

Night lettergrams may, at the option of the Telegraph Company, be mailed at destination to the addressees, and the Company shall be deemed to have discharged its obligation in such cases with respect to delivery by mailing such night lettergram at destination, postage prepaid.

The instructions that night lettergrams must be written in "plain English language" do not disqualify words of an artificial character representing trade names or terms, trade designations of cotton shipments, brands or grades of flour, and other manufactured products. Trade names and trade designations should be accepted without question, *provided they are used in their natural sense*, and are not used to convey a hidden meaning as code or cipher words do.

For example, the expression "Uneeda" is the name of a product of a biscuit company. "XXX" is used to express a certain brand or grade of flour. "FHC," "AFC," "HLPH," represent cotton shippers' brands.

Delivery Clerks will scrutinize lettergrams as well as other traffic and in all cases where replies are called for, the messenger should be specially instructed to make proper effort to secure them.

Some offices have accepted night lettergrams for exclusive Western Union offices. This practice must be stopped. Offices accepting night lettergrams for exclusive Western Union offices will be held responsible for the tolls between the originating point and point of transfer, and in addition thereto the full payout from point of transfer to the exclusive Western Union point of destination.

*This prohibition is necessary in view of the fact that night lettergrams are refused at night lettergram rates should they fail to reach transfer point before midnight. Night lettergrams must not be accepted for *** points shown in the Tariff Book with notation "Tariff same as square—."*

NIGHT MESSAGES.

"Night" messages may be accepted for all check direct offices, in accordance with Rule 14, at the rates given on page 48.

"Other" line offices to or from which night messages may be accepted are designated by letters "N.M.," which follow the rate for "other" lines.

Night messages to one, two or three star stations may be accepted at night message rates for "this" line, and full rate, or night message rate if there be any, for "other" line.

IX.—TARIFFS.

ORDINARY RATE.

a.—The tariffs of this Company are arranged under the designations of Square Rates, State Rates and Special Rates.

b.—State Rates are shown on pages 37 to 40 of this book; Square and Special Rates are shown by special instructions addressed to the offices to which they apply. (See pages 41 to 47.)

c.—To ascertain the rate to a place to which no Special rate has been given, note the number, if any, after the station, then refer to the Square and State Rate. In case of difference between Square and State Rate, the lower rate will be used.

d.—If no Square Rate be given, use State Rate.

APPLICATIONS FOR BULLETIN SERVICE OR SPORTING NEWS, ETC.

e.—All applications for bulletin service of sporting news of any character must be referred by managers to their Superintendent for instruction.

MARKET SUMMARIES ("GOSSIP") RATE.

f.—Market summaries, after close of Exchange, containing not less than 75 words, may be accepted at one-half the Day rate for additional words, for one delivery. Additional copies may be delivered at one-fourth the Day rate for additional words.