

in two, three or more sections on a single track causes unavoidable and annoying congestion of traffic, increases the danger of accident, as well as the cost of operation, in some cases almost to the prohibitive point. By the use of multiple trains, a crew of three men can take care of an excursion of three or four hundred people with no noticeable congestion.

THE EXRESS AND FREIGHT BUSINESS afford a very handsome source of income, if properly managed. The public almost invariably expect the interurban lines, when competing with the steam, to provide a very much superior freight service at greatly reduced rates. The reduction of rates is unnecessary, as the people almost at once appreciate the superiority of the service and route their freight by the electric roads. The success or failure of the freight business, of course, depends largely upon the energy of the freight agent, who should keep in close touch with the business men. By having a delayed shipment of package freight rushed forward on the express car to fill a rush order, a new customer is often secured and business thus steadily increased. I have a case in mind where a large business house was almost compelled to have a consignment of canoes sent forward to catch the last boat before the close of navigation. The freight agent was consulted and immediately sent a special car out with this shipment at regular freight rates. The result is that where the interurban was formerly getting only a small percentage of this business, they now get the entire business amounting to thousands of dollars per year.

Every attention should be given the farmers and truck gardeners to encourage them in production and shipment. A call from the freight agent upon these people personally is often productive of splendid results. Then again, the speedy adjustment of freight claims is a great factor in securing new business. The old system of dealing with these claims, by delaying payment, through needless correspondence, until the claimant finally ceases to keep up the fight, will no longer be tolerated by the people. The steam roads have made a marked improvement along this line, but their methods are still a long way from being satisfactory. Customers are expected to pay their freight bills promptly, and they expect prompt adjustment of legitimate claims against the company.

THE CARTAGE PROBLEM.—Some roads follow the practice of giving only warehouse receipt for freight, therefore entailing no expense for cartage, in which case a proportionate reduction in rates can be made. At large commercial centres where the wholesale houses are accustomed to wagon calls, delivery and pick up is necessary to secure the business. As most interurban freight terminals are far removed from the business part of the city and the business consists largely of package freight, the cartage company usually demands from 1 cent to 1½ cents per hundred weight in excess of the usual cartage rate, which of course has to be borne by the company. A strong movement is now on foot among all large transportation companies, both in Canada and the United States, to confine their responsibility to warehousing and transportation on their lines. Let us sincerely hope that this will be brought about speedily, and let us lend all the assistance possible to that end.

It is not the object of this paper to specialize on any particular subject, but rather to bring out the important points of each, in the discussion which I hope will follow.

MODERN TENDENCIES IN RAILWAY CONTROL.

By Clarence Renshaw, Engineer Railway Division, Westinghouse Electric and Manufacturing Co.

In the opening paragraph of his book, "The New Freedom," Woodrow Wilson sums up the industrial conditions of America by the statement "Nothing is done in this country as it was done 20 years ago." It is not improbable that considering things broadly, the same statement will be