per cent of the power capacity of the manufacturing industries of the Commonwealth. Moreover, it is estimated that almost one-half of the annual flow of the streams run off in the spring freshets, and, due in considerable measure to the extreme between the maximum and minimum flow of the streams, only about one-third of the total power available at the developed sites is actually utilized.

FROM "CHEAP ELECTRICITY FOR ALL," CONSERVATION COMMISSION, NEW YORK STATE.

Q. How much undeveloped hydraulic power is there in New York?
A. About a million and a half horsepower.
Q. If all this power were developed and put to use, would it be sufficient for the needs of the public for light and for power?
A. Yes, it would light every lamp in all the private houses and on all the public streets and turn the wheels in every factory.

FROM THE NEW YORK "HERALD."

Fifty years ago George Rafter, a hydrographic engineer pointed out that the waste water power in New York State could be made of more value to the business interests than the output of all the gold mines of Colorado, and, furthermore, that this water power could be made inexhaustible by establishing lakes at the mouths of the river, so that their flow could be maintained throughout the year.

BOSTON "POST." "BIG WATER POWER CHANCE IN MAINE."

A report covering an investigation of the State's water powers, made during the past year by the Public Utilities Commission under instruction of the Governor and Council, has been made to the Legislature by the Commissioners.

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They reported that it is possible to develop a total of 700,000 horsepower of electrical energy upon the six principal rivers of Maine, at a cost of $32,000,000 at the turbines, and increased storage of these rivers which would greatly improve present power conditions can be provided at a cost of $2,700,000.

8. DAYLIGHT.

FROM "THE WORLD'S ALMANAC AND ENCYCLOPEDIA."

DAY LIGHT SAVING. The movement known by this name proposed "to set the clock ahead" one hour in the Summer months or to be more exact, from May 1 to October 1; the idea being to substitute an hour of sunlight at one end of the day for an hour of artificial light at the other.

The father of the movement was an Englishman, William Willett, who in 1907 published a booklet on the "Waste of Daylight." In 1908 a Daylight Saving bill was introduced in the House of Commons but failed to pass. The measure was opposed on the ground of being needless, deceptive and confusing.

On April 6, 1916, the German Federal Council passed a measure providing that on May 1, 1916, all clocks should be set ahead one hour. The measure was adopted for hygienic and economic reasons. Within three months twelve European countries had followed the lead of Germany, and "Summer Time" was used in Germany, Holland, Austria, Turkey, England, France, Norway, Sweden, Denmark, Italy, Switzerland, Spain and Portugal. Nova Scotia had the honor of introducing the new order in the New World.

Practically no confusion resulted; everything went on as before, people doing exactly the same thing at the same hour o'clock, but in reality the whole routine of life had been brought one hour nearer sunrise. The scheme had brought about in the simplest way a vital change affecting millions. A simple twist of the wrist had given these nations their place in the sun.

So gratifying was the result of the experience of 1916, that the scheme was again put in operation in the Spring of 1917, but at a much earlier date; in France the change was made on Saturday midnight, March 24.

The world-wide interest felt in the matter was further shown in 1917 when Australia and Iceland adopted daylight saving.

In England, where the change was avowedly a war measure and not designed to outlast the war, a prime consideration was the conserving of the coal supply for naval and military uses. Also it is estimated that the British people are saving $12,000,000 on gas and electric light bills in a single season. The American friends of the measure have contended that the annual conservation of coal in the United States would amount to no less a sum than $40,000,000.

On March 16, 1918, the Congress of the United States passed and on March 19, 1918, the President approved the Daylight Saving Act, under the terms of which standard time throughout the United States and Alaska is advanced one hour for the period in each year beginning at 2 A.M. on the last Sunday of March and ending at 2 A.M. on the last Sunday of October.

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9. MILITARY TRAINING.

FROM MEMPHIS "COMMERCIAL APPEAL."

GIVE US MILITARY TRAINING. The improved health and strengthened vitality of the boys who have been given military training should be an answer to the question of the national expediency of universal training. Economically and sociologically, these boys have been improved by their army experience. They have been capacitated by better health and greater vigor to increase the sum of the nation's resources and wealth, and to continue the production a greater number of years. Qualities of independence and leadership can be developed in the army camps that will be of service to the nation even in peace times.

As a national asset military training has established itself. Its adoption or rejection should not be made pendant to ideas of permanent world peace that the Versailles conference may inspire.

10. GREATER EFFICIENCY IN USE OF PUBLIC FUNDS.

FROM LITERATURE OF NATIONAL HIGHWAYS ASSOCIATION.

STATE AID. But history repeated itself as between the counties. The more active and prosperous built and maintained good roads. These were again destroyed by the traffic from adjacent counties. This traffic did not help build or care for the roads it destroyed. There followed a State-wide demand for State appropriations toward road-building. Again history repeated itself in the form of State Aid to the counties and towns, to be spent by them, or under joint authority of the State officials. And again most of such moneys went into politics, and not into roads, and lack of efficiency and uniformity persisted.

GOVERNMENT EXPENDITURES. The Government then decided to build them (war vessels) in its own shipyards, and the cost will amount to $11,250,000, at an increase of 43% over the estimated cost.

FROM "PRESIDENT WILSON AND THE RAILWAYS," RAILWAY BUSINESS ASSOCIATION.

Charles E. Hughes in an address at Columbia University the week previous to the President's message said: "It is regrettable, but it is true, that governmental enterprises tend constantly to inefficiency."

GILLETT DEMANDS REFORM: FROM BOSTON "GLOBE."

New York, Feb. 8, 1919. Declaring the extravagance of the National Government had become a "dangerous disease," Representative Frederick H. Gillett of Massachusetts, ranking Republican member of the House Committee of Appropriations, urged the need of financial reform today at a luncheon of the Republican Club of New York City.

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"THE PROBLEMS OF PEACE," NATIONAL SHAWMUT BANK.

In Massachusetts municipalities during the period under consideration (1911–15) as measured by the assessors' valuations wealth averages an increase of only twenty per cent, while municipal expenditures increased annually at a rate of fifty per cent greater than the wealth taxed to produce the revenue to meet them.

FROM "INDUSTRY," DECEMBER 28, 1918.

EMPHASIS ON PREVENTION. Emphasis is placed upon preventive measures, and these are carried to a high degree of efficiency. Thus sickness is lessened, physical efficiency increased, contagious disease prevented, and absence due to sickness materially decreased.

When it is remembered that the proportion of time lost from sickness is from seven to ten times that lost by accident, the importance of such preventive measures is obvious.

The expense of maintaining such a health department in a factory varies with its extent and thoroughness. At the Morton companies' plants it is estimated at $3 per factory position per year.

FROM "INDUSTRY," JANUARY 11, 1918.

If Japan can see the wisdom of having all its cabinet comprised of business men and industrial men, surely the United States can endure having one manufacturer upon its Cabinet.

Let Commerce have its representation in the Department of Commerce.

Let Labor continue its representation in the Department of Labor.

Industry should have its representation in the Department of Industry.

Only an Act of Congress is needed to properly create the organization for such a department.

TAXATION. There is too little understanding of what taxation is. The man in the street gives little thought to it, thinking that it does not concern him as he does not pay any or large taxes.

The fact is, taxation is vital to every individual in this country, and the sooner that fact is understood the sooner will we have proper, scientific tax laws and less extravagance and waste of money in Washington.

Analyzed, taxation is merely the creation of a collection agent for government revenues.

Under the 1917 Federal law some 3,000,000 persons and corporations paid $4,000,000,000 into the Treasury Department. And the 100,000,000 said "It never touched me." Yet with the next breath they complained about the "high cost of living."

Taxes and raises in wages go into cost of production and increased prices. So long as the demand exceeds the supply all will be rosy. But what will happen when the supply exceeds the demand, through the influx of foreign goods, and through diminished purchasing power?

FROM "GOVERNMENT OWNERSHIP OF RAILROADS, AND WAR TAXATION," BY OTTO H. KAHN.

Mr. Acworth mentions as a characteristic indication that after years of sad experience with governmentally owned and operated railways, the Italian Government, just before the war, started on the new departure (or rather returned to the old system) of granting a concession to a private enterprise which was to

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take over a portion of the existing state railway, build an extension with the aid of state subsidies, and then work on its own account both sections as one undertaking under private management.

I may add, as a fact within my own knowledge that shortly before the outbreak of the war the Belgian Government was studying the question of returning its state railways to private enterprise and management.

Mr. Acworth relates a resolution unanimously passed by the French Senate a few years after the State had taken over certain lines, beginning: "The deplorable situation of the State system, the insecurity and irregularity of its workings." He gives figures demonstrating the invariably greater efficiency, economy and superiority of service of private management as compared to State management in countries where these two systems are in operation side by side. He treats of the effect of the conflicting interests, sectional and otherwise, which necessarily come into play under government control when the question arises where new lines are to be built, and what extensions to be made of existing lines.

FROM BOSTON "HERALD," MAY 7, 1919.

$418,000,000 LOSS IN FIFTEEN MONTHS. The entire government loss incurred in 15 months of federal operation was $418,000,000.

11. LABOR TURN–OVER.

FROM "INDUSTRY," DECEMBER 21, 1918.

My investigations warrant my saying that there is an annual waste of $200,000,000 in labor turn-over in the United States.

12. MISCELLANEOUS CONSERVATION SAVINGS.

FROM "THE COUNTRY GENTLEMAN," BY H. ARMSTRONG ROBERTS.

Each year a billion eggs are smashed in this country. The bill for this damage approximates $25,000,000. Economically this breakage represents the destruction of over 50,000 tons of one of our most valuable food staples.

If all the egg cases and fillers are used but once and then thrown on the scrap heap, it means discarding $25,000,000 in packing materials each year. Egg shippers contend, and justly so, that this expenditure is an unwarranted waste. To alleviate this burden they need a carrier which will safely withstand many shipments, and its construction must be such that all doubt as to its security is removed.

FROM "MANUFACTURERS RECORD," JANUARY 2, 1919.

BARBAROUS METHODS OF COTTON HANDLING. Losing $50,000,000 a year by Barbarous Methods of Cotton Handling.

Many years ago, in an effort to bring about the better baling of cotton, the Manufacturers Record took the ground that the present system of cotton handling is barbarous in the extreme, barbarous from the time the cotton is carried to the gin until it is delivered to the mill. We have often said that this

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system of cotton handling was costing the cotton growers of the South not less than $50,000,000 a year. We believe that this section has for generations practically thrown away this vast sum of money, and yet the South is not wholly to blame. Primarily, the responsibility rests upon the South, but so great has been the power of the cotton buyer in this country and abroad, so great has been the power of vested interests in old-style cotton compresses and of the railroads which owned cotton compresses and of the cotton-handling houses in the South and in the North which owned cotton compresses that it has been well-nigh impossible against the combined efforts of these interests to reorganize cotton handling.

FROM PHILADELPHIA "PUBLIC-LEDGER," MAY 12, 1919.

Twenty-five cities in this country, through incineration or other disposal of garbage, throw away each year $2,400,000 worth of grease and $100,000,000 in other valuable by-products of commercial value.

FROM "THE THREATENED WORLD FAMINE—HOW AVOIDABLE," BY ALFRED W. McCANN.

Through dehydration everything grown on the farm and in the orchard can be conserved so as to keep indefinitely. These dehydrated foods can be marketed at a price well below that of the so-called fresh products which are to be had only at certain seasons of the year. Without dehydration the farmer is hemmed in by local markets. With dehydration his products, when dried, at conveniently located plants, can be cheaply delivered to any point in Europe or America, and just as cheaply stored for use until needed.

"SCIENTIFIC AMERICAN," MARCH 10, 1917, REPRINTED IN "THE DRYVENTOR."

OFFICIAL ENDORSEMENT. It is authoritatively stated by the U. S. Dept. of Agriculture that quite fifty per cent of the vegetables and fruits grown here never reach the consumer's table; and it is equally certain that the major part of the produce so sacrificed does not leave the farm or orchard. This is because of difficulties of transportation, and the state of the markets, combined with the fact that only the very best of the fruits or vegetables will pass final inspection or lend themselves to profitable shipping. Nevertheless, by far the greater part of those products that do not leave the farm could be saved and made available by drying. Not only that, but this new process shows that the yields of farm and orchard can be conserved so as to keep well-nigh indefinitely, and can be marketed at a price well below that of the so-called fresh products to be had only at a certain season of the year.

"A SUCCESSFUL COMMUNITY DRYING PLANT," BY C. W. PUGSLEY.

Municipal or Government owned drying plants have been in successful operation in European countries for years. Such plants provide village communities with a convenient and simple method of drying all sorts of produce of the home garden and orchard, as well as the vegetables and fruits shipped to the community, which might be allowed to go to waste at the stores and market places. The advantage to the busy farmer's wife in the country community cannot be overestimated. Her work is heaviest in the summer when vege-

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tables and fruits must be saved for winter use. The establishment of a community drying plant at consolidated school, country church, or centrally located farm home would offer a great relief from her heavy kitchen duties. The housewife could clean and slice at least a portion of the fruits and vegetables she desires to conserve and either take these or have one of the children take them to the community drying plant, where they could be left until it was convenient to call for the dried product.

Municipalities might well establish plants from municipal funds the work being supervised by the city council or town authorities. If the plant is not a municipal plant it is best to place it under the guidance of some association already in existence, such as a civic improvement club, commercial club, or home school garden club, or by a special community club organized for this purpose.

FROM "DRYVENTOR."

When you purchase one bushel of natural potatoes, you pay for the handling and transportation of 47 pounds of water.

FINIS

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