

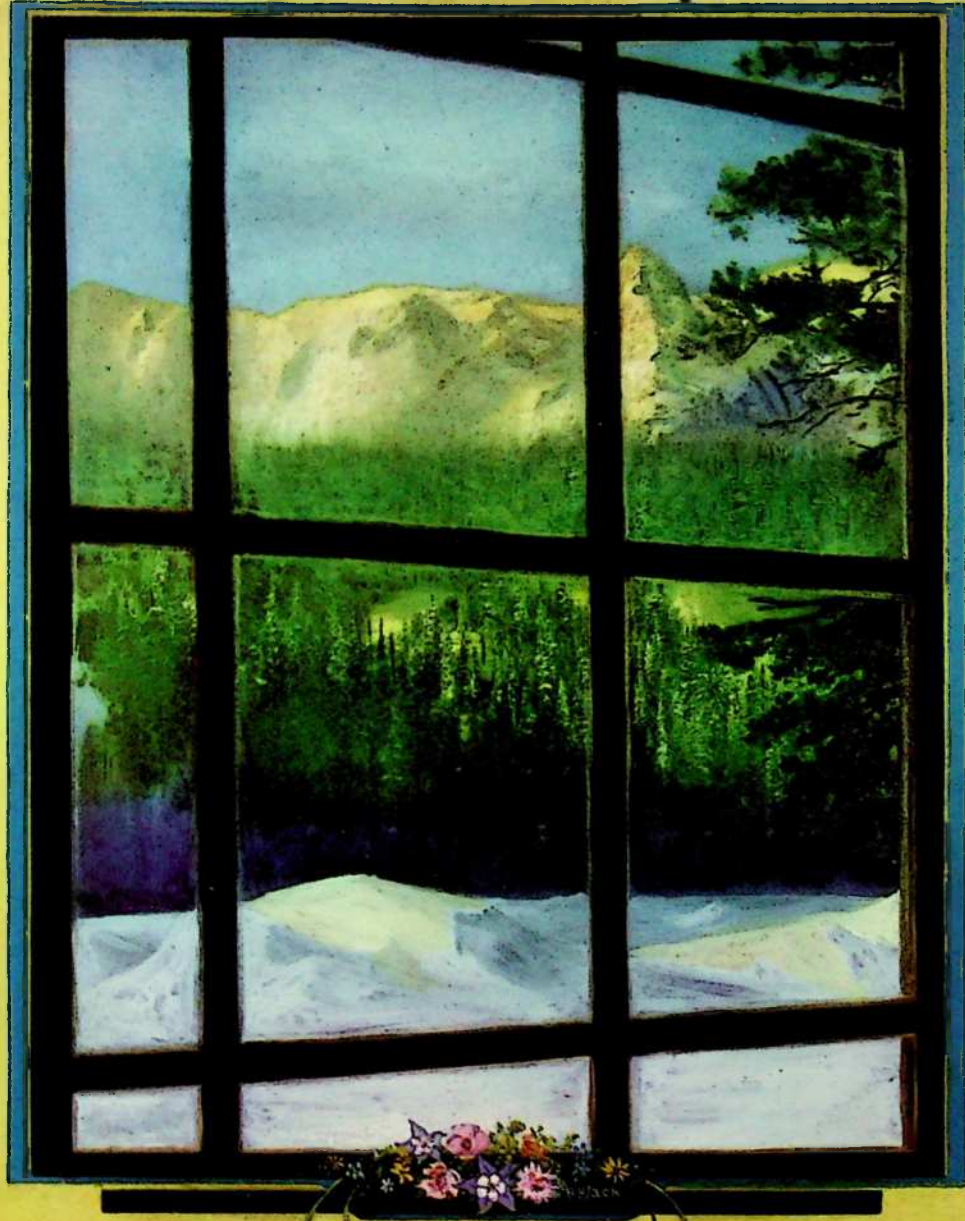
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# THE MONITOR



The Mountain States Telephone and Telegraph Co.



*May 1925*

## *Through the Window Pane*



SPRING is most always "late" in the mountains, and often the heavy, wet snows fall far into the month of May. On the front cover page of this magazine is a picture taken "through the window" of Fern Lodge, overlooking Fern Lake in Estes Park, Colorado. In the distance may be seen Notch Mountain, famous in the Mountain Parks region. This is considered one of the most enchanting pictures The Monitor has ever published. To get the full beauty of this picture stand it on the mantle and view it from a distance of several feet. This photograph was taken by A. C. Haanstadt of the Haanstadt Camera Shop, Denver.



## Converting Lodgepoles to Service

*The rapid rise in the cost of eastern and western cedar telephone poles in the last five years, used for building toll and exchange lines, has caused the engineers of the Mountain States Telephone and Telegraph Company no little worry.*

*During this time one particular man has done considerable thinking and also a lot of rambling around over the hills of our territory from Canada in the north to Mexico in the south, and in the back of his head he has had the dream that the millions of lodgepole pine trees practically covering our mountains could be converted into poles suitable for building telephone lines. This man is Murray MacNeill, Outside Plant Engineer, and this spring he saw the realization of the first part of that dream.*

By R. W. Lindsay

*Engineer of Methods and Material*

AS THE average person or even the average telephone man has really no idea of what is required of this said pole or just how it is manufactured, it might be well to start in right at the beginning and touch the high spots of the lodgepole pine pole from the tree to its final resting place in the pole line. Fortunately the mountains of our territory possess enormous stands of lodgepole pine; it is necessary, however, to select a stand close enough to the railroad to avoid excessive hauling and close enough to the market or location in the plant to avoid excessive freight. The most desirable timber fulfilling these qualifications seemed to be in the vicinity of Salidu, Colorado, and therefore the first experiment in the pole manufacturing direction was started there.

Unfortunately, nature didn't provide thick

stands of lodgepole pine trees along the railroad so they could be felled into a flat car and hauled into the treating plant, but on the other hand there is generally a walk of two to six miles on snow shoes to the pole timber. It is a known fact that the best pole timber grows on the north slopes of the mountains due to the slower growth and the resulting greater density of the annular rings and consequently greater strength.

After this three-mile walk, which is up a grade as steep as a cow's face, the pole timber is reached. The snow is usually three feet deep and in places five and six feet deep, but the chopping continues the year round and at certain seasons under extremely adverse conditions.

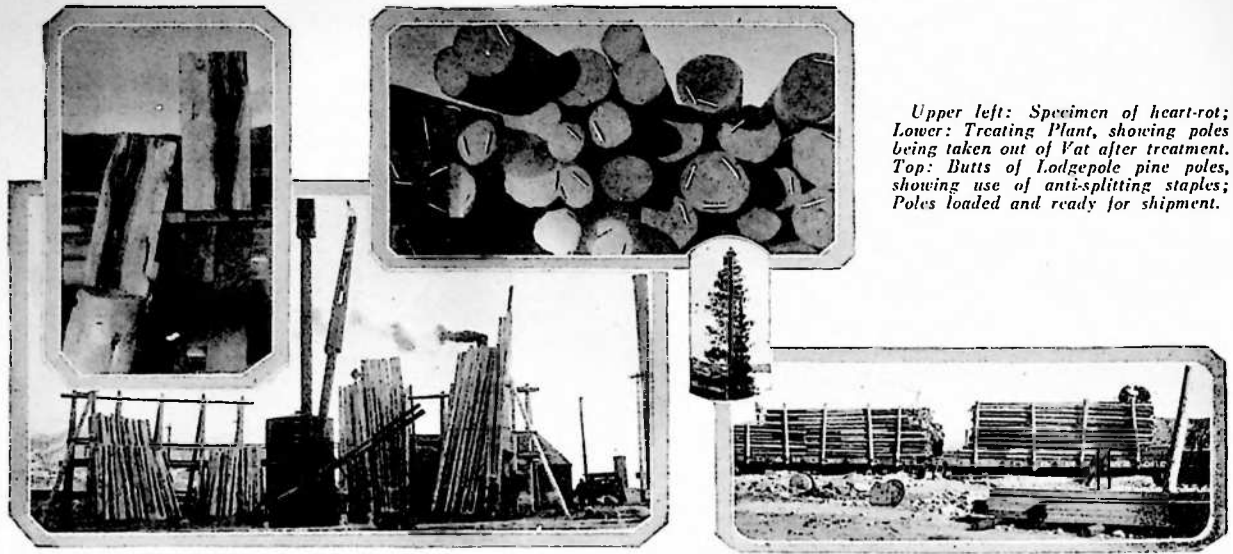
A chopper is a man who cuts poles out of trees and is just as much of an expert in his

line as the wire chief or the equipment engineer or most of the so-called sharks around the company. He gets paid only for the good poles he cuts and he rarely cuts one that is useless.

After choosing a tree which is to all appearances a pole tree, the chopper inspects the tree for an excessive number of dead knots, large branches that would produce large live knots; and also for catfaces or scars. If the tree seems free from these imperfections he blazes a small portion of the sapwood to see if the grain is straight and if it appears to have a twist of more than one turn in twenty feet the tree is rejected for pole timber. If everything is O. K., he notches the tree and goes to sawing.

The chopper notches the pole in the direction he wishes to fall it and as a rule the tree





Upper left: Specimen of heart-rot;  
Lower: Treating Plant, showing poles  
being taken out of Vat after treatment.  
Top: Butts of Lodgepole pine poles,  
showing use of anti-splitting staples;  
Poles loaded and ready for shipment.

goes down in a clear space where he can conveniently work on it. After the tree is felled the butt is inspected for heart rot and again if found O. K., the chopping begins. Standing on the tree he chops the branches close to the trunk with an axe as sharp as a razor and always proceeds from the large or butt-end toward the top. When he has trimmed all branches on the upper side he turns the tree over with a hook and continues the operation until all branches are removed. He then starts in with a tool called a spud and cleans the bark close to the sapwood. He turns the tree over repeatedly with the cant hook to get another place to bark and soon has the tree white and shiny and for the first time resembling a pole.

If the cutting is done in the winter season, the spudding or barking is monotonous and slow, the bark chipping off in small pieces,

while if done in the summer, the bark comes off easily in long clean slices.

The chopper then inspects the pole for minor defects and if found O. K., snakes it down to the trail to await the inspector who gives him credit for the pole according to its length and diameter. Usually a chopper has a colored paint which he dabs on the end of the pole to identify it and in some cases writes his name on it.

After the poles are cut they are skidded down a crooked steep trail to a landing yard where they are sorted according to length and class.

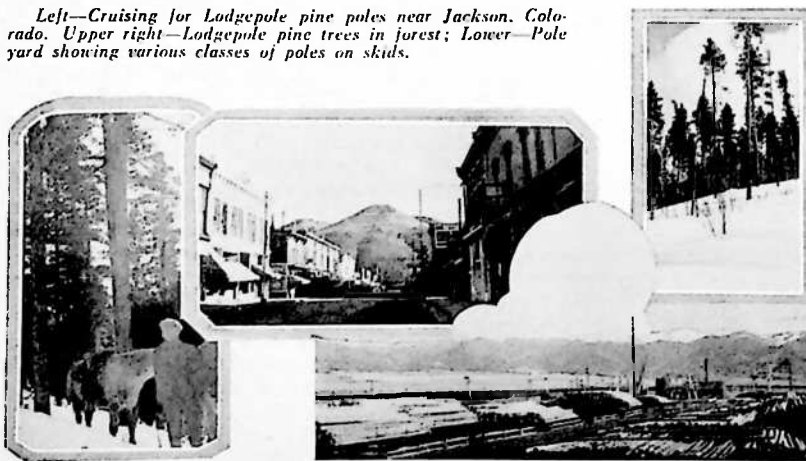
Before they are loaded on cars, however, they must be thoroughly seasoned; that is, lose a large per cent of their moisture content before they can be treated, so as an economical measure they are allowed to lie in piles in the open for about six months before

being loaded for their trip to the treating plant. During this period they lose from twenty-five to forty-five per cent water content and season checks develop longitudinally along the pole due to the shrinkage. This part of the pole manufacture is one of the most important because if the pole seasons or checks after being treated the treatment is worthless, as the fungi will enter the pole beyond the depth of the penetration of the oil.

After the pole has lain in the yard long enough to become seasoned, it is loaded on a car and shipped to the treating plant. Here it is unloaded on skids and greeted by an inspector or probably a corps of them who roll it over and over trying to find some flaw on it. If the pole looks green or seems heavy by handling, he either rejects it or takes a sample of it with an increment borer to determine the amount of moisture in it and holds it back until the result is obtained. He looks for the twist in the grain, now easy to observe due to the season checks, and if in doubt measures it to see if the twist is over one in twenty feet. He inspects the pole for dead knots and sound knots of three inches in diameter and over; he measures the pole six feet from the large or butt-end to determine the class of pole; also measures the top to determine if it passes for a corresponding class measured at the butt. The pole is inspected for catfaces again, for crooks, excessive sweep, shakes, and rot; and if not found wanting in any of these qualifications it is pounded with a steel die hammer on the butt-end, which designates its length and class, i. e., 25-B or 30-C, etc. It is then accepted and is recorded in a book for payment.

After inspection the poles are rolled on skids to the preparation gang who trim knots overlooked in the forest, roof them, and pre-

Left—Cruising for Lodgepole pine poles near Jackson, Colorado. Upper right—Lodgepole pine trees in forest; Lower—Pole yard showing various classes of poles on skids.



# HEAR 'UM SING

WHEN the telephone was introduced into Oklahoma—then the Indian Territory—some 38 years ago, the prejudice of the Cherokee Indians had first to be overcome.

In 1885, the Cherokee legislature granted a license to a small company to build a telephone line from Tahlequah to Muskogee, but, owing to the fear that it might prove an opening wedge for the railroad which would bring the white man's civilization into their territory, the Cherokees imposed



certain restrictions before the project received their approval. Some of the conditions embodied in the bill were

that the line must be constructed through the hills along a route which it would be impossible for a railroad to follow, that white help should not be employed in its construction and that habitations should be avoided to lessen the danger from lightning to the Cherokees' homes and stock.

Some years later an exchange was established at Tahlequah, the first in the state, and an Indian was placed in charge. His fathers had used the signal smoke to carry messages, afar, but now the Indians use the electric spark and the white man's harness. The signal smoke fire is no more. And the Indian, once the most taciturn of all races, through the use of the telephone, has become, if not garrulous, at least fluent in speech.

From the start the Cherokee telephone was a success. When the Indians assembled to "see the wire talk" and found that it could do so not only in English, but in Cherokee as well, their enthusiasm was unbounded. The soft gutturals of the Cherokee tongue were found to be the easiest of any language spoken in the Southwest to transmit over the telephone, their musical tones being free from any harsh notes.

Today, Oklahoma has over 250,000 telephones, one for every nine of the inhabitants.



A. H. Griffith, recently engaged to fill a vacancy in the Pocatello toll testroom, relieved R. W. Vanderbilt, who left for Butte to accept a similar position in that toll testroom.

pare the poles for treatment. Draw-knives are used to trim the knots with the aid of a line-man's hand axe. The top of the pole is cut at an angle of sixty degrees with the axis of the pole to shed water and prevent further checking. The pole is then shaved from a point four to seven feet from the butt-end to the butt-end to remove all unshaven bark and a thin inviolable skin which prevents the wood from absorbing the oil during treatment. Large and long season checks are stapled together with anti-splitting staples to prevent further opening of the checks after the pole has been treated.

The pole is then ready for the treating vat. If the run for that day corresponds with its size and class the boom of the derrick is swung around and the pole is placed in a tank for the treatment, if not, it is put on a small car and pushed up the track to go in the untreated stock.

The poles are treated by placing them on end in a tank ten feet by twenty-four feet and nine feet deep and boiling "oil of coal tar" around them for seven hours, and then replacing the hot oil with cold oil and continuing this process for an additional seven hours.

As a rule poles of one class and height are placed in the vat at one time and 175 to 375 poles are treated in one vat at a time. They are picked up from small cars, brought down from supply stock or lifted directly from the work skid to the vat. After the tank is full, steam is applied through coils in the bottom of the vat and after heating for about ten minutes the oil is allowed to run in around the poles from a hot tank to a height of from four to seven and one-half feet in the vat. The height of treatment depends upon the length of the pole. This oil enters the vat

at about 265 degrees Fahrenheit and is chilled about forty degrees by the poles and vat. A temperature of 210 degrees to 240 degrees is maintained for seven hours during which time anyone in the surrounding vicinity is thoroughly disinfected. After the seven hours have elapsed, the oil is pumped by a centrifugal pump back into the hot tank and cold oil is allowed to run back into the vat by gravity. This oil enters at a temperature around ninety degrees and is raised about twenty degrees by the heat of the poles and vat to about 110 degrees. The time for changing the oil requires about eleven minutes in all, during which time fourteen to sixteen thousand gallons have been handled.

This temperature is allowed to drop to 100 degrees which is maintained for seven hours and during this time the temperature is taken every half hour and tabulated on a chart for that run. The oil is then pumped into the cold tank and in about two hours the poles can be removed. They are then either placed on cars and shipped to some town to be used in a toll line or exchange plant or they are placed on a small car and run down a track to be placed in stock. During the treating process they absorb from nine to fifteen pounds of oil depending upon the size of the pole.

This description only touches the high spots of the manufacture of lodgepole pine poles and in a small way pictures how about 4,000 poles were recently treated at the plant at Salida, Colorado.

One hundred and four narrow gauge cars of poles were unloaded and prepared for treatment. These poles were all treated in twenty working days and sent on their way to take their places in the great Bell System.

# Glenns Ferry Idaho

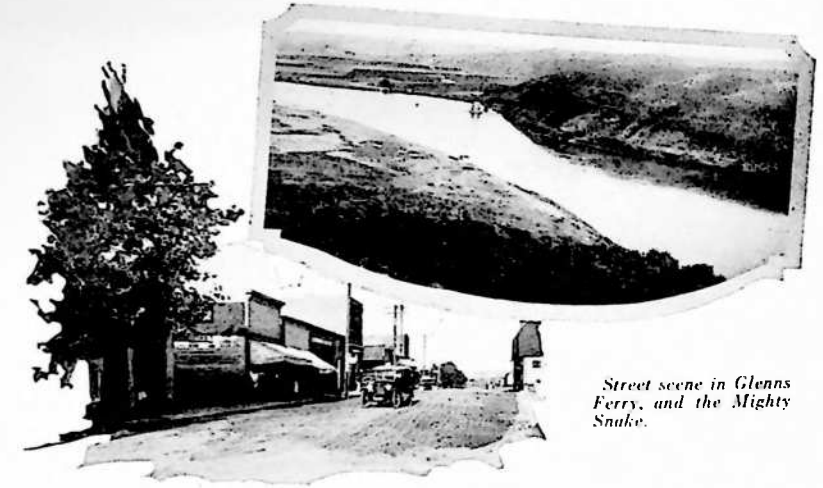
By Walter G. Corker

**F**EW PLACES in the West have stood on the threshold of history in its making to survive and become more than a mere memory or fill a paragraph in history. In the days of '49, when the mad rush for gold carried thousands to California, and to what is now known as Washington and Oregon, and the eddying tide of civilization pushed on and on toward the land of the setting sun, numerous havens of refuge dotted the vast expanse between the Missouri and the far away Pacific. Here the weary traveler was wont to rest, secure from attack by hostile Indians.

Of the survival but few could duplicate the career of that little camp, whose history is written in the very blood of the pioneer, that has blossomed into a thriving railroad division point on the Union Pacific System, to have its name, Glenns Ferry, written in capitals on the time table.

Nestling in a deep valley between rows of barren hills and on the very brink of the great Snake, we of today find this thriving little city, and it is indeed hard to realize that here, almost within the corporate limits of the city, the Old Oregon Trail crossed the river. It was known as the Three Island Ford, so ably described in Hough's "Covered Wagon." Here was the traveler's haven; here is where Dr. Whitman, the founder of Whitman College, and his party forded the Snake, passing on to take up his residence in Washington, where later he did so much toward gaining this vast western territory for the United States.

Sheltered from the wintry blasts by the steep and lofty hills, it was here that numerous bands of Indians made their winter camp to catch and dry their yearly supply of



Street scene in Glenns Ferry, and the Mighty Snake.

salmon. Deer roamed the valley on either side of the river, and fresh venison could be had for but little effort. Ducks, geese and other water fowls stopped here on their southern flight and many remained throughout the winter.

In the '50's and until late in the '70's the principal occupation of the whites in the vicinity was placer mining and Indian fighting. Within sight of town time-worn mounds mark the final resting place of two miners killed in battle with Chief Buffalo Horn, who served General Miles as scout the year before.

The Union Pacific line having been extended from Salt Lake to Kelton, Utah, all freight for Boise and points west struck the Snake at the old Three Island Ford, where Gus Glenn, an enterprising cow-man, installed the ferry for which the settlement was later named. The Indians made use of the boat to cross the river and join the Duck Valley tribe in what turned out to be their last raid in this section of the country. After crossing safely to the south side of the river, the Indians set fire to the cable supports and the

boat floated down the river to be caught and made fast some three miles down stream by C. E. Corker, an old-time placer miner still living near the Ferry.

In the '80's the old boat landing again came into prominence with the building of the Oregon Short Line from what is now the city of Pocatello to connect at Huntington with the Oregon, Washington Railroad and Navigation Company's line. The settlement took the name of Glenn's Ferry and became an active frontier town, where a dollar bought a bottle of beer and a dance with the lady of your choice; where the homicides exacted toll that often averaged better than one a night; where the leading citizen, rolled in his blanket, was laid to rest at the foot of the hill in the northwest part of town, and where the dark and muddy waters of the historic Snake concealed some of the settlement's darker deeds.

In 1886 W. M. Stockton made a homestead entry just west of the old boat landing, and on it now stands the village of Glenn's Ferry with its some 1,500 population and modern homes. A short time ago the United States Reclamation Service completed an irrigation system that runs through town and the Oregon Short Line spent more than a million dollars increasing the capacity of its yards, reducing the grade of the famous Medbury Hill, and for new buildings.

For many long years the Bell System has rendered the community the very best of service and for this much credit is due two members of the Brandtner family, who have endeared themselves to the public by their courteous treatment during the fifteen consecutive years they have had charge of the Glenn's Ferry office. First honors to Miss Birdie, whose services began in 1910 and continued until 1920, when she resigned to become Mrs. Whitney, and second to Miss Julia, chief operator since 1920. Not long ago Miss Julia became Mrs. Geer.



Mrs. Julia Brandtner Geer, Chief Operator at Glenns Ferry; Glenns Ferry Office; Mrs. Birdie Brandtner Whitney, former Chief Operator.

# Miss Pattie Hockaday Field

Miss Pattie Hockaday Field holds the distinction of being the second woman in America to successfully pass the examinations for the Foreign Service. Miss Field is the daughter of Mrs. E. B. Field, Jr., and the late E. B. Field, Jr., for many years vice-president and treasurer of The Mountain States Telephone Company, and grand-daughter of the late E. B. Field, president of the same company, so her achievement is of exceptional interest in telephone circles throughout the United States.

Miss Field is a true daughter of the West, having been born in Denver, where she was graduated from Miss Wolcott's school. She later attended Radcliffe, from where she was graduated with Cum Lauda in American History, after which she spent a year in Paris at Ecole des Sciences Politique (The Diplomatic School of France), and returning to America pointed up her work at the Diplomatic School of Washington under the direction of Professor Crawford.

She took her examinations in Washington last January and while she and her mother were visiting in Denver received notice of having passed and to report to the State Department in Washington by April 20, where she now is.

Passing of the Rogers bill by the U. S. Legislature last May afforded the State Department enough money to train the diplomatic students for a wonderful career, bringing the service up to a very high standard.

While about 150 students took the examinations at the time Miss Field did, only twenty passed, Miss Field being the only woman, and, as before stated, the second woman in the United States ever to achieve this signal success, and she is but twenty-three years old.

Miss Lucille Atcherson of Columbus, Ohio, the first American woman to gain this distinction, has for the past two years been in the State Department at Washington and was recently appointed third secretary of the American Legation at Berne, Switzerland.

Miss Field is petite and delightfully feminine, with a personality that fascinates, though perhaps her chief charm lies in her refreshing lack of conceit in the face of success which might easily turn heads less well poised than her's. Her success seems to have made her humble and her greatest wish is that she may really be of service to her country.

A glimpse at the accompanying portrait, taken a fortnight ago while she was in Denver, will convey to all who knew him the very striking likeness she bears to her late father.

Coincidentally she is a Field on both sides

*Miss Pattie Hockaday Field, who holds the distinction of being the second woman in America to qualify for Diplomatic Service. Miss Field is the daughter of the late E. B. Field, Jr., who was Vice-President and Treasurer of the Mountain States Telephone Company, to whom she bears a striking resemblance.*

—Photo by Brown-Ryers Studio, Denver.



of the family, on her mother's side coming from the Field, Hardin and Hockaday families of Virginia and Kentucky and on her father's side from old New England stock.

Mrs. Field (mother of Pattie) pays a glowing tribute to Telephone people when, in response to a compliment directed to herself and daughter, she replied, "O, there is nothing and none like the telephone business and its people—in the past several years since Mr.

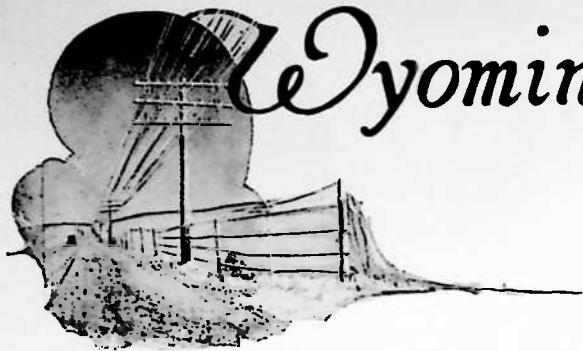
Field's death, his friends with the Telephone companies throughout the country have been wonderful to us; whether we were in New York, St. Louis or wherever we chanced to be, always Ned's telephone friends have stood ready to talk things over with us, advise and help us in every possible way, and I feel that any success Pattie or my other children have gained is largely due to our Telephone friends."

## A. D. Spaulding Promoted

Abbott D. Spaulding, who came to Denver from the wilds of Wyoming several years ago, and "tied in" with the traffic department, has been transferred to El Paso, Texas, where his several duties place him in connection with the two local offices and one toll office as traffic chief, replacing F. G. Egan, who has been

transferred to the general traffic department at Denver.

Among other duties aside from being assistant toll manager at Denver, Spaulding had much to do with the success of the switchboard demonstration troupe; managed the cafeteria for a time, made public speeches, pitched horseshoes, managed beefsteak fries, and wrote some poetry for THE MONITOR.



# Wyoming draws a Y job

By C. J. McKee

**W**YOMING has been fortunate in not having had any serious sleet damage since May, 1922. This record was broken around Cheyenne on April 1, 1925, when rain turned into a wet snow storm and froze on the wires and poles until it reached a thickness of from three to four inches.

The wires began to snap at 5 p. m., and at midnight there were only three working circuits out of forty. While this heavy load was on the wires and poles a forty-one-mile wind came up and did the rest.

By working all night in the wet snow and high wind, "Bill" Sterns and A. L. Peyton got the "TC" circuits O. K. at 9:50 a. m., and turned in sad but valuable reports of conditions.

terial, was started immediately from Casper, Wyoming.

Foreman Bean, leaving a sick wife, and his nine-man crew with truck arrived from Berthoud, Colorado, the following day.

Wire Chief Beck and Gatzmeyer tried to assist from Laramie, Wyoming, but were blocked by snow. Groundmen were hired locally until a total of seventy-five men worked from daylight until dark doing everything possible to restore service.

Plant Engineer R. A. Kent was started out to get more accurate information and to plan on permanent restoration. He had a surveyor started the following day, staking out a new line of shorter span length and higher class pole design.

After service was restored, the jury line had to be strengthened, slack pulled and poles added to make it safe. Hundreds of bad ties remained to be replaced on the Denver-Salt Lake line, together with approximately one hundred leaning poles to be straightened and considerable slack wire to be pulled.

Weather conditions favored the men because the usual bucking of snow drifts during storm breaks in this locality was lacking. They only had two bad working days.

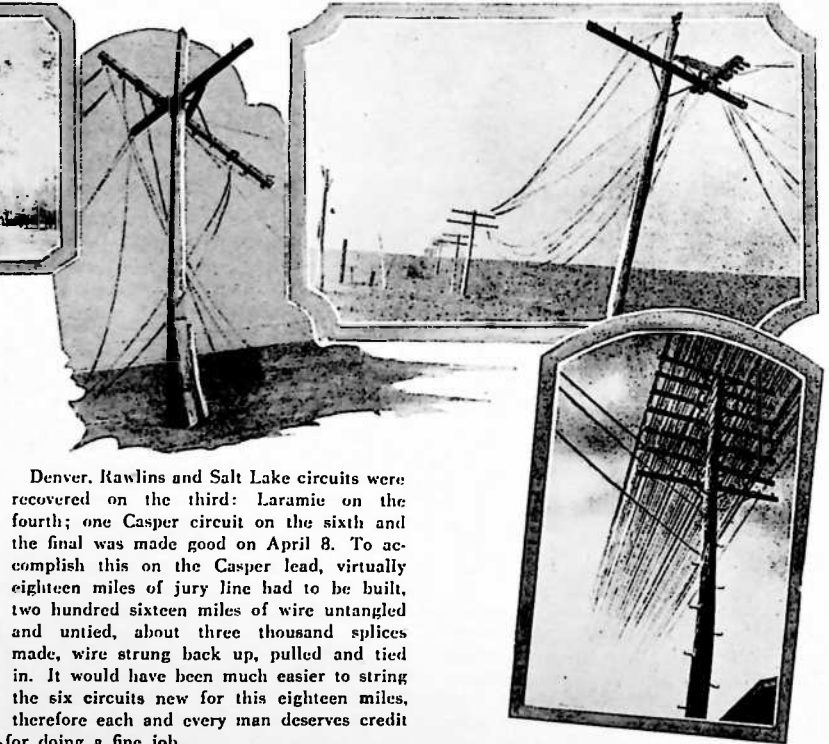
After getting all circuits working temporarily but with lots of work remaining to be done to make them safe, the whole atmosphere was saddened when Ray Brown of Wienand's crew was taken with acute pains in the stomach. He was rushed into Cheyenne by Troubleman Widlick in the company Dodge, taken to the hospital, where, after a consultation of doctors, it was decided that he had a perforated gastric ulcer and he was operated upon within thirty minutes and his condition considered so critical that his father was called to his bedside from Gary, Oklahoma. His cheerful and fighting spirit helped so much that at the present writing he has a



Within a thirty-mile belt around Cheyenne there were approximately one thousand wire breaks on the Denver-Salt Lake line, while the Cheyenne-Sheridan-Billings line showed six hundred thirty-four poles broken off and smashed up, together with something like three thousand wire breaks.

C. C. Harmon, Wyoming plant superintendent, who was supposed to stay in bed and have his appendix removed, took the reins at daylight, and with the assistance of Wire Chief Probst, a total of thirty-two men with transportation, material and tools were organized to tackle what seemed a hopeless task.

Five Colorado plant men were started on the first train from Denver, Colorado. Foreman Wienand, with his crew of seven, together with three loaned by our Casper wire chief, Frank Probst, and a truck of tools and ma-



for doing a fine job. Denver, Rawlins and Salt Lake circuits were recovered on the third; Laramie on the fourth; one Casper circuit on the sixth and the final was made good on April 8. To accomplish this on the Casper lead, virtually eighteen miles of jury line had to be built, two hundred sixteen miles of wire untangled and untied, about three thousand splices made, wire strung back up, pulled and tied in. It would have been much easier to string the six circuits new for this eighteen miles, therefore each and every man deserves credit



# Chief Operators Conference

*By One of Us*

A Conference of Southern Utah Chief Operators was held at Richfield, Utah, during the week of March 16th to March 21st, inclusive. This conference was held for the purpose of reviewing toll operating practices and introducing recent changes therein.

Mr. J. E. Magelby, Mayor of Richfield, Utah, extended a welcome to these Chief Operators, cheerfully granted the use of the City Council Chambers for holding the conference and assured us that our Company was firmly established in high standing with this community.

During the progress of the conference, we were also favored by a visit from Dr. D. M. Markus, editor of the Richfield Reaper. Dr. Markus was asked to make a few remarks after attending the session of this conference and he stated that he was interested in the manner in which the instruction was being given and for the emphasis that was being placed on the continued use of courteous expressions. He stated that so far as he knew the Sevier County subscribers of our Company greatly appreciated the service rendered and the ever willing attitude made manifest by each contact made with the telephone employees. Dr. Markus extended an invitation for each of us to visit his printing establishment which we did in a body on the evening of March 21st.

In attendance at this conference were four



*Group of Chief Operators in Conference at Richfield, Utah*

representatives of connecting companies who evinced a willingness to co-operate to the fullest extent and this had a very marked impression on the success of the conference. J. E. Olson, president and manager of the Salina Telephone Company, gave an excellent talk on Inter-Company co-operation. Mr. Olson related several instances in his experiences where employees and the policy of the Mountain States Telephone and Telegraph Company had rendered a very great service to their company. These services were given free in each case and show the attitude of the Mountain States Company toward the smaller companies.

The conference was held under the general supervision of L. O. Bingham, Utah traffic superintendent; V. S. McAdam, Utah toll supervisor having charge of the instruction. A small demonstration switchboard was used in giving this instruction and the complete course in Outward Toll Operating Practices was covered. Classes were held in the day

time from 8:30 to 5:30 and lectures and talks each evening from 7:30 to 8:30. Some of the subjects treated were as follows: "Loyalty and Courtesy," by L. O. Bingham; "Care of Central Office Equipment," by Andrew Peterson, Richfield manager; "Inter-Company Co-operation," by Mr. J. E. Olson, President of the Salina Telephone Company; "Local Operating Practices," by Miss Alice Russell and "Toll Office Management," by V. S. McAdam.

The following chief operators were in attendance from connecting companies: Mrs. Zena Bird, Salina Telephone Company; Mrs. Mary Sargent, Panguitch Telephone Company, and Miss Leah Bessie, Manti Telephone Company. Our own chief operators in attendance were Miss Vivian Cunder, Lehi, Utah, Miss Ina Scoville, Mt. Pleasant, Utah; Miss Alice Russell, Provo, Utah; Miss Virginia Sparks, Ephraim, Utah; Miss Gladys Salisbury, Richfield, Utah; Miss Sylvia Knell, Cedar City, Utah and Mrs. Emma Gilles, Richfield, Utah.

The contagious spirit of good fellowship which telephone people always spread was in evidence and dominated the proceedings, the end of the week finding each one reluctant to leave. We feel that a great deal of good has been accomplished because of our association here together in this conference and that each of us is going to be able to do a much better job in the future than has been done in the past. We feel that the way to show our appreciation to Mr. Bingham for making it possible for us to be present and for the effort put forth by his office in giving the instructions is to show improved results in our various offices; this is our determination.



#### Number of A. T. & T. Stockholders

1900—	7,500	Stockholders
1905—	17,500	Stockholders
1910—	40,400	Stockholders
1915—	65,500	Stockholders
1920—	139,400	Stockholders
1924—	345,500	Stockholders

chance for recovery. This was hard news to all of his fellow workmen, and they hope that his father can return home soon with the thought that his son is out of danger.

Then it was learned that Supervisor of Long Lines E. C. Wilson's anticipated visit was terminated at Greeley, Colorado, where he was removed from the train to a hospital.

Much credit is due Foremen Bean, Taylor, Wienand, Sterns and Peyton for their untiring efforts, especially for their help in nightly conferences to plan the following days attack after being in high all day.

We were glad to have the help and association of O. S. Jackson, L. L. Brogan, L. G. Jackson, I. A. Crawford, and L. Pastorious, who were sent by A. W. Young, Colorado plant superintendent of Denver, Colorado. Foreman Bean's crew is always welcome.

Roof, Niblett and Babcock of the Casper, Wyoming, exchange, did their part faithfully, as did Wienand and his entire gang.

Our home boys, including "Skin" Taylor, "Charlie" Bryant, "Pete" Widick, "Bill"

Sterns, "Pete" Peyton and "Bill" Pugh, all of whom are in their glory at such times, are to be complimented again. It is with some regret that we cannot mention "Tommy" De-Courcy, who belongs in the list, but because he gave his appendix to a doctor recently could not stand the gaff. He did try to help, however, by warning us early in the day that the toll lines should be brought in.

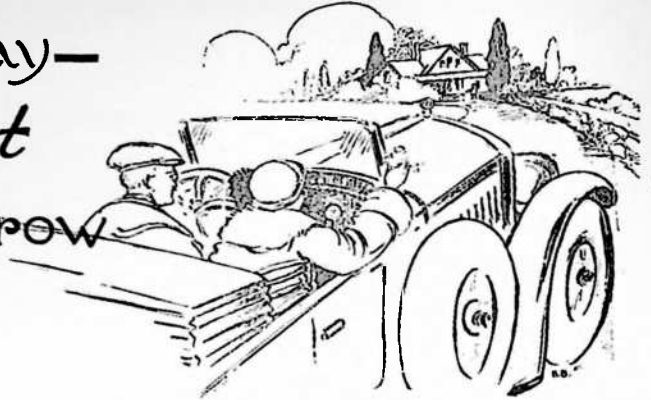
Our truck drivers and apprentices certainly did their part by pitching in and doing fine work. We welcome the new linemen on our roll and hope that they will stay in our family.

Last, but not least, is the untiring efforts of our toll wire chief and testboardmen, Ferguson and Shelton.

Now that we are back to normal from a service standpoint and Mr. Harmon has been so busy, it appears doubtful whether he now has inflammation of the vermiform appendix of the caecum at all.

Poles are now being loaded in the yards and we expect to have twenty-five miles of new line to be proud of.

# Thrifty Today— Independent Tomorrow



There's nothing like thrift to give a good lift  
Toward the fine independence all covet.  
One must be a bit brave the dollars to save.  
But with practice can't one learn to — — ?

**T**HE BLANKS represent a straight word puzzle, the first meaning "a tender feeling" and the second may be used as a substitute for a noun or nominative of an impersonal verb. Easy—you've got it.

We just don't naturally love to save as much as we love to do some other things. It's an acquired taste. And there are so many beautiful creations of all kinds constantly getting in our line of vision and suggesting to us, "Won't you take me home with you?" And we do take some of them home and find delight in them and that's all right. The bravery is tested and tried in knowing where to draw the line, drawing it and keeping it drawn.

The art of buying wisely enters largely into the thrift business. Most of us had some valuable experience along that line during the war. Suddenly the price of nearly all commodities jumped, and all our wits were set to work to aid us in buying wisely—

making our dollars reach as far as they would. They all looked like fifty-cent pieces to us then, and they haven't yet reached the full measure of what a dollar would do in those pre-war days, and probably never will. But as we managed to live then and accumulate some Liberty bonds, so we can by saving and buying wisely now still live and accumulate a little as we go, for a reserve for depreciation in the less productive years.

Ever think what thrift has done? The thrifty ones have loaned their savings to build railroads that span the continent, and as a consequence cities and towns have sprung up where once there was prairie or wilderness. Savings have built telephone lines and exchange buildings and helped to give us the very jobs by which we are making a living and doing some saving on our own account. Thrift has built factories and office buildings and beautiful homes where contented people dwell. What

would the world do or be without the people who work and plan and manage and save?

The small boy who exhibits a china pig with a slot in its back for the admission of coins and proudly announces, "I does my banking here," has the right idea. He is in line to become a savings bank depositor and later on an investor.

Savings banks have been a great help to the people and a very small percentage of depositors have lost through them. The Boston Provident Savings Bank, the first in the United States, was established in 1816. If we had the figures covering all the money on deposit in the savings banks of our country today they would be staggering. Denver alone had in these institutions at the end of 1924 approximately \$59,000,000.

Those who prefer the postal savings had to their credit with Uncle Sam on February 28 of this year the very respectable sum of \$133,954,326.00—

**Abner Ben Adams**

*By Cy Meyn*

(With apologies to Leigh Hunt)

Abner Ben Adams, may his kind survive.

Awoke one fine day—age thirty-five—

And looked upon the inside of his purse.

What he saw there made Abner softly curse.

For after all the years he'd toiled and slaved

Not a lonesome dime had our Abner saved.

Then to his purse he made this solemn vow—

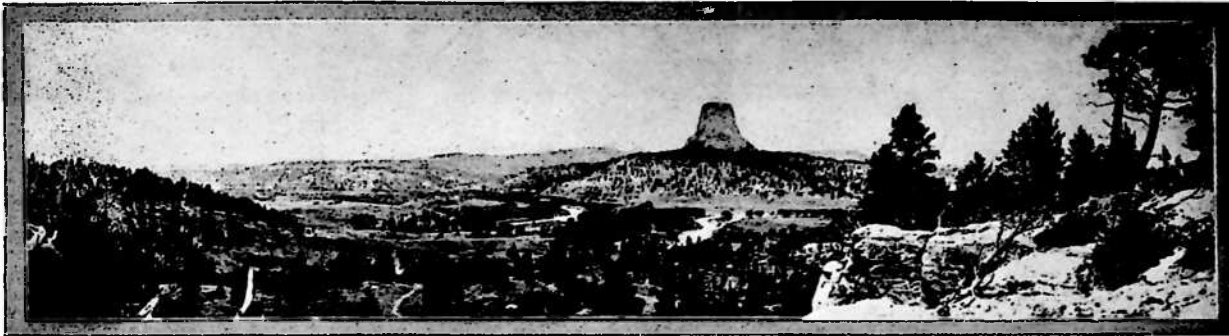
"I'll save a sum each month and fatten thou.

"Then when I get old and my labors cease,

"I can take things easy and live in peace."



From each pay check he invested a sum  
In solid stocks, he got dividends from.  
Then the dividends he reinvested,  
And in a home became interested.  
From his savings account he bought more  
stock  
And finally paid for his house and lot.  
A pension came and his labors did cease  
But Abner was ready to live in peace  
For lo! The list of those that Thrift had  
blessed,  
Showed wise Abner's name leading all the  
rest.



## The Devil's Tower

ONE day three Sioux maidens while out gathering wild flowers were beset by three bears, so the legend goes. The maidens took refuge upon a large rock which the bears were also able to climb. The gods, seeing the maidens about to be devoured, caused the rock to grow up out of the ground. As the rock grew the maidens climbed, but the bears followed. At last, becoming exhausted the bears could climb no farther and fell to their death on the rocks below. The maidens then took the flowers they had gathered and made them into a rope with which they safely lowered themselves to the ground below.

Thus the Indians account for the origin of the Devil's Tower, but science tells us it is the plug or remains of an old volcano that never spouted. It stands in northeastern Wyoming on the

Custer Battlefield Highway, a state and federal aid highway. It is 1,280 feet high from the Belle Fourche river bed; the shaft proper is 800 feet high.



*Close-up of Devil's Tower*

The Devil's Tower is one of the twenty-four National Monuments where the tourist will find a fine overnight camp

ground with spring water and a refuge cabin built by the National Park Service. The Indians also say that during the thunder storms the Thunder God takes his mighty drum to the top of the Tower, where he beats it, thus causing the thunder. Devil's Tower is located twelve miles from Hulett and thirty miles from Sundance, Wyoming, in the extreme northeast corner of the state.

So far as is known only one man has ever climbed to the top of this Tower and he made his way by the use of steel spikes driven into the wall as he climbed. The sides are deeply creviced, varying in depth and width from sixty to seventy feet. There are about five acres on top of the Tower.



### Telephone Has Stood Test in Aiding Mankind

The telephone has proved its worth. It has clearly demonstrated that it is the ally of man in his business and social life. When we contrast conditions of today with those of about fifty years ago, we are probably provoked to pity for those who did not enjoy the facilities afforded by the wonderful instrument through whose agency we might be able to converse with business associates, friends and others far and near. The telephone has aided in the speeding up of business, in the saving of life and in countless other ways. It has stood the test and has not been found wanting, a fact that is evidenced in the millions of subscribers of today compared with the days when the industry was in its infancy. The United States in a large measure owes its commercial and industrial progress to the telephone.—*Salt Lake City Telegram.*

about \$1.25 for every man, woman and child in the country.

Pretty fair. We have been called an extravagant people; perhaps some of us deserve the appellation, but figures show that there is some staunch protection stored against the rainy days; that the thrift idea is spreading and, in spite of all temptations, becoming actually popular—even if it is an acquired taste.

Planting time is here. All over the land seeds have been put into the ground for the garnering of a crop at harvest time. Dollars will grow, too, but like the seeds, they have to be

planted. The sooner they are planted the quicker the harvest, and it's a lot surer than waiting and wishing for something to turn up. Those who don't sow can hardly expect to reap, for the good book tells us we shall reap what we have sown.

You know it is said, "Them as has gits," and this is no mad theory. When the will of a rich uncle is read it is generally noticed that the "favorite" nieces and nephews are those who know how to take care of what they have and get more.

Moral: "Git" something.



On the left—Airplane view of Bingham Canyon; Below—Park City, Utah.



## Bingham and Park City, Utah

NESTLED in the bottom of the most remarkable canyon in the world is the little city of Bingham Canyon, Utah. It has only one industry—its people have only one interest in life—and that is helping the big steam shovels to gnaw the copper-bearing ore out of the sides of the canyon, to be sent down the canyon to the mills at Magna and Arthur, and the smelters at Garfield, where, after passing through the famous "cyanide process" and other processes, it comes out in the form of copper "pigs."

But even in a one-industry town like Bingham Canyon, there is need for telephone service, for without the communication facilities which we provide, the Utah Copper Company would have some difficulty in "carrying on," and the business and social life of the camp would be greatly hampered. And so in this copper capital we have the fine telephone or-

ganization pictured herewith, which is always on the job to help the copper wires serve the copper community.

Eugene Jenkins, manager, and his force do not, however, feel that their job is done when they have completed all the calls and cleared all the trouble in sight. They realize that there are two important ways of making friends for the Telephone Company, and they feel that it is their duty to make all the friends possible in both of these ways. One of them is by giving the highest possible standard of telephone service. The other is by giving the people whom they serve a real and intensive interest in the Telephone Company and its problems. That they have accomplished this latter aim in the easiest and most practical manner possible is indicated by the fact that every telephone employee in Bingham Canyon has sold American Tele-

phone and Telegraph Company stock to at least one resident of Bingham Canyon! To them, "making friends for the Telephone Company" is just another way of making friends for themselves; for in Bingham Canyon they are the Telephone Company, and anything which increases the sympathetic interest of the public in the Telephone Company cannot but make their individual jobs easier.



### Helping Park City to Save

IF YOU GO to the movies at all there's no need to tell you anything about mining camps. Every movie fan knows that a mining camp consists of a big hole in the side of a hill, with a rock dump outside, three soft drink parlors, and a general store. On Saturday nights the miners come into town and blow in their pay.

If that's your idea of a mining camp, you're due for a surprise when you look at the picture of Park City, Utah, shown on this page. Park City is a picturesque little town which might be taken for the center of a prosperous farming region, if it weren't for the towering mountains with which it is surrounded, and the continuous grind of the big aerial ore conveyors as they travel ceaselessly across town, high up in the air. At Park City are located the tremendous workings of the Silver King Consolidated Mines, one of the biggest silver-lead producers of the western country, and one which has made many millionaires. The ore, which in addition to silver and lead



Bingham Canyon Employees—100 per cent Selling Stock. Left to right—Olive Longfellow, Mary Brady, Verna Carrigan, Elvera Sandstrom, Mury Hull, Mildred Nerdin, Eugene Jenkins, Manager; Margaret Grant, Walter Wack, Vida Robbins.



# Plant Promotions

Walter P. Kissell has been appointed supervising wire chief for the city of Denver, reporting to C. W. Nitschke, Denver plant superintendent.

Mr. Kissell started with our company at Ogden, Utah, in 1911 and soon rose to the position of wire chief at that exchange.

During the World War he served in the United States Navy. After his honorable discharge from the Navy he again resumed his position as wire chief at Ogden and was later appointed Salt Lake City plant chief. The efficient manner in which he handled this position proved he was worthy of managing a broader field, hence his new position.

His old friends wish him every success and the Denver force is glad to welcome him.

Milton F. Dorough has been appointed Salt Lake City plant chief, succeeding Mr. Kissell, reporting to C. C. Pratt, Utah plant superintendent.

Mr. Dorough began his telephone career with the Peninsular Telephone Company in 1912. He left that company and started with the Pioneer Telephone Company in 1913.



Milton F. Dorough, Salt Lake City Plant Chief; Leo B. Krueger, Wire Chief, Grand Junction; Walter P. Kissell, Supervising Wire Chief, Denver; Clarence S. Ray, Group Wire Chief, Pueblo.

where he remained until 1914. He became associated with the Chesapeake and Potomac Telephone Company in 1916 and later was transferred to our company at Cheyenne, Wyoming, as combination man.

During the World War he served with the 2nd Division Fighting Marines from April, 1918, to June, 1919, where he saw real service, which is apparent by the three wound stripes he is entitled to wear.

After his discharge from the army he returned to Cheyenne and in 1921 was appointed wire chief. This position was handled so satisfactorily that in 1922 he was appointed group wire chief at Pueblo, Colorado. His efficiency was again recognized when he was appointed to his new position in Salt Lake.

Milt leaves a host of friends in the Colorado organization who wish him success in his new assignment.

Clarence S. Ray has been transferred from Grand Junction, Colorado, to Pueblo, Colorado, as group wire chief, filling the vacancy left by Mr. Dorough.

Mr. Ray started with our company at Leadville, Colorado, in 1912, and was appointed wire chief at that exchange in 1917. After successfully filling positions at Leadville, Colorado, Sterling, Colorado, Laramie, Wyoming, and Trinidad, Colorado, he was finally transferred to Grand Junction, Colorado, as group wire chief, which position he has filled for the past five years.

Mr. Ray is noted for his good housekeeping, pleasing personality, efficiency and leadership.

While the Grand Junction force is sorry to lose him, they wish him all the success in the world in his new assignment, and the Pueblo force extend him a most cordial welcome.

Leo B. Krueger has been appointed group wire chief at Grand Junction, succeeding C. S. Ray.

Mr. Krueger started with our company in Boulder in 1907. He efficiently served in several capacities and was appointed local wire chief in 1915. He held this position until 1916, when he left our employ to try farming. He returned in 1921 as combination man at Longmont, Colorado, and was later transferred to Brighton, Colorado, as wire chief, in which capacity he efficiently served until his transfer to Grand Junction.

Leo has clearly demonstrated his ability as a wire chief and good fellow and will soon win his way into the hearts of the Grand Junction force.



The highest point reached by the southern trans-continental telephone line is 7,600 feet above sea level, in the Raton Pass, Colorado. The lowest point is 200 feet below sea level, at Salton, California.



Park City, Utah, 100-percenters. Top—Mary Guillems, Gladys Parsons, Bessie Stanley, Angelin Harrington. Lower—Maybelle Orr, Carl Powell, Manager; Stella Roach.

contains small quantities of gold, copper and other valuable minerals, is shipped to Murray and Midvale, Utah, for smelting.

In still another way does Park City fail to measure up to many people's ideas of a mining camp. Instead of blowing in their pay, the miners save it. Much credit for this good habit is due, we believe, to the efforts of Manager Carl Powell of the Telephone Company, and his force, shown on these pages.

Every one of these employees have sold American Telephone and Telegraph Company

stock to someone in Park City, making Park City one of our first "100% exchanges" with regard to stock sales. Our people are not only helping the people of Park City to develop habits of thrift, but they are also making their own jobs easier by making friends for the Telephone Company.

Pictures of other 100% exchanges will be printed in the June issue of THE MONITOR. Will yours be among them? It's up to you!

# New Epoch in His-Story



Pick 'em out—we don't know 'em.

By Lynn C. Doyle

They will date history from April 16.

Whether the grotesqueries of Frank Teschner's costume, the super-sobby moans of Joe Matthews' band or the soft lights and softer strains of the Rainbow Lane and its orchestra linger longest in the memory, it matters not. The A B Club's tacky party will hold a place in the recollection of every member and guest that will amount to an epochal date in the annals of telephonic frolics.

The writer didn't hire a movie press agent to assemble the above paragraph. It actually represents the conviction of some 500 men and women of the telephone service who attended the party at the Shirley-Savoy. Biggest in attendance and best in top-hole enjoyment—that's the unanimous verdict, and it is so recorded.

First, of course, there was the music. Joe Mann's orchestra was at its best, and that is the last word in Denver dance strains. The orchestra was interrupted and assisted by the A B Club's band and its contribution to the evening deserves a list of the musicians and the instruments they have mastered. Joe Matthews leads off with his trombone and his aides were musically equipped as follows: Charley Hutchinson, gazooka; Walter Green,

tambisco; Ernie Dice, boom boom; Bill Robson, ozomblo; Cy Kinney, picalliope; Carrol Owen, Shilleteena; Clyde Williams, bassoonabus, and Andy Horan with his teapotka.

Then the Three Musketeers. Jack Whyte and Al Kyffin of the telephone company and Lee Gibbons of the Post form this triumvirate of melody-makers, all in good voice and even better costume. Kyffin in particular was a riot, but the crowd could not get enough of the singing of the three—the Three Must Get Theirs.

All of the costumes were great. The crowd had entered into the spirit of the occasion with uncton and enthusiasm. The judges—

## Attorney Higley

D. R. Higley, formerly chief testboardman at Rawlins, Wyoming, has swung a shingle to the Wyoming breezes bearing the lettering, "D. R. Higley, Attorney-at-Law," and will practice his chosen profession in the progressive town of Rawlins, where he is everybody's friend.

## Long Lines' Officials Visit Denver

T. G. Miller, general manager of the long lines department of the A. T. & T. Company, and J. J. Pilliod, engineer of that department,

Gilbert Ritchie and Mesdames C. A. Wiswell and T. L. Johnstone—finally tendered the prizes for the funniest dress-ups to Mrs. R. P. Norris, wife of the well-known engineer on Chief McCarn's staff, and to Frank A. Teschner. The first was the queen of the stockyards, and Frank registered immediately as the sheik of the gashouse district. The judges had a tough job—they needed a prize for nearly every dancer and there were only two to be awarded.

A loud speaker installed by the general plant made the music plainly audible in every part of the Rainbow Lane and its anterooms, which, incidentally, were filled almost to overflowing by the enthusiastic dancers.

The success of the party is properly credited to the entertainment committee, of which C. C. Croke was general director. A. R. Grosheider dance floor manager, assisted by E. L. Brock, P. H. Dexter, G. E. Berggren, John F. Greenawalt, P. A. Holland and H. S. Percival, who acted as a reception committee, with R. F. Morris in charge of refreshments.

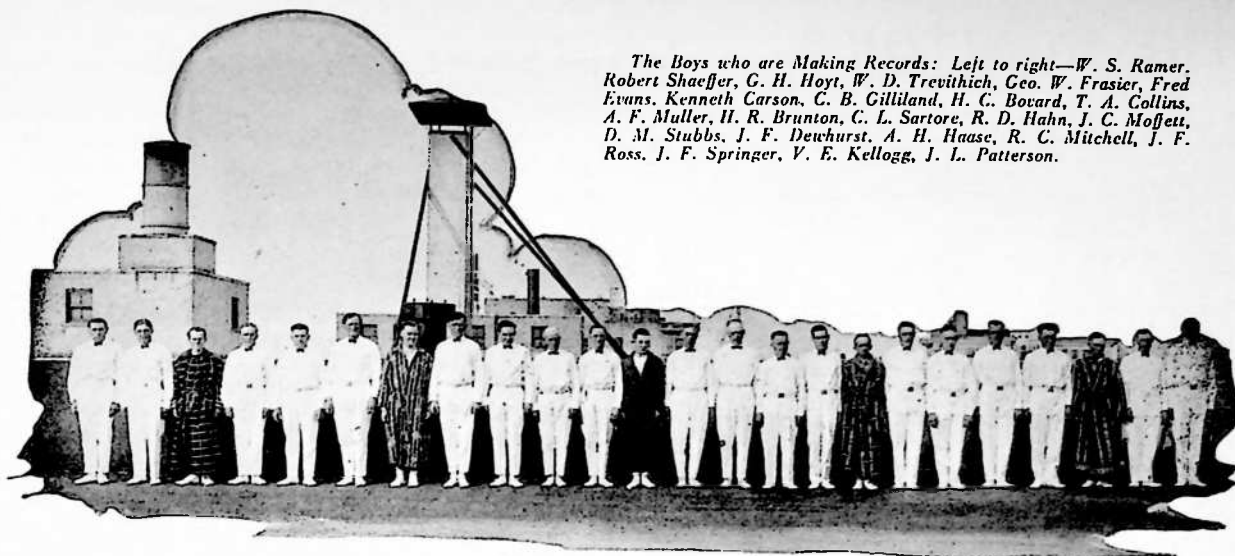
The tacky party was another high light in President Berggren's administration of the A B Club and sets a new high mark for future entertainments.

visited with our executives and officials during the early part of April.

During the visit Mr. McCarn, Mr. Pierce and Mr. Murray MacNeill took them by auto over the route of their new southern transcontinental line between Denver and Colorado Springs, and while in the Springs gave them a little glimpse of the mountain scenery in that vicinity.

It is always a pleasure to have these gentlemen in our territory, as they show a great deal of interest in the attractions of this western country.

*The Boys who are Making Records: Left to right—W. S. Ramer, Robert Schaeffer, G. H. Hoyt, W. D. Trevithick, Geo. W. Frasier, Fred Evans, Kenneth Carson, C. B. Gilliland, H. C. Bovard, T. A. Collins, A. F. Muller, H. R. Brunton, C. L. Sartore, R. D. Hahn, J. C. Moffett, D. M. Stubbs, J. F. Dewhurst, A. H. Haase, R. C. Mitchell, J. F. Ross, J. F. Springer, V. E. Kellogg, J. L. Patterson.*



### Colorado Plant First Aid Contest

The Colorado Plant Department's Third Annual First Aid contest was held in the Tramway auditorium, Denver, Saturday evening, April 11. Five teams participated as in the Second Annual State contest representing Boulder for Northern Colorado, Colorado Springs for Southern Colorado, Denver Installers for the Denver plant department, Cablemen for the Colorado construction department, and Greeley, the 1924 state champions.

The personnel of the five teams was as follows:

Greeley—G. W. Frasier (captain), Fred Evans, Howard C. Bovard, C. B. Gilliland, Kenneth K. Carson.

Denver Installers—T. A. Collins (captain), Chas. L. Sartore, August F. Muller, Richard D. Hahn, H. R. Brunton.

Boulder—R. C. Mitchell (captain), J. F. Ross, V. E. Kellogg, J. L. Patterson, J. F. Springer.

Cablemen—W. R. Trevithick (captain), E. R. Schutt, William Ramer, Robert Schaeffer, C. H. Hoyt.

Colorado Springs—Harvey E. Dunn (captain), J. F. Dewhurst, A. H. Haase, J. A. Moffett, O. M. Stubbs.

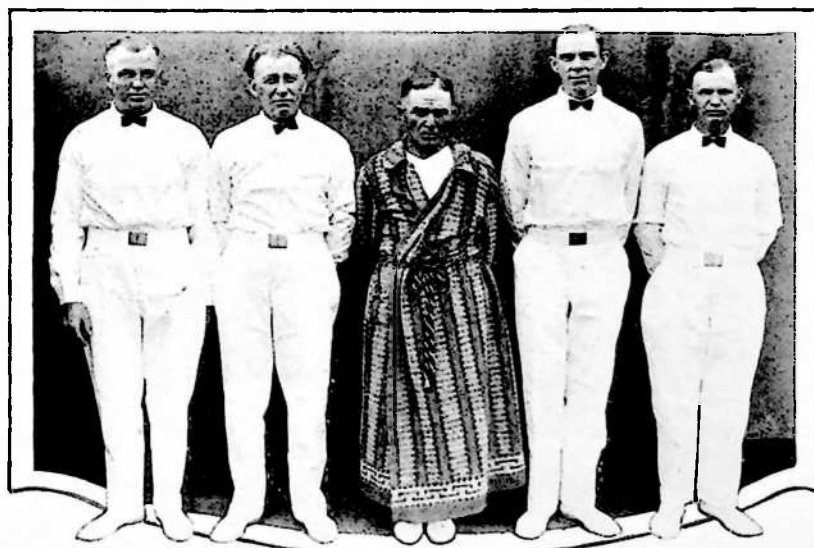
This contest was conducted in accordance with Notes on First Aid Contests. The teams entering this contest, except Greeley, the 1924 champions, were the victors in the preliminary contests held at Boulder, Denver and Pueblo, March 21, 25, 27 and 28. Each team was given the same problem, one team working at a time to afford each team the advantage of uniform judging by the same judge and give the spectators the opportunity of witnessing the work of each team, thereby eliminating the "three-ring circus" effect.

The scores of the five teams were as follows:

Boulder .....	84
Denver Installers .....	81
Colorado Springs.....	80
Greeley .....	78
Cablemen .....	69

Boulder was victorious, defeating the 1923 and 1924 champions, and they will hold the championship during the year 1925 and will be strong defenders in 1926.

The proficient work of the five teams was very interesting and instructive to the audience, who were very appreciative. The contest was opened at 8:00 p. m. by A. W. Young and judged by Dr. Duval Pray of the Company medical staff, assisted by Mr. Leon Ayersman, Colorado plant supervisor; Mr. John H. Albert, state toll wire chief, acted as recorder, while Mr. J. R. Hiester, chief clerk, Colorado plant department, acted as timekeeper. Music was rendered by the Blue Devil orchestra. Dr. C. B. Lyman, medical director, gave a brief talk on the advantages of First Aid Work to the employees and the Company, which was well received.



*Champions for 1925—R. C. Mitchell, capt.; J. F. Ross, J. F. Springer, J. L. Patterson, V. E. Kellogg.*

# THE MONITOR

DENVER, COLORADO

Published monthly in the interest of the employees of The Mountain States Telephone and Telegraph Company, at Denver, Colorado.

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Eleanor C. Kilbourn.....Assistant Editor  
Beulah Black.....Staff Artist  
Betty Devine.....Feature Writer

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Vol. XX No. 5

MAY, 1925

## Mother

By Alice Weberbauer, Toll Operator,  
Colorado Springs

The urge of man's instinct for all that is beautiful has ever been encouraged and uplifted by the influence of art, poetry and music. With these mystical charms he has the most important instruments for the expression of his emotions. Throughout the vague and remote past he has employed signs, symbols and tokens pertaining to these instruments, so that he could portray and emphasize his message of gratitude, love and remembrance. But the greatest of these gifts goes to one who stands far above all others—stands as a shrine, piercing the cloud-shroud of time and bitter days and years—it goes to her—our mother.

Years have swiftly passed, almost crowding one another in their wild haste to make way for the days, the months and the years that are to follow. We see through a veil of darkening haze, whose mists hide a more beautiful glow—the face of our mother. Oh, memory sublime, thou hast pierced the heavy tapestry of ages and brought our mother, so sweet to us once more.

We are at her knee again—listening to the wonderful stories she told to us—stories of fairies, princes and princesses, and riches that could not be measured by jewels or gold. Now at last we have found that immeasurable treasure—it was her love and sacrifice

for us. No—the precious jewels, rare perfumes, fragrant flowers and the most wonderful works of art, which served their purpose as inspirations and mementos of sentiment, for her, can never compare to her love for us. How insignificant and very lowly have been our gifts to her, in return for her great sacrifices and love for us. She gave us a happiness eternal—a happiness we could not buy, a wealth that no one could accumulate through years. Her love—the gift of gifts—and, too, a heart and soul ever open to our suffering—for at the sound of her voice or the touch of her hand we were soothed, the hurt was gone and the soul rejoiced

in rapture. Now in the midst of the strife—through the long years—we can still think she is here, for from out the shadows her face appears at memory's beckoning. She is near us constantly—time is no barrier—death is no wall—to a mother, whose memory comes swift at our calling, and no matter where we stand we may send forth our thoughts and, too, our very souls will cry out—then reaching out we may take hold of her hand again—as in years so swiftly past—and live on and be strong and brave, with that memory of her, our mother, whose love and sacrifice for us lives on forever and ever.

## "I Never Pretended to Make Friends"

Bruce Barton in *The Red Book*

In the matter of money most men make a conscious effort to provide for their old age. They save and invest, and figure that at sixty they will have such-and-such an income.

In the matter of friends too few take such wise precaution. Hence the cities are full of lonely old folks who have outlived their generation; the friends of their middle years are gone and they have made no new ones to fill the vacant places.

A man whom I very much respect was speaking of this the other day.

"Until I was forty years old I sought deliberately to make my friendships among men older than myself," he said. "Since I passed forty, I have tried just as deliberately to find friends among younger men. I am laying up friendships for my old age."

Wise old Sam Johnson followed the same good rule.

"If a man does not make new acquaintances as he advances through life, he will soon find himself alone," he said to Boswell. "A man, sir, should keep his friendships in constant repair."

Viewed from this standpoint, no other human career presents a sadder spectacle than Napoleon's. Most readers of history remember only his splendid hours. We think of him holding court at Ver-

sailles, or dictating terms to emperors on the battlefield, or marrying himself to the daughter of Europe's proudest court.

But what was the end of it all?

On a little, rocky island he fretted away the last years of his life. Who was there to share his exile?

Not his wife; she had gone back to her father. Not Berthier, his lifelong comrade; Berthier had deserted without a blush and become captain of Louis XVIII's body-guard. Two of his trusted marshals had insulted him. Marmont, his petted favorite, conspicuously betrayed him. Even the personal attendants who had slept at his door turned their backs on his failure. "What ingratitude!" you exclaim. But he himself had set the example.

"After all, I care only for people who are useful to me, and so long as they are useful," he once remarked. And again: "I have made courtiers; I have never pretended to make friends."

The fine tomb in Paris is a monument to the dazzling aspects of his career, erected by those who knew him only from a distance. Those who knew him best raised no monument to him on the shores of St. Helena. His little garden there became a crude potato-patch, the billiard-room in which he had played and talked, a haymow, and the room where he died, a stable.

Over the ruins might well have been written: "I made courtiers; I never pretended to make friends."



# Promotions and Changes

**Chief Engineering Department—**

Name	Location	Previous Position	New Position	Effective
Samuel H. Evans	Denver	Draftsman	Equip. Eng. Asst.	Mch. 1, 1925

**Commercial Department—**

**ARIZONA**

Freda Clements	Prescott	Junior Operator	Cashier	Mch. 30, 1925
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**Commercial Department—**

**COLORADO**

Wm. I. Lightfoot, Jr.	Ft. Collins	Clerk	Cashier	Mch. 6, 1925
Victor P. Schmidt	Brighton	Agent	Manager	Mch. 15, 1925

**Plant Department—**

Fred I. Rominger	Denver	Dispatcher	Foreman of Inst.	Mch. 1, 1925
Harold Daggett	Denver	Installer	Serv. Foreman	Mch. 1, 1925
George McKibbin	Denver	App. Inst.	Group Foreman	Mch. 1, 1925
Jack F. Whyte	Denver	Statistical Clerk	Chief Clerk	Mch. 1, 1925
Rupert Donehue	Denver	Office Boy	App. Rackman	Mch. 30, 1925

**Traffic Department—**

Margaret McCullough	Denver—Main	Operator	Supervisor	Mch. 15, 1925
Ruth Ulmer	Denver—Main	Operator	Supervisor	Mch. 15, 1925
Mary L. Brooks	Denver—Main	Operator	Supervisor	Mch. 22, 1925
Gladys Lorenz	Denver—Main	Cent. Office Inst.	Asst. Chief Opr.	Mch. 22, 1925
Ruth J. Turner	Denver—South	Operator	Supervisor	Mch. 15, 1925
Iola Dobbin	Denver—South	Operator	Supervisor	Mch. 8, 1925
Audrey H. Latimer	Denver—South	Operator	Supervisor	Mch. 29, 1925
Ethel I. Johnson	Denver—South	Supervisor	Cent. Office Inst.	Mch. 1, 1925
J. Pearl Clark	Denver—South	Operator	Supervisor	Mch. 1, 1925
Marie Barbieri	Denver—South	Operator	Supervisor	Mch. 22, 1925
Helen Martelon	Denver—York	Operator	Supervisor	Mch. 15, 1925
Lucy V. Kurtz	Denver—Champa	Operator	Supervisor	Mch. 8, 1925
Patricia M. Moore	Denver—Champa	Relief Supervisor	Supervisor	Mch. 1, 1925
Genevieve Garrett	Denver—Champa	Operator	Supervisor	Mch. 15, 1925
Ollie Huntala	Denver—Franklin	Operator	Supervisor	Mch. 15, 1925
Mary E. Graham	Denver—Franklin	Operator	Supervisor	Mch. 1, 1925
Gertrude R. McComb	Denver—Franklin	A. N. Jr. Operator	A. N. Supervisor	Mch. 1, 1925
Nellie Danaher	Denver—Gallup	Operator	Supervisor	Mch. 1, 1925
Elizabeth C. Dunse	Denver—School	Desk Operator	Floor Supervisor	Mch. 22, 1925
Marie Link	Denver—School	Desk Operator	Floor Supervisor	Mch. 22, 1925
Kathryn H. Geider	Colo. Springs	Long Dist. Oper.	Long Dist. Supv.	Mch. 2, 1925
Urva T. Larkin	Colo. Springs	Local Operator	Local Supervisor	Mch. 29, 1925
Helen McBride	Las Animas	Operator	Chief Operator	Mch. 23, 1925

**Traffic Department—**

**IDAHO**

Josephine Aston	Emmett	Eve. Chief Opr.	Chief Operator	Mch. 8, 1925
Myrtle Colburn	Emmett	Operator	Eve. Chief Opr.	Mch. 29, 1925
Winifred Engles	Idaho Falls	Supervisor	Eve. Chief Opr.	Mch. 29, 1925
Amy Wallenstein	Idaho Falls	Operator	Supervisor	Mch. 29, 1925
Mae Parks	Nampa	Operator	Supervisor	Mch. 15, 1925

**Plant Department—**

**MONTANA**

Frank H. Neff	Helena	Chief Cl'k to State Auditor	Ch'f Clk. to Plant Supt.	Mch. 1, 1925
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**Traffic Department—**

Bessie Butler	Helena	Toll Operator	Supervisor	Mch. 29, 1925
Lois Grant	Lewiston	Junior Operator	Cashier	Mch. 9, 1925
Marjorie S. McFarland	Miles City	Operator	Asst. Chief Opr.	Mch. 22, 1925

**Traffic Department—**

**NEW MEXICO-EL PASO**

Ruth McKay	El Paso	L. D. Operator, El Paso, Texas	Asst. Serv. Obsv., El Paso, Texas	Mch. 1, 1925
Cecelia Kobell	El Paso	Operator, El Paso, Texas	Clerk, El Paso, Texas	Mch. 15, 1925

**UTAH**

**Traffic Department—**

Mary Alice Shearsmith Garfield	Salt Lake City	Operator	Chief Operator	Mch. 26, 1925
Ruby Griffin	Salt Lake City	Operator	Eve. Supervisor	Mch. 8, 1925

**Plant Department—**

Milton F. Dorough	Salt Lake City	Wire Ch'f, Pueblo	Salt Lake Plant Chf.	Mch. 3, 1925
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**The Telephone Booth**

It will surprise many people to learn that a telephone booth requires two hundred and forty-seven feet of lumber in its construction. Eight different kinds of wood are used in a single booth: chestnut, mahogany, maple, basswood, birch, poplar, pine and three-ply veneers.



**The Telephone Girl**

Recently a lone woman held vigil in the exchange in Hoopston, Illinois. Suddenly two cables snapped out of commission. She knew in an instant that things were not as they should be. On a quiet night whole cables do not act as these had acted. She did not take time to wonder or think it out or to guess. She acted.

She sounded the fire alarm good and strong. When the rushing citizens poured from their beds they found "yeggs" at work on two banks. The "yeggs" escaped, but they took nothing with them.

Such telephone operators as Mrs. Addie Farrell of Hoopston are worthy of a place in the community's hall of fame.

Very frequent are the accounts of the heroism of the telephone girl. Her intuition and intelligence have often prevented great losses of life and property. She has remained at her post arousing the sleeping guests of a burning hotel. She has called the police and held at bay bandits in their murderous pursuits. In the category of courage, the telephone girl has won a high place and honor.—*Illinois State Journal.*



**Harry M. Pailer Dies**



Harry M. Pailer, one of the fine cablemen of our Company, passed away on April 2, 1925, after an illness of several months. Funeral was held at Olinger's Mortuary, Denver. He is survived by his wife, of Denver, and his mother of Ludlow, Kentucky.

Mr. Pailer was born in Burgin, Ky., July 29, 1887, and started in the telephone business with the Cincinnati Suburban Company in 1908, where he remained 8 years. He joined the ranks of The Mountain States Company at Denver, July, 1916, and in 1920 he was transferred to Cheyenne, Wyo., as district cableman.

In 1923, Mr. Pailer's health began to fail, and sometime prior to his death, he had gone to Deertrail, Colorado, in hopes of being benefited, but the end came amidst all the hopes he had builded, and a noble soul passed out into the great beyond.

# Greetings Montana



from Butte  
ana





# Greetings from Butte Montana





# BUTTE, MONTANA

IN THE CHAIR car of one of the trains entering Butte one evening recently, a little girl of five years rushed across the aisle, flattened her nose on the window pane, and after a long, wide-eyed stare at the thousands of city street lights, turned to her mother and cried, "Look, Mama, all the stars have come down!"

Because of the clearness of its mountain atmosphere, because no umbrageous screen obscures, and because they lie at an inclined angle to the eye, these thousands of twinkling beacons provide a spectacle neither duplicated nor approached anywhere else on earth.

Beautiful by night, individualistic by day, Butte is literally "a city set upon a hill, which cannot be hid."

Butte, the "Unique City" of the northwest, a mile high and a mile deep, situated in a pocket in the mountains, the continental divide on three sides and the fourth a range of mountains of "no mean" height themselves, is the metropolis and business center of a territory larger than all of New England and the largest city between Minneapolis and Spokane.

Butte is familiarly known as the "Richest Hill in the World," having produced more copper and more silver

than any other district in the world and one-third of all the copper mined in the United States. In addition to the mining industry, Butte has important manufacturing plants, large mercantile establishments, modern churches, schools, theatres and splendid hotels.

The history of Butte is interesting. It was on an evening in May, 1864, that two travel-stained prospectors, Humphry and Allison, stood on the brow of a barren hill, at the north end of Summit Valley in Western Montana. From Virginia City they had urged their steeds across the great divide, now looming five miles to the east.

The sun was setting behind a bleak butte at their backs, silhouetting the shadowy forms which had halted by the edge of a small pit about six feet deep. Nearby were the bleaching remains of elk antlers and long discarded gads and hand spikes of some unknown digger.

For the new-comers this old prospect hole held a challenge—the crude implements, gold tipped, by the setting sun, were an omen. They decided to stay.

Because of their decision the rude diggings have now ramified into the shafts, crosscuts and stopes of 150 producing mines. The barren Butte has provided a name for the metropolis of Montana, and the primitive tools of the unknown have given place to the mills, smelters, pumps, drills and compressors of the greatest copper, zinc and silver producing district of the world.

By the fall of 1867, most of the early placer mines were worked out and Butte was nearly deserted. Yet this was the year in which the site of the present city was laid out.

It was in 1880 that the young manager of the Alice silver mine first declared that Butte hill was rich in copper. No sooner had he made the assertion than he was laughed out of court by every mining engineer west of the Mississippi. However, on this prediction has been founded the industry which has since earned for Montana the title of "Treasure State."

## THE NUMBER AND THE NAME

On pages 18, 19 and 21 of this issue of THE MONITOR appear photographs of members of the Butte, Montana, telephone exchange—79 of them. Each photograph bears a number. Below is printed a list of names, together with numbers corresponding with the numbers on the photographs:

No.	Name	Title
1—	Flora Actis.....	Toll Operator
2—	Dorothy Alkire.....	Toll Operator
3—	Mary Blodgett.....	Instructress
4—	Teresa Boyle.....	Operator
5—	Helen Brennan.....	Traffic Clerk
6—	Emma Butts.....	Operator
7—	Fanny Butts.....	Toll Operator
8—	Margaret Campbell.....	Supervisor
9—	Dolores Chidester.....	Toll Operator
10—	Catherine Cleary.....	Operator
11—	Frances Culver.....	Operator
12—	Margaret Douris.....	Operator
13—	Loretta Dowling.....	Operator
14—	Lillian Doyle.....	Operator
15—	Anna Foley.....	Operator
16—	Mary Foley.....	Toll Operator
17—	Mary Gill.....	Toll Supervisor
18—	Nelxert Gill.....	Operator
19—	Lucille Gillette.....	Operator
20—	Carol Goodnow.....	Operator
21—	Ruth Griffen.....	Operator
22—	Lauretta Harrington.....	Operator
23—	Madge Harrington.....	Operator
24—	Mollie Harrington.....	A. N. Operator
25—	Julia Hoem.....	Operator
26—	Gertrude Holland.....	Operator
27—	Alice Hunter.....	Asst. Chief Operator
28—	Mary Kalsik.....	Operator
29—	Margaret Keane.....	Operator
30—	Alice Lavelle.....	Operator
31—	Marie Loftus.....	Operator
32—	Catherine Marick.....	Toll Operator
33—	Pearl Matthews.....	Asst. Matron
34—	Kathryn McCarthy.....	Toll Operator
35—	Ellen McGill.....	Chief Operator
36—	Bertha McGowan.....	Operator
37—	Mary McGrath.....	Operator
38—	Mary McManus.....	A. N. Toll Operator
39—	Hazel McPherson.....	Operator

40—	Margaret Meehan.....	Operator
41—	Helen Miles.....	Supervisor
42—	Hazel Mulligan.....	Toll Operator
43—	Margaret Murphy.....	Operator
44—	Margaret M. Murphy.....	Operator
45—	Margaret O'Brien.....	Operator
46—	Margaret O'Donnell.....	Operator
47—	Irene Paige.....	Operator
48—	Margaret Paxson.....	Operator
49—	Frances Quinn.....	A. N. Operator
50—	Alice Rafferty.....	Operator
51—	Anna Rafferty.....	Supervisor
52—	Nellie Reardon.....	Toll Operator
53—	Lottie Rogan.....	Information Operator
54—	Severina Savant.....	A. N. Supervisor
55—	Urbana Shabel.....	Operator
56—	Margaret Shea.....	A. N. Toll Operator
57—	Margaret Sheehan.....	A. N. Operator
58—	Cecelia Sheridan.....	Operator
59—	Annie Shovlin.....	Toll Operator
60—	Stella Sugden.....	Matron
61—	Carrie Sullivan.....	Supervisor
62—	Catherine M. Sullivan.....	Supervisor
63—	Lenore Sullivan.....	Operator
64—	Myrtle Sullivan.....	Operator
65—	Esther Sundberg.....	A. N. Toll Operator
66—	Pearl Tuckey.....	Operator
67—	Frances Turner.....	Operator
68—	Catherine Walsh.....	Operator
69—	Catherine M. Walsh.....	Toll Operator
70—	Marie Walsh.....	Operator
71—	Margaret White.....	Toll Operator
72—	Marie Wulf.....	Operator
73—	Florence McNabb.....	Operator
74—	Margaret Mulligan.....	Operator
75—	Mary Phelan.....	Operator
76—	Nora Shugrue.....	Operator
77—	Lillian Galligan.....	Operator
78—	Margaret Cummings.....	Operator
79—	H. S. Kramer.....	Traffic Chief

### ABSENT MEMBERS

Marie King.....	Supervisor
Julia Lenihan.....	Toll Operator
Mary Orem.....	Operator
Catherine Sullivan.....	Operator
Gladys Sullivan.....	Operator
Kate Sullivan.....	Supervisor
Nora Sullivan.....	Supervisor
Mildred Tarow.....	Operator

# Further Greetings from Butte



# Mailing Department



*Geo. Matheson*

to go out to California where he and Mrs. Mavor have relatives and where they plan to take up the threads of their life with a bit more ease and freedom none could demur but his departure caused sincere regret among his associates and the good wishes of all who knew them go with them to their future home.

Mr. Mavor started with the Rocky Mountain Bell Telephone Company in Salt Lake City in August, 1903, and came to the Mountain States Company in September, 1911, after it took over the Rocky Mountain Bell Company.

For the past few years he has been in charge of the Mailing department in Denver and was held in high esteem by everyone

George A. Mavor has resigned.

After twenty-two years service with the Telephone Company, Mr. Mavor closed his desk, bade goodbye to his co-workers and with some regrets, a lot of pleasant memories and many plans for the future thus finished the last chapter of an interesting and successful telephone career.

Since the severing of his connections with the Company, came through a desire to ease up the rather strenuous business life he has lived these many years and

from the messenger boys, in whom he always took special interest, in fact almost a fatherly interest, to the highest officials of the Company.

Possessed of great dignity and reserve he was none the less interested in everything and everyone around him, and always showed a kindly generous impulse to help them and see them succeed.

News that he has just passed his seventieth milestone will come as a surprise to most of his friends and acquaintances, for he certainly does not look over fifty and an interesting phase of his character is evidenced by the fact that at the age of seventy—when most men would figure their working days over and settle down to folding their hands and waiting for the sear and yellow of life, Mr. Mavor is filled with plans and ideas of what he is going to do in a business way, to keep his mind and his time occupied as soon as he gets out to California. His plans, it is understood, center largely around the handling of real estate.

Whatever it is we are sure he will make it a success.

As a parting tribute of love and good will, he was tendered a luncheon in the Denver Tea Room and his associates in the mailing department presented him with a very handsome silk umbrella, while other friends in the executive department gave him a fine seal wallet. A goodly gathering went to the station to see him and Mrs. Mavor off.

With the resignation of Mr. Mavor, George Matheson, one of the best known and best liked men with the Company, was made head of the mailing department in addition to the position he has held for the past two years as Office Supply supervisor. The two departments were combined with the supply department being moved to the basement quarters of the Mailing department in the new building.

*By Betty Devine*



*George A. Mavor*

Mr. Matheson's title now is Supervisor of Office Supplies and Mails. He has had 14 years service with the Company, largely in the office stationery and supply department for which position he came well equipped, having as a lad started his business career in a book shop at the corner of 15th and Lawrence Streets, just across from the old Lawrence Street Telephone Building.

Was it this early association with telephone people who dropped into the shop, or his contact with Roderick Reid, when as young lads they worked together in the old Chain & Hardy Book Store, and the latter's splendid rise with the Company that inspired Mr. Matheson to go in for a telephone career? Whatever or whoever was responsible, it is quite sure if a vote were taken, it would be unanimous that we're glad he did.

Certainly he has already gained a warm place in the hearts of his new co-workers in the mailing department and the two office forces seem to be hitting it off with far better grace than most families.

When I was there the other afternoon, everything and everybody from the permit stamp machine operated by Miss Julia Quigley and



*Mailing Department, Denver. Center Group: Lena Seader, Gertrude Waitburg, Viola Nolan, Irene Feldman, Earlene Pierson, Princess Harris, Irma Keyt, Rosa Rothenbach.*

*Top row—Col. O. P. Smith, Julia A. Quigley, Mrs. Ivy Gull, Mary J. Mackey, Elta Steahlin, Raymond Lixier, Edward Edgar, Edwin Schlichting, Harry Haywood, Albert Rotola.*



## How's this for a Boys' Band

Monte Vista, Colo., March 26, 1925.

The Monitor:—We are sending, under separate cover, a picture of part of the Rio Grande County Boys' Band, and we consider this a wonderful organization which is made up of school boys from Monte Vista, Del Norte and Sargeant public schools. This band

is sponsored in part by the Monte Vista Rotary Club and in part by other organizations, and with the schools of Del Norte and Sargeant.

The total number of boys in this band now number one hundred and thirty, and growing every day. The one prominent feature is that

the Mimeoscope manipulated by Ed Klaiher, to the messenger girls and boys appeared to be working in perfect harmony.

Colonel Smith wore his usual smile and I wondered if ever his genial manner and even temper suffered a volcanic eruption. True, Miss Mary Mackey seemed, oh, just the least bit resentful when some one suggested that she was taking on a pound or two and in looking at her bright, cheery face and "lines" that certainly are approved by fashion's latest silhouette the years I have been lapping up milk like a kitten (who said cat?), trying vainly to round out angles, suddenly passed in review before me and I positively envied her.

It was the first time I had seen Miss Quigley since she bobbed her hair and I noted that the change of headdress in no way affected her pretty countenance, for her eyes had the same sparkle, her smile the same welcome and her manner the same graciousness, as when I last saw her some months ago.

Mrs. Ivy Gall, chief clerk to Mr. Matheson, is one of the popular acquisitions to the mailing, or combined office force. Mrs. Gall is thoroughly familiar with all office supplies and at a minute's notice can tell whether or not a certain article is in the warehouse or must be purchased from outside. She also has pretty bobbed hair.

You know when I circulate around among all the bobbed heads of my friends with my mid-Victorian locks I begin to feel like an advertisement for "Seven Sutherland Sister's Hair Tonic," and to add to my discomfort,

someone whose opinion I value over much told me that I am not the "type" for bobbed hair—whatever that means.

Miss Etta Steahlin is another feminine member of the staff brought down by Mr. Matheson. Miss Steahlin operates the Mimeograph machine which makes copies of all routines, letters, bulletins, circulars, etc., for the entire General offices and sent out by them through the territory. Anyone at all familiar with the situation will readily understand that it takes all of Miss Steahlin's time—and be it remembered she is very expert with the machine.

O. P. Smith—"Colonel" as he is familiarly known is still the walking Archive encyclopedia, able to put his finger on any specified paper in the Archives in less time than I can write about it. He also handles all incoming and outgoing mail and express and manages to find time to supervise the messenger boys and do a lot of personal favors for most everyone with the Company. I needn't dwell on the "Colonel's" popularity.

Miss Quigley is sort of second in command of the Mailing ship, meaning of course, the department. She supervises the collection and distribution of the mail for all the general offices, keeps accurate account of all postage used, operates the permit machine and supervises the messenger girls who collect and distribute the mail.

Miss Mackey is her right hand "man," helping in whichever capacity she is needed most.

we have six young ladies as trumpet heralders, although only three are shown in the picture, who will head the organization whenever seen in public. The man on the left, Prof. Thos. Drysdale, is the leader and instructor, and the one on the extreme right seated on the curb is F. B. Neeley, our manager for the Company at Monte Vista, who has been chosen manager of the boys' band because of the work and interest he has taken in boys' work. The one on his right is Mr. J. H. Rigg, assistant instructor for the Monte Vista boys. We expect to make a wonderful showing in the course of the next year or eighteen months.

"FRITZ THE GRUNT."

### How They Know

How is it that telephone operators know at once if you are calling from a public pay station or from an individual line or party line?

In a telephone exchange every little twinkle has a meaning all its own, and the type of service is designated to the operator by a symbol on the lamp cap that covers the line lamp which lights when the call is made.

Generally speaking, the plain white lamp cap is used for the type of service which is in a majority and, for that reason, the signals differ in different sections of the country. In most places a green lamp indicates that the party is calling up from a pay station. A white lamp cap might mean an individual line and a white lamp cap with a black cross might signify party line service.

On the keyboards and cord shelves of the switchboard the red, white and green lamps correspond to the color of the cords. These lamps have nothing to do with the class of service, but are used to assist the operator in associating the cord signals with the proper pair of cords.



The city of Spokane, Wash., has more telephones than the entire Republic of Chile.





## SELLING SERVICE.

By J. T. Tierney

**THE TABLE** on this page tells the story. We gained 1,743 stations in March as compared with the provisional estimate of 1,977. One thousand seven hundred and forty-three stations is a good gain—mighty good—better than February by far and better than March, 1924, but—worse luck—not good enough.

When we add to the March shortage of 234 stations the January and February deficit of 409, we have a total shortage for the first quarter of 643 stations, which we must overcome before we are again on even terms with the estimate.

Are we downhearted over this shortage? We are not! It is merely a challenge to greater effort, to more persistent following up of prospects, to more alertness in seeing and seizing opportunities to interest the public in more and better service.

During a recent Community Chest drive the workers adopted as their battle cry, "We'll get it, by golly, we'll get it." And by golly they did! Let's borrow this slogan for our own use and apply it in this way—get our own individual exchange quota each month—and a few more to apply on that deficit. It is an uncomfortable thing to have blocking our path, and the sooner we wipe it out the sooner we can proceed confidently to our regular job of making the monthly estimate for the rest of this year. A strong, united drive in May will make such a hole in it that we can see daylight ahead. Here are a few thoughts appropriate at this time on—

### DEVELOPING TELEPHONE SALES ABILITY

Following the war, when business and social life surged again into normal channels, there was a period when salesmanship was forgotten, while telephone men everywhere labored ceaselessly to still the insistent cry for more telephones. Today we are again in control. There are still a few places where we have not fully caught up with the demand, but in general we are abreast of the times. Our shelves are again stocked with goods,

and we must have capable salesmen to discover and satisfy the need for these goods among the great army of present and potential telephone users.

Nor is this a passing phase of our business. We have gone through many stages of progress during the past forty years. The early struggles and reverses were followed by gradual extensions of the system. Then an accelerated growth as the public recognized the part the telephone was to play in the life of the nation; later the astounding post-war development, and now the sure, steady advance which will add many millions of telephones to the Bell System in the years to come.

Today the business is stabilized and, like many another permanent and essential institution which has passed the first flush of its youth, it is settling itself for the long pull toward matured usefulness and progression.

Salesmanship, therefore, is back to stay! It will be of constantly increasing importance in the equipment of the successful telephone man, particularly the successful commercial man, and it will be definitely to his advantage to increase his qualifications in this respect.

There is nothing mysterious about selling telephone service. One does not have to be born a salesman. It is true that some men seem to have a natural gift for selling, just as some men have a special talent for law or medicine or theology, but there is no reason why any man in our business who is blessed with an active mind and a reasonably stiff backbone, should not acquire the sales knowledge and develop the sales ability which will put a new zest into his work and hang up some new records of performance on his job.

Foremost among the qualifications of a good telephone salesman is knowledge. Knowledge is his capital. He may be ever so capable, he may be perfectly honest, he may have a winning personality, but unless he

knows his goods, unless he can demonstrate the value and usefulness of telephone service, he cannot convince the public that it should exchange its hard-earned cash for what he has to sell. It has been well said that there is an edge in knowledge that cuts its way through all obstacles. A less elegant but none the less sincere tribute to knowledge is paid in the expression we often hear in everyday business life, "He gets ahead because he knows his stuff."

General telephone knowledge is built up through the contacts, observations and experiences which make up our every-day work. Sales knowledge which is knowledge of a particular phase of the business, must be acquired by specific study and investigation of the subject. This study should be along these lines:

Reading what others have written about the art of selling.

Clear thinking about the application of selling principles to an intangible article such as telephone service is.

Careful analysis of the possibilities of our product in relation to the needs of our customers.

Constructing from experience and all other sources, a storehouse of facts from which to draw forceful sales arguments.

Starting with a foundation of general telephone knowledge and specific sales knowledge what other material should go into the building of a telephone salesmanship?

We may quickly pass over tact and courtesy.

These qualities, we take for granted, in the make-up of a telephone man. They are fundamental. Energy he must have because the more people he sees and tells of the value of telephone service, the more sales he will make.

Finally and of vital importance, he must possess INTEREST in the customer's needs. INTEREST in the conditions and circumstances under which the service will be used;

### Record of Stations Gained—March, 1925

	Ariz.	Colo.	Ida.	Mont.	N. M.	Tex.	Utah	Wyo.	Co.
Estimated Connects—March.....	667	2,830	602	706	283	353	1,235	717	7,393
Actual Connects—March.....	586	2,991	585	746	338	320	772	435	6,773
Estimated Disconnects—March..	422	1,916	484	568	239	296	899	562	5,416
Actual Disconnects—March.....	448	2,042	488	561	257	276	537	421	5,030
Estimated Gain—March.....	245	884	118	138	44	57	336	155	1,977
Actual Gain—March.....	138	919	97	185	81	44	235	14	1,743
Percent. Gain to Estimate.....	56.3	107.4	82.2	131.1	184.1	77.2	69.9	9.0	88.2
Estimated Connects to Date.....	2,164	8,013	1,593	2,044	852	944	3,609	2,100	21,319
Actual Connects to Date.....	1,903	8,096	1,387	1,952	918	968	2,268	1,361	18,854
Estimated Disconnects to Date..	1,286	5,909	1,430	1,710	709	827	2,844	1,678	16,393
Actual Disconnects to Date.....	1,333	5,903	1,239	1,528	784	861	1,717	1,205	14,571
Estimated Gain to Date.....	878	2,104	163	334	143	117	765	422	4,926
Actual Gain to Date.....	570	2,193	148	424	134	107	551	156	4,283
Percent. Gain to Estimate.....	64.9	104.2	90.8	126.9	93.7	91.5	72.0	37.0	86.9

# Cheyenne Basketball Team

Last November the girls and boys of the various departments of the Company in Cheyenne, Wyoming, decided that the proper thing to do, since they all wanted basketball, was to have a club for the purpose of promoting and making possible a girls' and boys' basketball team.

With this view in mind, The Mountain States Telephone and Telegraph Company Athletic Association was organized for all those who desired activities.

From the girl members of the Association a girls' team was selected. Through the enthusiasm of the players, their loyal boosters and sponsors, this team easily won the recognition of Cheyenne. This enthusiasm and loyalty made it possible for the girls' team to pass through a very successful season, winning ten of their twelve games played.

Mr. and Mrs. R. E. Pilloud have been the sponsors of the team, and Wynona von Kennel has been actively engaged as coach. The following is their record and evidence of their skill:

Tel. Girls.....36	Cheyenne Teachers.... 6
Tel. Girls.....57	Cheyenne Alumni.....17
Tel. Girls.....56	Hillsdale High..... 1
Tel. Girls.....11	Cheyenne High.....39
Tel. Girls.....27	Cheyenne Alumni.....17
Tel. Girls.....39	Junior High..... 6
Tel. Girls.....16	Hillsdale High..... 7
Tel. Girls.....46	Burns High..... 7
Tel. Girls.....17	Burns High.....18
Tel. Girls.....46	Junior High..... 6
Tel. Girls.....46	Cheyenne Sophs.....10
Tel. Girls.....46	Cheyenne Sophs.....10

INTEREST in providing the customer with a complete and effective service at the lowest possible cost.

The list is neither long nor formidable, yet a man so equipped is admirably prepared to sell telephone service which will fully satisfy the customer and build good will toward the Company as well. His tact and courtesy would make the contact a pleasant one. His lively interest in the subscriber's needs would secure for him a clear cut picture of his customer's requirements and his telephone knowledge supplemented by his sales knowledge would enable him to prescribe quickly and surely, the service which would best meet those requirements.

Develop these qualifications! The results will be sure and substantial. As you develop them, you will become a better telephone man which means you will inevitably be a more successful telephone man and you will know the solid satisfaction that comes from being master of your job.



Basketball Players, Cheyenne, Wyoming, who won 10 out of 12 Games

By Frank H. Taylor

The Mountain States Telephone and Telegraph Company Athletic Association at Cheyenne gave a banquet and dance on Friday evening, March 27, in honor of the Boys' and Girls' Basketball Teams, to which all members of the Telephone Company were invited.

The banquet was served in the Union Pacific Dining Room, where covers were laid for forty-eight. Pink and white carnations were very effective as centerpieces.

Mr. L. R. Probst, toastmaster, was introduced by Mr. R. E. Boulton, president of the

Athletic Association. Short talks followed during the five-course dinner. Miss Margery Bennett, captain of the Girls' Team, revealed the secrets of her team's success, while Miss Kathryne Green, manager, told of the team's record.

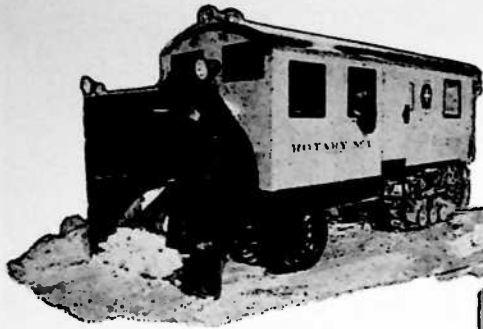
Mr. William Baldry, manager of the Boys' Team, spoke in behalf of his team. An interesting account of the Athletic Association, its purpose and benefits, was given by R. E. Pilloud, state auditor. H. N. Ferris and E. K. Barnhardt of Denver, Colorado, followed with interesting addresses.

## The Mountain States Telephone and Telegraph Company—Direct Stock Sales Campaign—Month of March, 1925

	Ariz.	*Colo.	Idaho	Mont.	Texas & N. M.	Utah	Wyo.	Co.
1925 Quota Applications.....	334	1,732	266	487	266	575	344	4,004
Applications Option A, March.....	20	74	11	28	8	44	22	207
Applications Option B, March.....	22	39	11	24	8	40	9	153
Total Applications, March.....	42	113	22	52	16	84	31	360
Pct. of Applications to Quota, March.....	12.57	6.52	8.27	10.68	6.02	14.61	9.01	8.99
Applications Option A, to date.....	42	209	34	81	28	74	55	523
Applications Option B, to date.....	43	130	21	53	23	62	34	366
Total Applications to Date.....	85	339	55	134	51	136	89	889
Pct. of Applications to Quota to Ap. 1.....	25.45	19.57	20.68	27.52	19.17	23.65	25.87	22.20
Applications per Employee, March.....	.13	.03	.05	.09	.03	.08	.09	.06
Applications per 1,000 Stations, March.....	1.68	.76	.76	1.16	.57	1.58	1.41	1.03
Applications per Exchange, March.....	1.27	.75	.81	1.79	.64	1.95	1.48	1.10
Exchanges Making Sales to April 1.....	9	39	15	22	13	16	15	129
Pct. of Exgs. Making Sales to April 1.....	27.27	26.00	55.56	75.86	52.00	37.21	71.43	39.33

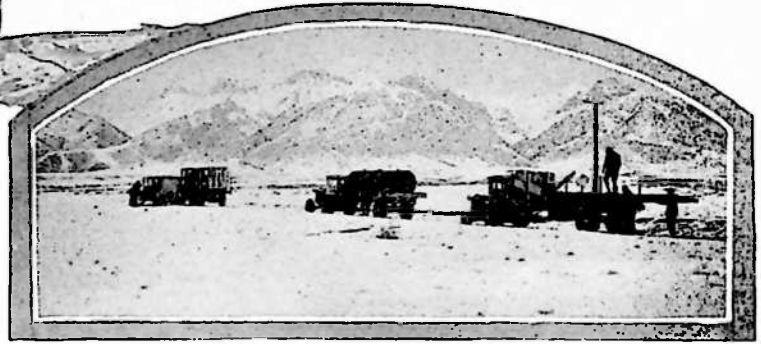
\*Colorado includes general offices.

# Henry Ford in Idaho



1865

"Away up north where runs the Salmon,  
There's lots of gold—'tis no darned gammon!  
Get away, get away, 'way up north to Salmon!  
So "Yank" and "Pike," "Kentucky" and I  
Are going again our luck to try;  
Get away, get away, 'way up north on Salmon!"



IDAHO'S first poem, set to the tune of "Dixie" and published some sixty years ago, contained several verses descriptive of Central Idaho and its riches. Needless to say, however, it was much more easily sung than were its stipulations accomplished as may

be seen from the following extracts from the writings of Calvin Clawson, pioneer resident, prospector and miner of that country at the time—sixty years ago:

"From Mr. Harlan we learn of the discovery of the remains of a wagon train about one and one-half miles from the Challis settlement. The train was evidently making ready to ford the Salmon on their way to the upper country. Examination of the ground and its relics of muzzle loaders with broken stocks and bent barrels, together with many broken arrows, gave mute evidence of a good but one-sided battle with a band of Indian marauders."

"Old Pocatello, Chief of the Braves, and the bravest of the Chiefs, holds Fort Hall and all country round about, and no one ventures within his precincts."

"Flour is \$30.00 a barrel and there is but little in the country, but many trains have

gone to Salt Lake within the week for it, as Brigham will not let the Mormons bring it themselves."

"Late in the spring last, twenty-one men left for the Snake River country, prospecting, and not one of them has ever returned. It is generally supposed, by their friends here, that they have struck something, but in all probability something has struck them."

And in 1925

ON HIGHWAYS and byways leading to Mackay and Challis, Idaho, are seen, in action, queer and odd looking pieces of machinery, all stamped with a familiar name and one finds roads, heretofore impassable during winter months, open for traffic. We wonder what it's all about and find the clue in a short paragraph, almost hidden in an obscure corner of the newspaper, telling us about the Ford Motor Company having filed articles of incorporation with the Secretary of State, in compliance with Idaho laws; that a small army from the mammoth Ford organization have pitched camp and established headquarters at Mackay for The Red Bird Mine Operating Division of The Ford Motor Company.

To transport materials, supplies and machinery requires good roads, and first attention was given to opening and maintaining miles of snowbound highways through the mountains of central Idaho.

With the initial freight shipment came specially designed apparatus for the purpose and the usual business-like appearance of Mackay was supplemented upon its arrival.

Every imaginable type of Ford and Fordson was in evidence. Some were equipped with saws; others were rigged out with road grading apparatus; while others were equipped with shovel loaders, fashioned after the latest type shovel. Some rolled on pneumatic tires; others on solid rubber; a few traveled on

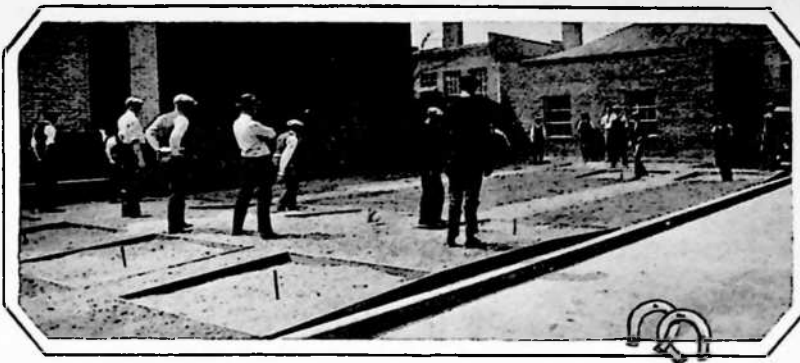


1—Scene in June, on the Upper Salmon; 2—Salmon City switchboard; Mrs. Alberta Stobie, left, and Mrs. Lula Fowler; 3—Salmon-City-Armstead toll line; 4—Gilmore in distance, and only 2 miles to go; 5—Away up North where runs the Salmon.

## "Sprigg Has Cubb"

AS EDNA FERBER used to say, "Sprigg has cubb," and one of the surest evidences in Denver is the clang, clang of the horseshoes against the iron peg. Robin Redbreast is scarcely more reliable as a harbinger of gentle spring than is the quickened heart-throbs of the proverbial young men whose fancies turn to love; but when bleached-armed men rush from their office desks at the sound of the noon-day gong and roll up their sleeves for a game of horseshoe pitching, there is no further doubt as to the arrival of spring—unless it snows.

The building of an eight-course court at the rear of the telephone Administration Building, Denver, has called out more horseshoe fans than a village blacksmith shop. There are six forty-foot courts for men players and two thirty-foot for women employees.



According to the rules, no over-enthusiastic fan can monopolize the courts—two successive games, and then step aside if there are "ladies in waiting"—or men either.

Fred Rominger, Charley Newell and Margaret Taylor compose the law enforcement

squad. Only telephone employees have use of the courts, which are open from noon until 1 o'clock each day except Saturdays, when the closing hour is extended to 7 o'clock; and on week days from 5:30 to 7 p. m. Morning playing may be indulged in up to 8:30.

agricultural wheels and several were propelled by caterpillar traction. Bringing up the rear was a highway rotary plow of the very latest Ford design.

The maiden trip of the highway rotary snow plow, especially designed to open the road from Mackay to the Red Bird Mine, proved that the snowy summits of Central Idaho's Mining Empire can and will be conquered. Even the heretofore impregnable Willow Creek Summit, with its many feet of snow and almost continual blizzard, could not stop this little monster, and since its

lead producing state.

With the advent of the entrance of the Mineral Division of the Ford Motor Company into the mining fields of central Idaho, the mining payrolls of the district adjacent to Mackay now approximate a total of \$82,000

each month, or nearly a million dollars per year, to say nothing of what is spent for materials and supplies produced within the district.

Just what Mr. Ford will dig out of the Red Bird Mine certainly no one can fortell, but we do know the entire populace of that section wishes him every success and should he elect to hook his private car onto the sagebrush limited and bring Firestone and Edison to his newly acquired domains for their next annual vacation, no reception could be warmer than theirs nor could a more beautiful or a more appropriate spot be found on earth.



first trip the roads are not only open for the use of the Ford Company, but to all who care to travel them.

Material and supplies together with other equipment such as air compressors, power plants, conveyors and the like continue to arrive and upon arrival are loaded upon trucks and trailmobiles and started for the mine. In practically every case the Ford or Fordson power plant has been incorporated in the different pieces of machinery.

The Ford Company has entered a new field. They are trying out this particular lead-silver project, with the idea of supplying, in part at least, their own demand for lead, a very necessary commodity in the manufacture of their products. The company consumes, in all, three times as much lead as is produced in the whole of Idaho, and Idaho is the foremost

1--Fordson Caterpillar; 2--Trailmobile on road near Red Bird Mine; 3--Ford Company employees on Willow Creek Summit, 7,165 feet elevation; 4--Sheep Creek rest station; 5--"Mired in." The head-end man hooks on behind.



# Cafeteria

Do we like our cafeteria?

The best answer to that question would be a moving picture of the ribbon of humanity lined at the steam table of the Cafeteria at Main building the greater part of the day on the occasion of the recent re-opening after three weeks of being closed for renovating and remodeling.

That three hundred meals were served between the hours of 11 and 1 o'clock that first day, is in itself a pretty good testimonial.

Yes, I ate one of them, and I noticed that the editor of THE MONITOR was not overlooking any bets either, for he was there, appetite and all, though only on State occasions, such as this, are men (and then only an exclusive few) permitted to invade the sacred precincts of this "Port of food for women."

By Betty Devine

remodeling came in. The kitchen has been done over all in white enamel and a number of new tables have been installed. These are in reality individual kitchen cabinets where each special cook, such as the pastry cook, salad cook, etc., can keep her own special utensils and materials.

The pastry cook, and incidentally Mrs. Blystone, holds an enviable reputation for her pastry, has, in addition to her cabinet, a long screened-in cupboard or closet where she can put her pies and cakes just after baking them.

Monday, March sixth, was the re-opening date, one of the busiest days on record.

new refrigerator and supplies all ice for the entire Main building.

Pipes from this plant, which operates in the basement, cool the refrigerator table in the Cafeteria where salads, sandwiches, olives milk, butter, etc., are kept nicely chilled in a glassed-in case.

It also cools the table where the ice cream is kept.

The new refrigerator in the kitchen is about twelve feet long and five feet high. It is all white to conform to the kitchen and has abundant room for taking care of all supplies which need to be kept cold.

A lot of new cupboards, white enameled and with doors which close in unsightly objects, hide from sight and also keep from dust, pots, pans and other kitchen utensils are another recent acquisition while the new store room with its white tiled floor and numerous long white shelves, laden with supplies is a joy to look at.

Sanitary garbage cans into which the garbage is dumped from the kitchen and which are emptied from the alley without necessitating coming inside, sanitary waste paper sacks, suspended under a long table and which are catchalls for paper napkins and other waste paper are added features which promise to be material aids in maintaining the immaculate and thoroughly sanitary condition of the kitchen, which is the very last word in cleanliness and efficiency, both from the standpoint of equipment and personnel.

The pancake range has been moved into the main part of the cafeteria where a "stack of wheats" may now be whisked off the griddle and served piping hot. I was simply fascinated by the automatic toaster which stands alongside it. This is a new electrical device for toasting bread; it can be regulated or set for a certain time at which moment it automatically jumps up, or lifts up off the heat the bread being toasted, thereby preventing possible burning and also avoiding the necessity of watching it closely.

Another new feature and one which promises to be duly appreciated by the women employees of the Cafeteria is a shower bath, installed in a room just off the kitchen where they may go and take a spray after the day's work is done, cool off and prepare to change into street clothes before going home.

All of these things add greatly to the successful operation of the Cafeteria and the preparation of foodstuffs but as to the food itself, there will be little change for it always has been the best that money could buy. The idea of operating the Cafeteria on a pay basis, that is, at a profit, never having entered into the plan for, sold as it is, at cost and sometimes below cost, the thought paramount is to afford the feminine element of the



*A Section of the Cafeteria at the Noon-day Lunch Hour*

I had roast turkey and dressing and all that goes with it; hot rolls, such as most mothers today can't boast; cocoanut cake that would have broken the will of the most ardent advocate of "no sweets"; ice cream and coffee that might have served as nectar for the Gods.

The editor had —O, but come to think of it, I am only allowed a certain space for this story so I can't possibly enumerate it.

It's a case of good, better, best, with our Cafeteria. It was always good, then it got better and now it's the best it's ever been.

The walls and color scheme are practically the same, just dressed up a bit for Spring though new curtains of black net with small brown and yellow figures lend an effective touch to the windows.

The kitchen, pantrys and refrigerator table in the dining room are where most of the

Mrs. Mabel Hoats, cook, who isn't built along "cookish" lines at all in that she is neither big and fat nor temperamental, though she certainly can cook, was kept busy looking after turkeys, roasts, rolls and other tempting evidences of the art of cuisine, but the splendid new exhaust fan recently installed just over the stove, not only very successfully eliminated fumes of the cooking, but served also to keep the atmosphere remarkably cool and comfortable.

Probably the most important recently acquired factor in the success of the Cafeteria, and one at least of which everyone from Waldo Cockrell, W. B. Kauder, and Miss Lois Stevens down to Frank Lockard, the lad who washes up the pots and pans is justly proud, is the new refrigerating plant, which manufactures all necessary refrigeration for the

## St Patrick Party at Casper

The operators of the Casper traffic department were guests at a children's party given March 16th in the operators' rest rooms.

About thirty little boys and girls dressed in their best bibs and tuckers were present. The two most popular and attractive children were: "Blue-eyed Sally" (G. W. Trehearne, Traffic Chief) and "Rosie" (H. D. McCormack, Manager), both were becomingly dressed in many frills and rolled hose.

An enjoyable evening was spent playing, "Pussy Wants a Corner," "Farmer in the Dell," "Grunt," "London Bridge," and many other youthful games. After two hours of hearty playing everyone was ready to enjoy the delicious lunch.

The green and white color scheme was carried out in the decoration of the table. At each end of the table were large green hats

organization an opportunity to buy and eat the best of foods, well prepared at prices far less in most instances than they can purchase it elsewhere, and in many instances (due to the large quantities the Company buys at a time), at less than they could buy it and serve it in their own homes.

A tremendous amount of credit is due Miss Lois Stevens, who for the past three years, has been at the head of all the Denver Cafeterias in various exchanges and who prior to coming here, had topped off a course in domestic science with a few years actual experience, which equipped her well for the position she holds.

On the day of re-opening, Miss Stevens, becomingly attired in a white tailored frock, such as she always wears on duty, beamed the satisfaction she felt at the hearty response of the girls to her efforts and those of her assistants in preparing an exceptionally fine menu for them.

It was really a gala occasion; the tables were decked with flowers sent by business friends of the Cafeteria and during the two hours at noon an orchestra furnished popular music, interspersed with some delightful song numbers by Al Kyffin and Jack Whyte, of the famous "Blue Bell Trio."

Many of Miss Stevens' assistants have been with the Company several years, their familiar presence adding to the hominess of the atmosphere.

Miss Josephine Hoare, counter girl, for instance, who presides over the ice cream and



holding favors for everyone. Dainty green shamrocks were used as place cards. After the "eats" everyone joined in a few songs and dances.

About eleven o'clock everyone gathered their favors, prizes and dolls and departed for home, all reporting a splendid time and one of the best parties ever given in Casper.

candy, has a service record of five years.

Mrs. Margaret O'Connell, second cook, has been in the Cafeteria force three years.

Mrs. Laura Tiekkel, supervisor at Main Cafeteria, and Miss Stevens' right-hand "man," has had ten years' service with the Company, three of which have been with the Cafeteria.

For five years, Mrs. Margaret Young has had charge at night, serving lunches and breakfast to the all night girls, while Miss Ida Stephenson, relief woman, and sort of first-aid to anyone who wants a day off, boasts four years' service. Others whose pleasing presence and skill in their work means much to the success of the Cafeteria at Main and Champa are: Mrs. Edith Spencer, carver at the steam table and an artist in her line; Mrs. Lottie Baker, salad cook who has succeeded in making salads extremely popular with the girls; Miss Ruth Clark, dining room girl; Mrs. Sandy, who operates the electric dishwasher and polishes up the glassware; Mrs. Eula Towns, cashier, whose happy smile and cheery manner make paying one's check a pleasure; Mrs. Belle Fetzer, janitress, who keeps the entire place spick and span and Frank Lockard, before referred to as "official" pot and pan washer.



The forty-fifth anniversary of the opening of the first telephone exchange in Alabama was celebrated recently. The exchange which was located at Mobile was opened on November 15, 1879.

### Mr. Charlie Champion

In the language of Gerald W. Lansing, "Charley Champion is a whizzer in his own home town," which happens to be Sheridan, Wyoming. Mr. Champion prides himself on being the only democrat out of six state representatives who went to the legislature from Sheridan county last winter. Mr. Champion believes in giving credit to whom credit is due, and according to Lansing, he is one hundred per cent for our telephone folks in Sheridan.

Not long ago, looking over the "hungry bunch" of Telephone men, Mr. Champion



invited the boys out for a beef steak feed and it is reliably reported that there was no fall-down on a first class connection between the home plate and the palate. When the feast was at its height, one of the telephone men, raising a glass of water to an angle of forty-five degrees, delivered himself of this toast: "Here's to Charley Champion; may his tribe increase."

## "Twenty Years or More"

Month after month names of Mountain States employees are added to the growing list of men and women who have served in the Company 20 years or more and the beautiful thing about it is the happy disposition of each one who reaches the "Service Emblem Period," be it five, ten, twenty or forty years.

It is not an unusual thing to hear some "outsider" say, "My, what a happy lot those telephone people are—they surely must like their jobs." That's just it—they like it, and they are loyal and progressive. A grouch or a clock-watcher would very soon find himself lonesome in the telephone company.

Service emblems or pins are given at each five years of service, but THE MONITOR hasn't room to mention all, and only gives notice to those who have received the 20-year period, or over.

### William B. Beveridge

William B. Beveridge began his career as a telephone man on April 25, 1905, as a road switchboard man with the Western Electric Company, operating in Colorado and Utah. In 1911, Beveridge came over from Salt Lake City and joined the forces of The Mountain States Telephone Company as assistant engineer, and a year later he was called to the Mexico Telephone and Telegraph Company, and then back he came to our company in 1914 as assistant construction engineer. He was stationed at Salt Lake, Helena and again at Denver. This time he came as assistant valuation engineer, and was later made data man, and is now commercial survey engineer at Denver, having rounded out his twentieth year of service on April 25, 1925.

### Ray M. Morris

Ray M. Morris, general commercial manager, came down to his office on the morning of April 27, 1925, to be reminded that he was entitled to change his 15-year Service Emblem for a bran-new 20-year one.

"Doggone, I had not thought about that," said Morris, "in fact, the time has been so

pleasantly spent that I hardly realized twenty years had slipped by."

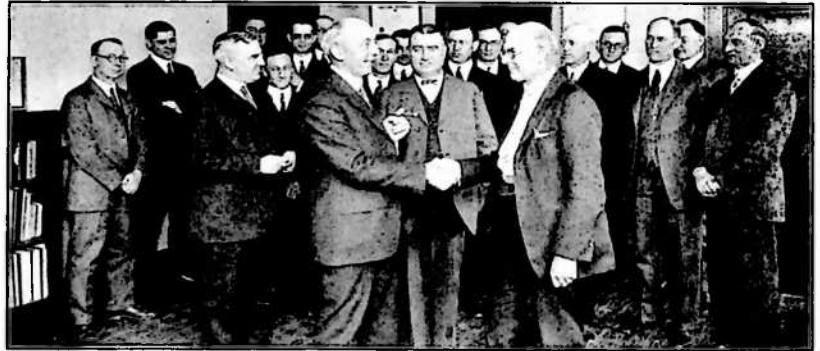
Those who know Mr. Morris and are acquainted with his "working habits," know what we mean when we say, "He's the workingest man on the job," and that's just why he never grieves over the flight of time.

### Elmer F. Coyer

Elmer F. Coyer, supervisor of construction, Denver, is strutting around with a new 20-year Service Pin on the lapel of his coat. Mr. Coyer began as a groundman at Pueblo, Colorado, April 24, 1905. Then, in less than a year he got to be lineman, and in 1909 he was made assistant foreman, and in the same year he was made foreman, and in 1912 he was made construction supervisor, located at Boise, Idaho, and the following year he was sent to



William B. Beveridge



On the right is shown Basil F. Howard being congratulated by Chief Engineer McCarn

### Basil F. Howard

Salt Lake City as division construction superintendent, and later became Utah construction superintendent. On December 11, 1923, he came to Denver as superintendent of construction—and there he is.

Coyer is a clean chap, well liked and "knows his stuff."

Basil F. Howard, specialist in the chief engineering department, put his mark on the twentieth year of service with The Mountain States Company on April 15, 1925, and marched on into the beginning of many other years of usefulness. In addition to Mr. Howard's twenty years of service with The Mountain States Company he has a long rec-

Photos by Orpheum Studio



C. C. Pratt



Ray M. Morris



A. A. Hedberg



E. F. Coyer

# Recent Instances of Regulation

The Following are Brief Statements of Decisions Relating to  
Telephone and Other Public Utilities

By Milton Smith, General Counsel

## *Commission's Order Disallowing Increased Telephone Rates Held Con- fiscatory.*

The Federal court for the District of Maryland found that the order of the Public Service Commission of Maryland disallowing increased rates, prayed

for by the Chesapeake & Potomac Telephone Company of Baltimore City, would result in confiscation of the company's property. The court enjoined the institution of any schedule of rates that would provide a return of less than 6 per cent upon the valuation of \$29,-

507,949. The principal ground relied on by the Public Service Commission in denying increased rates to the company was that the company's demands for increased rates arose solely from temporarily disturbed business conditions resulting from the war and that the natural economic re-adjustment would take care of the company's demands without an increase in rates. Contrary to such a theory, the company introduced evidence to show that the present low value of the dollar and consequent high prices were likely to be permanent or in all events to continue for an indefinite period. The court agreed with the company's contention in this respect, holding that the present rates afforded inadequate return and that the company could not be expected to rely upon predicted improved business conditions for its revenue.

## *Restoration of Telegraph Service Denied.*

The Supreme Court of Kansas, in Public Utilities Commission v. Missouri K. & T. R. Company and Western Union Telegraph Company, denied a writ of mandamus wherein it was sought to compel the Western Union Telegraph Company to restore telegraph service at a railroad station, which service had been discontinued by the company without notification to the Public Utilities Commission. The company justified discontinuance of the service on the ground that the demand for telegraphic service at that point had been negligible and that maintenance of a station would incur a great loss. The court found the facts as represented by the Telegraph Company to be true and while criticizing the Telegraph Company for its discontinuing service without notification to the Public Utilities Commission, as the law required, nevertheless denied the writ.

## *Mother's Day Tea at Helena*

Saint Patrick's Day at the Helena exchange was more than the ordinary week day, for in addition to the usual good local and toll service, the operators entertained their mothers and friends during the afternoon.

Mother's Day has become an annual event at the Helena exchange as this year was the third year this has been held with each year more successful than before.

Attractive invitations were printed and forwarded in plenty of time so the mothers and friends could arrange to have the hours from 2 to 5 of St. Patrick's Day available, and about forty guests responded.

To mention the girls who made this day a success would require naming the entire force, for it was the combined effort which made the afternoon so enjoyable. Upon ar-

ival, the guests were welcomed by Miss Anderson, chief operator, who after making each acquainted, arranged groups of six who were conducted through the terminal and operating rooms by Mr. Richmond, Mr. Leonard and Mr. Hill, and so much interest was displayed by the guests.

After the guests had been conducted through the different departments, they were returned to the retiring room where they were entertained with a number of violin selections by Miss Gotthardt of the toll force and by a recitation by Miss Lyle, also of the toll force.

Following the program, tea was served by the girls who were off duty and when the time for departure arrived one couldn't help but feel the mothers and friends were most sincere in expressing themselves as having had a delightful afternoon.

ord of previous service with the Government Telephone System in England and is regarded by local electrical men, as well as by the engineers of The American Telephone and Telegraph Company, as being an authority on the electrical features of telephone and power transmission systems.

As a little surprise, and in token of the esteem in which Mr. Howard is held by his fellow engineers, he was "called on the carpet" in Chief Engineer McCarn's office on the morning of April 15, and as he was about to receive a "lecture" from the chief there was a timely interruption by the invasion of a dozen or so engineers from other rooms, and then to make the surprise further intense THE MONITOR photographer, who had been concealed back of a curtain, pulled the trigger and herewith is the photograph, smiles and all.

## *A. A. Hedberg*

A. A. Hedberg, state auditor for Idaho, is proudly wearing his 20-year service pin. Twenty years ago, Mr. Hedberg went on the road as traveling auditor for the Rocky Mountain Bell Company, and his record since

then shows a steady advancement, bringing him in contact with every department of accounting. January 1, 1924, he became state auditor for Idaho, in which position he has made an enviable reputation. Mr. Hedberg's years of service set very lightly upon him. Liked and admired by his associates he is a friend of every telephone employee. Hobbies—his family, good literature and his car.

## *C. C. Pratt*

C. C. Pratt, Utah state plant superintendent, reached his 25th year of service in April, and he says that 25 years with one Company and only fired once is reputation enough for any one man. He entered the telephone business as an apprentice and there is hardly a position in the plant, traffic and commercial departments that he has not successfully held at some time. He was made Utah plant superintendent July, 1921. This varied experience has rounded him out into a splendidly informed telephone man with a thorough understanding of the problems of all departments. Hobbies—work, fishing, hunting.



# Telephone Pioneers of America

Applications have been received since last notice as follows:

Aurelius D. Brown, private branch exchange repairman, Salt Lake City. Back in August, 1903, Mr. Brown began telephone work with the Rocky Mountain Bell Telephone Company and has been in that territory ever since.

Fred F. Kehl, private branch exchange installer, Salt Lake City. Mr. Kehl is a 35-year man, having begun his career in the telephone department of the German government. He came into this territory in December, 1905, and has remained here since.

Harvey R. Whittaker, installer, Salt Lake City. Mr. Whittaker's telephone career began with the Eastern Tennessee Telephone and Telegraph Company at Chattanooga, Tennessee, where he was a cable helper. He came to the Rocky Mountain Bell Telephone Company in 1910, and has been with us ever since.

Edward A. Berlin, repairman, Salt Lake



## Rocky Mountain Chapter No. 8

City. Mr. Berlin's career began in 1900, as a night operator and messenger under Mr. McQuarrie at Eureka, Utah. Mr. Berlin has been around that territory ever since, with the exception of one or two short breaks.

Lawrence E. Somerville, switchboard repairman, Ogden, Utah. Mr. Somerville began as a messenger boy in September, 1900, under Mr. W. W. Crosswell.

Mr. Robert J. Somerville, troubleman, Ogden, Utah. This Mr. Somerville also began as a messenger under Mr. Crosswell in October, 1902; hence, the two Somervilles have be-

come Pioneers right in the Ogden territory.

Mrs. Sophia C. Wilson, chief operator, Basin, Wyoming. Mrs. Wilson is a Billings girl, where she began the business, and she has been in traffic in that locality ever since. She is the fifteenth lady to become a Pioneer, and we are all wishing the other eligible ladies would come with us.

Mr. Samuel J. Jones, manager, Provo, Utah. Mr. Jones' first telephone experience was in 1901 in the telephone department of the Telluride Power Company, where he stayed for several years, afterwards going to the Utah Independent, and finally to the Mountain States Company. There is probably no better known man in Utah than Mr. Jones.

All Pioneers are pleased indeed to see the Utah bunch come through so nicely, and we hope to make it 100 per cent (it is nearly there now), and are sure none of them will regret having joined us.

President Wolf has received two fine letters from President Ben S. Read, outlining the ideals and purposes of the Pioneers, and expressing the hope that we will all put our shoulders to the wheel and make this a banner year. As Mr. Read was a charter member of Chapter No. 8 and helped materially in its formation, the Chapter naturally feels proud of the fact that he has been made President of the National Association, and will do all in its power to push a good thing along.

Pioneer George A. Mavor has retired from active service and recently left for the Pacific Coast, intending to visit his old haunts at Salt Lake City and at San Francisco, finally going to the southern part of the state. When he is finally settled he will be very much pleased to have a visit from any wandering Pioneer.

In the last issue of THE MONITOR, some perverse fate announced Jack Elliott, a new Pioneer, as clerk to the superintendent of construction, while, of course, everyone knows that he has been Colorado superintendent of construction for lo! these many years.

## ANNUAL MEETING

Do not forget that on Friday and Saturday, October 16 and 17, 1925, the annual convention will be held at Washington, D. C., with headquarters at the Mayflower. Anyone contemplating a trip East, who can make his time fit these dates will no doubt be well repaid by visiting the convention. Later announcements will be made of railroad and hotel arrangements. This will come from Secretary Starrett and reach the members direct.

Any member changing his address should communicate promptly with Secretary H. W. Bellard. The roll is watched as closely as possible, but it is not always possible to catch moves.

## Squibs from Idaho

An additional 22 type telephone repeater has just been installed at Pocatello. This makes the fourth unit of its kind to be placed in service at that exchange, and the traffic department is now in a position to render the very best of service on all connections re-

quiring this equipment.

On a recent breezy day a Glens Ferry patron greeted the operator with the following query: "Operator, do you think the wind is blowing too hard for me to talk to Boise?" Assurance to the contrary resulted in a completed call.

## HERE'S A REAL MORAL



A recent accident at Linder Station corner, west of Boise, Idaho, was that of a driver in a Dodge car being unable to turn the sharp corner, ran off the road and collided with one of our poles sitting in a nearby fence line.

Fortunately no one was injured. Service on

the Boise-Emmett and Boise-Star tolls suffered considerable delay.

Service Foreman Frank Bigger of Boise is seen on the first pole ahead making repairs.

The moral to the story came from a young bystander, who said: "Don't drive'r faster than you can bend'er 'round the corners."

# ACCIDENT PREVENTION.

CARE AND EXPECT THE UNEXPECTED FOR THE FUTURE

Our "A. B. C." Primer on Accident Prevention---Get Into This School Early

**Plant Accidents, March, 1925**

	Total Accidents	Number of Lost Time Accidents	Lost Time Accidents Per 1,000 Male Plant Employees
Montana .....	1	0	.0
Arizona .....	1	0	.0
N. M.-El Paso..	2	0	.0
Wyoming .....	0	0	.0
Idaho .....	0	0	.0
Colorado .....	8	1	1.5
Utah .....	3	1	4.3
<b>Total .....</b>	<b>15</b>	<b>2</b>	<b>1.3</b>

**Classification of Lost-Time Accidents**

Objects crushing..... 1  
 Sharp or pointed objects..... 1

**Number of Accidents First Three Months, 1925**

	Total Accidents	Number of Lost Time Accidents	Lost Time Accidents Per Month Per 1,000 Male Plant Employees
Wyoming .....	0	0	.0
Idaho .....	0	0	.0
Montana .....	3	1	2.2
Arizona .....	3	1	2.6
N. M.-El Paso..	5	1	3.1
Instal'n Dept..	5	1	3.3
Colorado .....	21	7	3.6
Utah .....	7	3	4.5
<b>Total .....</b>	<b>44</b>	<b>14</b>	<b>3.0</b>

We had fifteen accidents in March, an increase of three compared with February. Two of the fifteen were lost-time accidents.

Arizona, Idaho, Montana, New Mexico-El Paso and Wyoming passed through the month without a lost-time accident. This is the twenty-fifth consecutive month for Idaho, the fifth for Wyoming, the second for Arizona, and the second for New Mexico-El Paso.

Colorado had eight accidents during the month, one of which was lost-time.

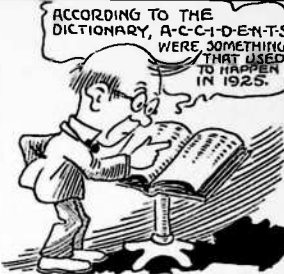
Utah had three accidents during the month, one of which was lost-time.

**Facts About the Telephone**

About 60 per cent of all the telephone wire in service throughout the world is in the United States of America. Less than 10 per cent of the world's total telephone wire is in Germany; and only about 7 per cent is in Great Britain.

**U** IS UNIVERSAL SAFETY..... WITH ACCIDENTS WE'RE THROUGH. SO PLAY SAFE AND WATCH YOUR STEP. LET'S MAKE THIS DREAM COME TRUE.

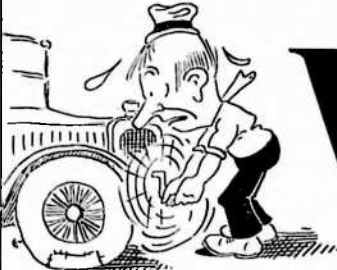
*Lost-time accidents in 1924 show a 55 per cent reduction compared with 1923. Follow your Safety Code instructions and we will eliminate accidents.*



ACCORDING TO THE DICTIONARY, A-C-C-I-D-E-N-T-S WERE SOMETHING THAT USED TO HAPPEN IN 1925.


**V** IS FOR THE VEHICLE..... VIC TRIED TO CRANK IN VAIN.. NOW A BADLY BROKEN ARM--GIVES VICTOR HEAPS OF PAIN...

*When cranking, face car squarely and stand as far away as possible. Grasp crank handle with thumb and fingers on same side of handle. See Safety Code, page 39.*




**W** IS FOR THE WASTE BASKET, IN WHICH BROKEN GLASS WAS THROWN.. A DEADLY GASH WAS THEREBY CAUSED WE, THIS CARELESS ACT BEMOAN.....

*Matches, glass, sharp objects, and cigarettes should never be thrown in waste paper baskets or corners. See Safety Code, page 6.*



**X** IS FOR THE X-RAY PICTURE OF BONES SO BADLY BUSTED..... AN OLD AND WORN-OUT SAFETY BELT WAS WHAT OUR OSCAR TRUSTED...

*When using safety belt, make sure it is not twisted. Make sure snap is fast on ring. Don't depend on click of snap. See Safety Code, page 36.*



CY MEYN



### He Never Came Back

"I want a day off to look for a job for the missis."

"Will you be back tomorrow?"

"Yus, if she don't get it."—*Goblin.*

### Retirement

"What is your occupation?" asked the judge, sternly.

"I haven't any," replied the man. "I just circulate around, so to speak."

"Please note," said the judge, turning to the clerk, "that this gentleman is retired from circulation for thirty days."

### Last and Hardest

Teacher: "What were the different ages in history?"

Willie: "The stone age, bronze age, iron age."

Teacher: "What age are we living in now?"

Willie: "The hard-boiled age."—*Vancouver Province.*

### Welcome Home, Papa

The following advertisement appeared in our home town paper: "If George Brown, who deserted his poor wife and baby twenty-five years ago will return, the afore-said baby will knock the Hell out of him."—*Love's Fritol.*

### Good Morning, Morning

I once knew a driver named Morning  
Who ignored every safety warning,

He drove on the track

Without looking back,

So they're mourning this morning for Morn-  
ing.

—*Carnegie Puppet.*

### Paid in Advance

"Rastus," said the judge sternly, "you are found guilty of having stolen two chickens from Mr. Robinson's coop last week. The fine will be five dollars."

Smiling complacently, Rastus approached the clerk of the court and laid a ten-dollar bill on the desk.

"Yassuh, judge," he said, "so Ah gives you ten bucks, which will pay you up to and includin' next' Sattidy night."

### Speak Plainly, Please

Recently a Denver telephone man was asked to make arrangements for a little dinner party at one of the hotels in Estes Park, and this is what happened:

Denver T. M.: "Hello, Hotel, I would like to have you reserve a table for five hungry telephone men for dinner tonight—"

Hotel: "Tonight! 'Y that's pretty short notice, especially in the winter time. What kind of a dinner do you want?"

Denver T. M.: "Chicken dinner would be fine—"

Hotel: "Chicken! There are not a hundred chickens in Estes Park! Impossible! Impossible! And it's too late now to get a truck through from Denver—"

Denver T. M.: "What are you trying to do—kid me?"

Hotel: "Not at all. We'd like to accommodate you, but to prepare a chicken dinner for '500 hungry telephone men' on such short notice is impossible."

Denver T. M.: "Who said '500?' I said 'FIVE HUNGRY' telephone men."

Hotel: "Beg your pardon! Come right along—dinner's nearly ready now!"

### Simple Arithmetic

"I am not much of a mathematician," said Carelessness, "but I can add to your troubles, I can subtract from your earnings, I can multiply your aches and pains, I can divide your attention, I can take interest from your work, and discount your chances for safety."

### Same Way Here

Chicago.—The voice with a smile is the result of good health and pleasant surroundings, officials of the Illinois Bell Telephone Company declared, in commenting on twenty years' effort to protect the health of their "Hello Girls."

All telephone exchanges today have the most modern conveniences and sanitary working conditions for the comfort of the girl employees, but few have advanced to the point of a country home.

The Illinois company several years ago purchased a 48-acre tract near Warrenville, Ill., furnished it luxuriously, and established the "Margaret Mackin" home.

It is maintained for girls convalescing from various ailments or suffering from infectious diseases.

Every outdoor sport known for winter and summer is available for the girls, and hundreds of girls go to the "Home" each year to get the "smile" back in their voices.



# THE MOUNTAIN STATES TELEPHONE AND TELEGRAPH COMPANY

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Vice-President and  
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Montana State Auditor

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Utah State Auditor

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H. E. McAFEE

F. P. OGDEN

N. O. PIERCE

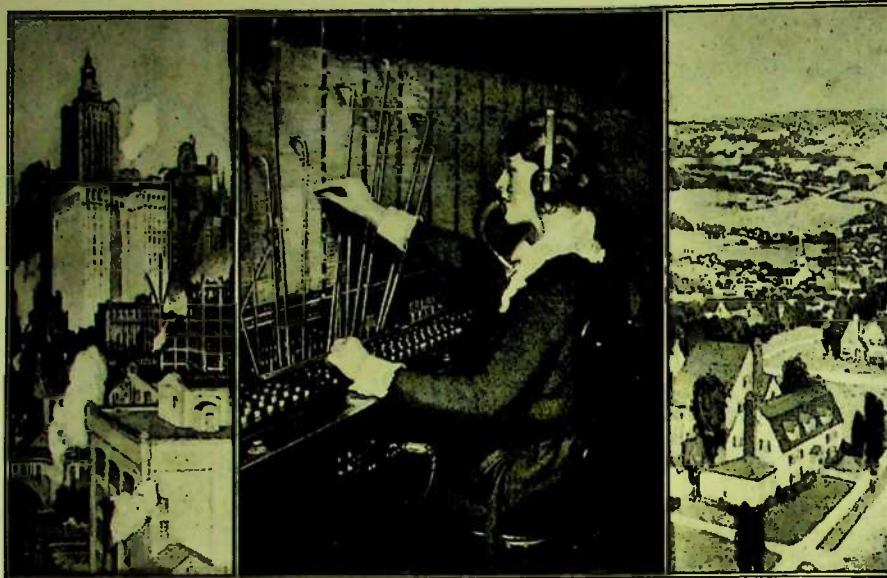
RODERICK REID

H. T. VAILLE, Secretary

DR. C. B. LYMAN, Medical Director

DR. N. A. THOMPSON, Associate Medical Director





## At Your Service

**T**HE courteous girl at the switchboard speaks the first word in more than two million conversations an hour. Presiding day and night at the busy intersections of speech, she is always at the call of the nation's homes, farms and offices.

Out of sight, and most of the time out of hearing of the subscribers, little is known of the switchboard girl—of her training and supervision under careful teachers, and of her swift and skillful work. Likewise, little is known of the engineering problems necessary to bring the terminals of fifteen million tele-

phones within the reach of a girl's arm, or of the ceaseless work of maintenance which in fair weather and storm keeps the mechanism fit and the wires open.

America's millions of people must have at their command means of direct and instant communication, and the Bell System must ever be in tune with the demands of national service.

These are the components of America's system of telephony: The best of engineering, of manufacture, of facilities—and a personnel trained and eager to serve.

## Bell System

One Policy - One System  
Universal Service



And All Directed Toward  
Better Service

The Mountain States Telephone and Telegraph Co.