

Traffic Department

ment Company in making application for lower cement rates from El Paso to points in New Mexico. The Railroad Administration turned down our application. We hope, however, later to get the rates asked for. As soon as the railroads go back to private operation, we propose to file a formal complaint with the Interstate Commerce Commission, in which we will ask for these rates.

Made application for and secured a reduction in the rates applying on brass and bronze goods, carloads, from eastern points to El Paso.

Under Dallas District Freight Traffic Committee docket 1274, dated November 5, 1919, it was proposed to place certain restrictions on the destination territory to which trans-continental shipments might be reconsigned from El Paso and other points in Texas. This department, along with others, opposed the proposal, and now we are advised that the Railroad Administration authorities at Washington have issued instructions that this docket be cancelled and that no action will be taken toward restricting these reconsigning privileges.

We secured a reduction in the rate applying on cement, carloads, from El Paso to 85 Mine, Arizona.

For account of the Western Welding Manufacturing Company of this city, we made application for and obtained a reduction in the rates applying on carbide of calcium, carloads, from Welland, Ont., and from Shawinigan Falls, Que., to Nogales and Douglas, Ariz. The rate from Welland, Ont., was reduced to \$1.37½; from Shawinigan Falls, Que., \$1.50. Previously the rate from Shawinigan Falls, Que., to Nogales, for example, was \$1.69.

We defeated temporarily a proposed advance in the rail-and-water rates applying from New York and Seaboard Territory to El Paso.

We have fought a good many other proposed advances and changes in rates and regulations, many of which we have actually defeated, with the result that money was saved our shippers. Securing reductions in rates and advantageous changes in rules and regulations is a mighty big service and is worth a great deal to our people, yet "the keeping off" the things which they now have is equally important. The cancellation of some of our present rates would mean disaster to some of our industries, and it is such rates that we are almost daily called upon to fight for their retention.

Checking of Freight Bills

We commenced checking freight bills for El Paso business houses on April 24, 1919. At first not many business houses sent their freight bills to us to be checked. They apparently did not believe that we could, with our small force, do all the things which we announced that we would do. They could not understand (and some of them cannot understand yet) how we are going to manage to check freight bills for everybody in town. We have, nevertheless, checked every freight bill which has been sent to us for checking. As a result of this work we have made it possible for those for whom we have checked freight bills to obtain refunds as shown in the following statement:

These figures, however, do not reflect the true total savings effected by us thru the checking of freight bills. Here is the reason they do not do this: If a business man sends us a bill to check and we find that he has paid charges on basis of an 80c rate when the correct rate is 50c, he secures the refund to which he is entitled on that particular shipment. This particular saving is recorded by us. But how about a future shipment of the same commodity from the same point of origin? Does the man pay the 80c rate on it or does he demand that the charges be reduced to the basis of the 50c rate? He demands that the 50c rate be applied, of course, with the result that he has

again been saved the same amount of money which we saved him in the first instance, yet we haven't any record of the second, or third, or fourth saving.

Railroad Legislation

The legislation to be enacted for the purpose of returning the railroads to their owners ought to preserve the rights of the shippers of the country, including El Paso shippers. If their rights are not fully protected, they will be seriously hurt. Because of this we have been actively engaged in an endeavor to prevent the inclusion in the return act of anything which might impair the rights of shippers or which might place upon them an undue burden.

Made application for and secured a reduction in the rate applying on cabbage, carloads, from Las Cruces, Rincon, and Mesilla Park, N. M., to certain Oklahoma points. Our produce dealers, including Crombie & Co., buy cabbage at the New Mexico stations mentioned and ship them to Oklahoma.

Secured a 10c per 100 pounds reduction in the carload lumber rate applying from Northwestern Pacific Railroad points in California to El Paso.

Made application for a material reduction in the rates applying on automobiles, carloads, from Defined Territories to El Paso. Cannot force this until after the railroads revert to private ownership, but will do so then.

Handled numerous car shortage complaints and arranged for our shippers to be given necessary cars for the loading and forwarding of their freight.

El Paso Now a Winter Resort.

Had El Paso designated as a winter tourist point and special tourist rates established. On August 18 the U. S. Railroad Administration, thru their passenger tariff publishing agent McLeod, issued circular B 524, announcing winter tourist fares to Phoenix, Tucson, that special rates were authorized to the other Albuquerque, Carlsbad, Las Vegas, Galveston and San Antonio, but not to El Paso. The matter was immediately taken up with the Administration at Washington, and on October 16 we were informed that instructions had gone forth from Washington that El Paso be included as a winter tourist point and that passenger fares be published to El Paso on the same basis as previously authorized to the other stations mentioned. This basis is 90% of the double one-way fare.

While the money involved amounts to a sum great enough, in most cases, to be worthy of consideration, this feature is not the one which is of most importance to this city. The fact that special rates were authorized to the other places and not to El Paso carried with it the inference that El Paso is not a desirable place for winter tourists to come to. This inference, if stated as a fact, would be an untruth, and this is where El Paso would have been unreasonably hurt had the tariff been allowed to remain as it was when originally issued.

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Rate Quotations.

This is a service of which El Paso shippers have availed themselves freely. Even outsiders in what we consider our "trade territory" have used this service. It is not practical to keep an accurate record of the number of rates quoted and I, therefore, cannot give you fig-

ures covering that feature. I can say, however, that there is seldom a day on which every man in the office is not busy at times (and all at one time) looking up rates for some of our shippers. This indicates that our people consider the service valuable and also that they appreciate it.

Tracing of Freight.

We have traced and hastened delivery of shipments for practically every shipper in town. In some instances our efforts have prevented the cancellation of contracts which carried a clause making the acceptance of goods covered thereby contingent upon delivery on or before a specified date. In other instances, it was our efforts that made it possible for receivers of freight to get particular shipments before a decline in market. In still other instances, where goods were ordered for certain occasions, it was our efforts that made it possible for receivers of particular shipments to obtain prompt movement of such shipments and get delivery in time for such occasions. This shows that our tracing service is very valuable to El Paso business houses.

Rate Book.

We did not begin compiling figures for our rate book as early as we at first anticipated. This was due to the fact that we had a great deal of trouble in getting the new class rates authorized and published from El Paso to Arizona and New Mexico stations west of El Paso. To have published this book before the new rates were made effective would simply have meant the practical reissue of the whole book. This, of course, would have been a waste of money and a useless waste at that. We now have all of the "copy" ready for the printers and the book will doubtless be printed and distributed before the close of the month of January. This book will be the best of its kind I have ever seen. It will show the first four class rates from El Paso to every agency station in Arizona, New Mexico and west Texas. It will compare, at these stations, the rates from jobbing centers with whom our jobbers compete, such as Los Angeles, San Francisco, Denver, Kansas City, Wichita, St. Louis, Chicago, Philadelphia, New York and many others. In short, the book will be so complete as to be equally as valuable to the jobbers located in any of these towns or to the jobber located in New Mexico, Arizona, and Texas, as to the jobbers located in El Paso.

State Commission and Interstate Commerce Commission Cases.

We prepare and handle cases for our shippers before the Texas Railroad Commission and also before the Interstate Commerce Commission. Where our shippers have traffic men, we assist such men to prepare and present their cases. We have assisted the El Paso Sash & Door Company in two cases and Momsen, Dunnegan & Ryan in one. The reparation which our shippers will receive as a result of cases which we now have before the Interstate Commerce Commission aggregates \$15,569.71. These cases are handled for our people absolutely without any compensation whatever, whereas if they are not handled by us, our shippers would be compelled to pay no little amount out in the way of attorneys fees. The fee fixed in our class rate case was \$5,000. From this you can readily understand that the fees which would come out of the amount shown hereover, if the cases were handled by regular attorneys, would reduce very materially the amount which each interested shipper would realize out of his case.

Information and Advice to Shippers.

Thru our bulletins, over the telephone and by correspondence we have given information and advice to our shippers concerning their traffic and transportation problems. This service is essential and valuable. In some cases it enables a shipper to save money for