Everybody remembers the Forty-Niners who prospected for gold in the California territory. The name is even perpetuated in the San Francisco Forty-Niners in the pro-football league.

But we have our Fifty-Niners—the boys who are prospecting for gold in the offices of the traffic managers. We have been informed about an instance which shows just how this is done.

This is the pick-and-shovel task of obtaining all the details about a possible shipment, developing rates, routes and all the factors that enter into satisfying the customer. It includes arranging for designation of equipment, if the shipments are to be repeated. As a result, maybe we get a fine item of business for the railroad, or perhaps we wind up with empty hands. The prospector, remember, did not always strike a bonanza.

The idea is illustrated through a letter received by W. H. McMasters, Freight Representative, from H. G. Altenburger, Traffic Manager of the Martin Company, expressing appreciation for his development of route and rate for shipment of certain materials to a point in the Midwest.

In his letter, Mr. Altenburger writes:

"We would like at this time to express our appreciation for your splendid co-operation in furnishing rate and route information and also obtaining permission to have equipment assigned to us for a movement from Baltimore, Md., to St. Louis, Mo.

"This information enabled us to present our management a comprehensive proposal insofar as all aspects of shipping were concerned.

"We are well aware of all the effort put forth and time consumed both by yourself and others in your company."

"Immediately upon being advised that we have been awarded the contract, we will advise."

As of the writing of that letter, the company had not received the contract, and it is, of course, possible that it will not. In that case, many hours of work in researching clearances, diagramming loading procedures, conferring with customer officials, going back to last November, will not yield tangible results.

Well, this is what the freight department is supposed to do. True enough, but at the same time the men who perform this work always have a sense of real accomplishment when their digging turns up nuggets like this one, which would represent a thousand loaded cars of high-rated material. That is what makes the job worthwhile.

Y Means You

The Central Branch of the Young Men's Christian Association at 24 West Franklin Street is engaging in a membership campaign, which has
the personal support of V. H. McLean, Assistant Regional Manager. Mr. McLean, who is a member, points out the many advantages to belonging to the Y.M.C.A. and all departments of our Region are asked to back the drive. Mrs. Stella Downs, Mr. McLean's secretary, has application blanks and all details about the various types of membership that are available.

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Railroad Community Committee

Our representatives on this committee have been active. On Saturday, February 21, five attended the early-morning coffee break of the so-called Girl Fridays at their workshop here. They are the National Secretaries Association, and on hand at 7:30 A.M., Saturday, were Ted Hanna, Vernon Naan, Jim Cohee, Bill McLaughlin and Jim Collifower, all members of our section of the Railroad Community Committee.

Another planning meeting of the Industry, Business, Labor Education week program in June is being held this week. Charles Moese, of the Baltimore and Ohio, is chairman of the subcommittee on special projects of the Railroad Community Committee, and he is the representative on the planning.

One new feature is the extent of the harbor tour which will wind up the week in June devoted to "educating the teachers". The steamer Bay Belle will be chartered for the Friday afternoon tour, and since it holds 2600 passengers, an effort will be made to have that many teachers take the tour, even though they are not members of the workshop.

And the Toastmasters Club of the Railroad Community Committee will again meet at lunch time on Monday, March 9. This is an excellent developer of extemporaneous speaking skill, and not restricted to committee members. Anybody else who wants to help improve his ability to "think on his feet" is welcome.

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We Make The Encyclopedia

Ruth Crawford, associate editor of the Funk and Wagnalls Encyclopedia, writes that one of the photographs of our port facilities submitted for publication in the new revision of that 25-volume reference work is being used in the railroad portion.

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Thanks, Salvation Army

Vice-President Schwab, has written his thanks to the Salvation Army for its generous assistance to our people as they struggled to repair the damage at the Middle River derailment. The coffee and doughnuts were a big factor in helping morale, Mr. Schwab said.

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Oops

We were in error when we carried a Wilmington date line on the duckpin tournament for system last week. It should have been Rochester, Pa., which is outside Pittsburgh. Might alter a few travel plans, so we hasten to make amends.
Congratulations

To Paul Baker, of our Passenger Department, who was elected second vice-president of the Baltimore Passenger Association. William C. Rogers, Sr., of the Baltimore and Ohio, is president.

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Off Beat

For railroad meetings that may want to add variety to a film program featuring one of our movies or one of the A.A.R. library, there is a good one available from the National Brewing Company on the highlights of the season of the championship Colts of the National Professional Football League. Arrangements can be made through the public relations department of the National Brewing Company.  

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York Host to Scouts

The Cub Scout Pack of St. Paul's Lutheran Church in York, Pa., visited the station facilities, with agent C. R. Seeley as host. Fourteen youngsters now know more about the railroad than they did. In preparation for possible similar visits, and to buttress what the boys saw and heard, copies of A.A.R. literature, including railroad comic books, have been sent to Mr. Seeley.

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Hill Made Agent

J. B. Hill, of Perryville, has been assigned the permanent position of Passenger, Baggage and Freight Agent there, according to an announcement by R. H. Hance, Superintendent of Stations.

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New Man In Town

William Packo, formerly office manager, Foreign Traffic sales in Pittsburgh, has been named Foreign Sales Representative here succeeding J. O. Flaherty, who goes to Philadelphia as Freight Sales Representative. Good luck to both.

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Sympathy

Our sincere sympathy to the family of W. D. Young, former assistant trainmaster at Baltimore, who died at his home, 1511 East North Avenue, on Tuesday. The funeral is taking place on Friday, February 27, at 1:00 P.M., at the Sanders Undertaking Establishment, North Avenue and Broadway.

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