

## FT. WAYNE MAN NEW ELECTRIC RAIL LEADER

Officers of Central Association  
Chosen at Closing  
Session.

### LOCAL MAN OFFICIAL

The mid-year convention of the Central Electric Railway Association closed today at the Hotel Lincoln with the election of officers. Samuel W. Greenland, Ft. Wayne, was elected president of the organization to succeed J. D. Bell. J. D. Bell, of Louisville, was elected first vice-president and Harry Reed of Indianapolis, second vice president. L. E. Early, wife of Indianapolis was re-elected secretary-treasurer.

The newly-elected board of directors consists of R. L. Tode, Indianapolis; H. A. Nihill, Anderson; W. S. Rodger, Detroit; P. C. Goss, Sandusky, Ohio; J. F. Collier, Jackson, Mich.; Myles R. Lambert, Jackson, Mich.; F. N. Root, Kalamazoo, Mich., and G. F. Seely, Youngstown, Ohio.

#### EXECUTIVES TO MEET HERE FEB. 28.

Announcement was made of the meeting of the executives of the electric rail ways of the country to be held at the Claypool Hotel on Feb. 28.

A "pick-up and delivery" service in conjunction with interurban service to combat motor truck competition was urged in an address by M. Ackerman, general manager of the Indiana Motor Truck Company of Dayton, Ohio, before the 200 delegates. Mr. Ackerman, who was one of the first executive to inaugurate this system, introduced it on his road in May, 1921. Concerning it's success in Dayton, the speaker said:

"Motor truck freight transport competition has been one of the most vital questions in the operation of interurban railroads and more particularly so, since the advent of the improved highways, which afford motor truck transport companies or individuals, excellent facilities, for which they are not assessed, but for which the industry is assessed.

**AGREEMENT WITH  
MOTOR TRUCK COMPANIES.**  
It seems unjust that the motor truck companies be permitted to utilize the facilities from town to town without being obliged to file schedules as to time and rates covering various commodities, thus, giving them the advantage of not changing rates when they do not notice, thereby enabling them to scalp such rates as the industry may have on file, arranging their schedules from time to time to suit their own convenience, operating without any obligation of any kind, except such moral obligations as they owe their shippers.

"Having operated under this system, handwheels, in our minds, in our minds, as to what could be done to cope with this situation. To this end we took up with our largest competitor the question of acting for us in the capacity of pick-up and delivery agents in all of the principal communities on our property, and were successful in negotiating such an arrangement which was made effective on May 1, 1921.

"By utilizing these sixty-four trucks in pick-up and delivery service the truck company is enabled to provide a more frequent service than they otherwise would have been able to perform. The plan has proved so successful that we are now employing the service throughout the country, thus giving them the advantages over all other motor truck competitors who are obliged to have their equipment tied up in the long haul movement.

"The plan agreed upon for the operation of this service is for the truck company to file schedules on our local class rates, plus pick-up and delivery charge, making by that addition to our class rates a combination of both, thus, making our through rate slightly lower than the Motor Truck Company's rate to the same points. Through this arrangement we are assured by the Pick-up and Delivery Truck Company that they are now enjoying a business throughout their operations which results in a profit as against their competitive operation which resulted in a loss."

#### HEAD OF BUREAU TALKS.

Lambert St. Clair of the bureau of information and service, American Electric Railway Association, also talked. Mr. St. Clair, who is an Indiana man, came to the conference from New York City. He spoke of the organization of sales force and publicity methods in use.

His address he said it would be necessary to have every employee of the companies talk railroads as he averred "auto men talk autos."

A decreased use of frosted glass and an increased use of the spirit of "Let's cooperate" is helping put the electric railroads of the United States back on their feet, said Mr. St. Clair.

Virtually every large electric railway company in the country, he said, now is following a policy of frankness in dealing with the public and telling its story, through every possible advertising channel, he asserted. Mr. St. Clair strongly endorsed newspaper advertising as "an investment worth every cent it costs," along with car card and other advertising available to street railway companies.

"Throughout the United States electric railway and other public utility management today are recognizing that public good will is one of their most valuable assets," he said, "and they are making an earnest organized effort to obtain it. Better still, they are adopting every possible way of showing it—bringing their service up to the best possible standard under the circumstances, telling their story frankly to the people thus enlisting their co-operation in bringing about a fair deal for all—consumers, employees and management."

#### BATTLESHIP MARKET WEAK

Government Sells Eight For  
Sum of \$235,000.

WASHINGTON, Jan. 27.—The sale of nine old warships as junk was announced today by the Navy Department.

Eight of them were bought by Higner & Sons, Philadelphia for \$235,000. They were the *U.S.A.*, *U.S.A.*, *U.S.A.* and *U.S.A.*; the cruiser *Columbia*, and the monitors *Target*, *Tonopah*, *Ozark* and *Montanomah*.

The cruiser *Memphis*, now on the rocks off the coast of Santo Domingo, was bought by the Radecky Iron and Metal Company of Denver, for \$3,000.

#### SHANK'S BALL IDEA APPROVED

More mention of the fact that Mayor Samuel Lewis Shank's Valentine Ball will be held in Tomlinson Hall Feb. 13 for the benefit of the unemployed has brought quick and substantial response from citizens, not only of Indianapolis, but of other Hoosier cities who wish to help out.

The Brannum-Kenne Lumber Company informed the mayor instead of buying tickets, it will give twenty-five tons of coal.

Louis McNatt, a building supply dealer of Brazil, Ind., and an admirer of Mr. Shank, sent a letter with a check for \$5, saying if that sum would not buy enough tickets to help out sufficiently he would take more. Another check for \$10 was received from E. Belsler, 137 North Indiana street, who ordered twenty tickets.

The general committee in charge of arrangements for the dance will meet Monday morning at 10 o'clock in the mayor's office.

#### CONTINUOUS COMMITTEE

Resolutions—George Elliott, Newcastle; C. W. Adams, Vincennes; and Albert W. Butler, Rochester.

The State committee met with three members two of whom were elected at district meetings yesterday afternoon. The members elected yesterday are E. Morris, Thirteenth district chairman, and Daily McCoy, Fourth district chairman, who succeed Vernon Van Fleet and Bert Morgan, respectively. Both of the chairmen had resigned, after accepting Government appointments. Thomas J. Jackson of New Albany is the third new member of the State Editorial Association which opened at the Hotel Sevier.

The next midsummer meeting, it was decided, will be held at Clifty Falls State park near Madison, the editor of the resolution said.

Members of the State committee appointed to invite Senator New to speak are Will J. Robinson of Lebanon, Thomas J. Jackson of New Albany and Fred Ewing of Princeton.

#### CONFIRMED.

The date of the State convention was fixed as Mar 24 and 25. It will be held in Tomlinson Hall. The number of delegates was fixed at 1,720, as compared with 1,880 at the last convention. The delegate from each county will be a delegate for the 400 Republican voters.

The deficit, facing the committee as a remnant of the last presidential election also was discussed. With these matters out of the way the committee took up the formation of a woman's State organization.

The meeting of the State committee was held in connection with the annual mid-winter meeting of the Republican State Editorial Association which opened at the Hotel Sevier.

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