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THE MONITOR

The Mountain States Telephone and Telegraph Co.



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August 1925

Sentinel of the Desert



FAIR OUT on the desert of Arizona, where the glaring heat-waves of the summer sunshine and the shifting sands form fantastic shapes, may here and there be seen the spire-like Sahuaro cactus, lifting its dark green fingers above the dunes like watchful sentinels, defying the elements of the arid domain which some day may be turned into fields of productiveness; for beneath the seared surface there lie latent powers that need but the touch of humidity to make the desert "bloom as the rose." While the beautiful Sahuaro is typical of parts of Arizona, it does not mean that all of that wonderful state is given to sand dunes, mirages and cactus. Arizona is a state of agriculture, fruit, cotton, grain and stock raising. The cactus is a mere incident of distinction.



Photographs of great jagged openings torn lengthwise on the Three Forks highway, near the Jefferson River bridge, in Montana. These fissures, three and four feet wide, were many feet deep.



The young lady whose picture appears in this group is Miss Mildred Waters, operator at Manhattan, Montana. She was slightly injured when the earthquake rocked the telephone building.



WHEN THE EARTH TREMBLED

Photos on this and following pages were taken for THE MONTANIAN shortly after the destructive tremor rocked a portion of Montana, and laid waste and destruction.



High School Building at Manhattan was one of damaged structures that crumbled. Fortunately it was vacation time and there were no children in the building.



Left—Residence of Mr. Siffert, and the Methodist Church, both at Three Forks. Lower—High school building at Logan, Montana.

Montana Rocked By An Earthquake

Telephone Exchange Manager Conrad Gives Graphic Description of the Tremor and Its Destructive Work

MONTANA has had a taste of notoriety—for two whole days it absorbed the headlines and then, having encroached upon the rights of our southern neighbor, we were severely and quickly put in our place by the Santa Barbara disaster. Nevertheless, Montana has had its earthquake, and since no casualties resulted, we are inclined to ape the small boy and even boast a little about it. It has all the virtues of an operation—something we probably would not like to experience again but a good topic of conversation forever after.

Practically every town in Montana felt the shock, but its force seemed to center in the Gallatin valley and particularly at Three Forks and Manhattan, where heavy damage was done to all brick buildings and particularly to a new Community School at Manhattan which had recently been constructed at a cost of \$85,000.00 and was the pride of the entire surrounding country. Had the force of the quake centered at a larger city, particularly at Butte, the damage would no doubt have been terrific as the seismographs in the Eastern observatories registered a more severe shock for the Montana disturbance than for the one at Santa Barbara and the scientists attribute the smaller amount of damage to the fact that the epicenter occurred at a thinly populated area. Be this as it may there were thrills a plenty, and R. J. Conrad, telephone manager at Bozeman, describes his experiences as follows:

"Saturday, June 27th, was a hot, sultry day until five p. m., when a severe wind and electric storm hit the city of Bozeman, but spent itself without causing any particular damage and we were just congratulating ourselves when the first shock of the earthquake occurred at 6:23 p. m. and lasted about 30 seconds. Having never experienced this sensation before I rushed to the street where I found most of the population ahead of me and many of them were gazing up at the sky as though they expected to find there the cause of the disturbance. At 7:06 the second, and in this locality the most severe shock occurred and upon returning from my second hurried exit, I received a call from Mrs. Tibbs, our agent at Three Forks, stating that many buildings were damaged and that she was unable to get an answer from any of the telephones. She had already notified Mr. Cline, the plant chief, and with six helpers he had immediately started for the scene of the disaster. Hurrying to the Bozeman office, I found that the girls had been badly frightened and with the exception of Miss Wood and Miss Manlove, the Assistant Chief Operator, had left the board when both the first and second shock occurred but had immediately returned and were handling an exceptionally heavy load. I found, however, that

Buildings badly damaged at Three Forks and Logan. Nearly every brick building in these towns was damaged more or less.

they were unable to raise Manhattan and immediately started for that exchange and found upon my arrival, that the second shock had so shaken the building in which our exchange is located that it had been declared unsafe and no one was allowed to enter. Miss Mildred Waters, the operator on duty, had stuck through the first shock but was ordered to leave when the second shock came, causing the building to crack and the plaster to fall from the ceiling. In leaving, however, due to the fact that the lights were out and the stairs rolling from the quake, she fell and although her fall was broken by Miss Vaughn, a nurse who was also leaving the building and who tried to catch her, Miss Waters was badly bruised and fainted from the injury and excitement. When she recovered, she tried to return to the building but was prevented from doing so by the town officials. This, of course, left the town without service and my first act was to secure permission from the Mayor and Fire Chief to enter the building



and establish a connection from our Agent's home to the Belgrade toll line which I found to be the only one in working order and even this one seemed to be hoodooed at first, as I could hear the Belgrade operator but was unable to make her hear me. This was simply explained, however, when I discovered that the transmitter cut-out button had been closed by the second shock. The situation was explained to Mrs. Eblen, the Agent, at Belgrade who deserves much credit for the close attention she gave this connection and the splendid service she rendered while Manhattan depended upon this line for their only communication with the outside world.

"Meanwhile, Mr. Cline and his crew had arrived at Three Forks where they found every receiver in town shaken from the hook and shorts and crosses on every open lead and on all toll lines East for several miles. By resorting to clubs, poles and rocks, in addition to pole climbing, they restored the service in record-breaking time and had all local lines working Saturday night and all toll lines in service by 11:30 a. m. on Sunday. Mrs. Tibbs, Miss Martin and Miss Kaffke worked every conceivable shift in an effort to handle the load, and displayed a splendid spirit of loyalty and service. The property loss at Three Forks was considerable, the copings of nearly all of the buildings were destroyed, some business blocks were damaged and the high school and Methodist church are considered a total loss.

"At Manhattan, due to the fact that permission to enter the building would not be granted, we were unable to establish local service for several days. On both Sunday and Monday we made requests to remove the equipment but were not allowed to do so until late Monday evening after the building had been inspected by local architects and even then we were warned that we would do so at our own risk, but Mr. Cline and his crew immediately started the work of transferring the equipment to temporary quarters in a room on the ground floor of a building across the street. Long distance service with Bozeman was first established, then the old cable was cut at the office pole and the cable pairs terminated in a homemade cable box from which twisted pair was strung to the temporary quarters. As the switchboard cable had to be cut to take the board from the old quarters, Mr. Cline had to reform it on the main frame. While this was being done the men were clearing the crosses so that when the twisted pair was connected to the main frame the lines were clear and the telephones ready to be tested. Service was fully restored Thursday afternoon at 5:45 p. m.

"Property loss at Manhattan is estimated at many thousands of dollars. The superstructure of the beautiful new Community School will have to be entirely rebuilt. The County High School is a total loss and the building in which our exchange was located



Mrs. Mamie Tibbs, telephone agent at Three Forks, her children, and Miss Martin, operator, camping out for the night, following the earthquake

has been condemned. Many residences were badly damaged and the Yellowstone Trail between Manhattan and Three Forks had to be refilled due to a deep fissure which was about a quarter of a mile long and from six inches to a foot wide. Practically all of the damage was done by the first two shocks, although earth tremors occurred at intervals for several days and were heavy enough at times to dislodge loose bricks from the damaged buildings.

Belgrade experienced a severe shaking but no apparent damage resulted, however, they

had their share of excitement during the storm that preceded the quake as lightning struck a cable and blew it out, thus depriving a portion of the town of telephone service. Mrs. Eblen, our Agent, remained at the board during the entire period of the quake, and as previously mentioned, supervised the only connection to Manhattan while the exchange at that town was out of commission.

"At Livingston, the quake was not severe and no damage was reported, but an exceedingly heavy load was the result of excited subscribers calling their friends to compare experiences and ascertain what harm had been done. The girls on duty are to be commended for the manner in which the load was handled and for the fact that not a girl left the board during either the first or second shock, and apparently the feelings of all were expressed by Miss Davis, who, as soon as the second shock subsided, remarked, "Didn't that give you a thrill?" It sure did but not the kind we crave very often, and personally I prefer that Mother Earth settle down to a ripe old age of peace and quiet, and forget the jazz and the shimmy."



The Art of Handling an Income

The president of the American Bankers' Association says that economic education is one of the great needs of the present day. That he who learns how to handle his income intelligently and successfully, making the most of it for present and future needs, is the valuable citizen, good citizenship being so bound up with the economic needs and habits of the people that we cannot maintain a high standard of national life without an intelligent understanding of the financial problems that constantly confront the average individual and family.



Telephone office at Manhattan, showing cracks in the walls. It was in this building Miss Mildred Waters was injured.

Our Operators in the Earthquake

(From the *Anaconda Standard*)

A minute after the first earth tremor in Butte had subsided, hundreds of lights on the switchboard at the Butte telephone office began to twinkle as residents hastened to inquire as to the cause of the phenomenon and to call friends in other parts of the city. Phone calls came into the main office at the rate of 25,000 per hour and 28 operators, working at top speed, were unable to handle the heavy wire traffic.

As the rate of calls during the daily heavy business hour is but 6,200, operators were working under a 300 per cent overload. Additional operators were conscripted and for two hours after the first tremor the long switchboard was worked to capacity with a squad of extra operators working relief.

Failing to realize the commotion caused by the disturbance and the terrific strain and speed under which the operators were working, several patrons even called telephone officials to complain of slow service.

Seven telephone girls fainted under the strain and were carried from the room, but after reviving returned to their posts to give the service which the hundreds of twinkling lights on the switchboard demanded.

"We are greatly pleased with the way the operators stuck to their posts during the unprecedented rush," S. P. Officer, head of the Butte office, said last night. "Girls who had worked all afternoon stood at the boards all through the excitement, and answered calls at a rate of speed four times as great as they had ever been required to keep up. Several of the girls were overcome, but after brief rests, took up their positions. They have learned to put service before everything else and in aiding in quieting wild rumors and assuring Butte residents of the safety of their relatives and friends they did a great work, which but few will recognize."

The telephones at the Standard buzzed incessantly for hours after the first tremor with residents in all parts of Butte reporting the tremor and asking if the disturbance had been felt in other parts of the city.

"Was there an earthquake or something?" came a question in a woman's voice.

"Thanks ever so much," she exclaimed upon receiving an affirmative reply.

"My stove began to dance and I thought sure I had 'em."

The telephone office estimates that about 150 phones were in use in Butte when the first tremor was felt. People on the lines failed to hang up the receivers in their hurry to the outside.



Copings torn from big cement building at Manhattan

Helena, Montana, Earthquake Impressions

By One of the Operators

The period from six to seven p. m. is usually one of the few peaceful hours in a telephone exchange. Having finished with the frantic rush of business, our subscribers for the most part, are enjoying a quiet evening meal before the social whirl begins and so it seemed to be in Helena, on Saturday, June 27th. The clouds were dark and threatening but no one was alarmed. In fact, the thought of a good electric storm to cool the atmosphere was rather pleasant so long as the static did not play too many pranks with our toll lines, but there was no static and no lightning, when suddenly a deep, rumbling sound seemed to come from under our feet and the switchboard swayed drunkenly toward us; in fact, the whole room performed an undulating motion as though it were riding on a huge wave.



The Three Forks high school building was badly damaged, the roof being almost demolished.

Now, we have all read about the Vail medals and we were sure that all we needed was the opportunity to show our stuff and our names, too, would be on the roll of honor; but somehow when the quake came we forgot all about the Vail medal. In our dreams of heroism, we hadn't planned on an earthquake, and the safest place just then seemed to be the "wide, open spaces." So we all started madly for the door and the only reason I didn't lead the procession was my inability to get to the head of the line. But suddenly Ruby, our assistant chief operator, happened to look at that local board which was lit up like a church, and she said:

"Girls, we can't go and leave all those lights." And they did look like we ought to do something about them. Back we flew, every one of us and we were so busy saying, "Number, please," for the rest of the evening that we forgot to be scared when the second shock came, or maybe earthquakes developed the California spirit. Anyway, we had to work pretty hard and most of the day girls and Mrs. Anderson, our chief, and Mr. Richmond came down to help us and we were glad we really hadn't gone and left all those subscribers, because they were just as scared as we were. But after this when I read about those Vail medals, I, for one, am not going to be craving any further opportunity to show my stuff.



A severe hailstorm near Billings, Montana, on July 6, tore down fifteen poles between that place and Laurel, and hampered telephone traffic several hours.

Vice-President Hall Visits the West

Mr. E. K. Hall and Mrs. Hall on the left, in company with President Reid, were standing in front of the Barnes Business College when our photographer "caught" them.



"The people will look with favor upon any public utility if its rates are reasonable and they know it, and the service is good and they like it."—Extract from Mr. Hall's address.

The desire of hundreds of Mountain States telephone people to personally meet Mr. E. K. Hall, vice-president of The American Telephone and Telegraph Company, of New York, and to hear him talk from the platform and in their conferences, was gratified during the last two weeks in July, as he traveled over a part of the territory embracing Colorado, Wyoming, Montana, Utah and Idaho; and in order that New Mexico, Arizona and El Paso, Texas, might not be entirely deprived of his helpful addresses, representatives from those states were invited to come into Denver at the time of Mr. Hall's visit.

Of a pleasing personality and a very forceful manner of delivering his message, Mr. Hall easily left a lasting impression upon the minds of the employees who were fortunate enough to hear him at any one of his meetings. Perhaps the largest gathering of employees before which he appeared was at the Denham theatre in Denver, July 16, where fifteen hundred sat in wrapt attention. Several meetings of fewer employees were held while he was in Denver.

In an address to the supervisory forces at Barnes auditorium, July 20, Mr. Hall discussed "Personnel; What It Is and What It

Is Not." After discarding a number of definitions which have been held by many people as to the personnel policy of the Bell System, Mr. Hall devoted himself to an explanation of that policy and in numerous illustrations he indicated its application.

The speaker laid particular stress on the fact that in the telephone business the owners are not the managers. The owners elect a directorate who choose from among the employees a president who in turn selects other employees to assist him in the managerial functions. Thus the employee body falls into two groups: The managerial group and the general forces.

In both groups the personnel are employees. The relation they bear to the company or the industry is unchanged when a member of the general force becomes a member of the managerial force. They still are fellow workers, he said, teaming together for the interest of the telephone-using public. That relationship is not that of master and servant and does not partake of the commercial or contractual relationship. It is a team job in the interest of the public service and only insofar as the members of one group are chosen to guide the efforts of the other is there any distinc-

tion. They still are employees.

Bearing that situation in mind, Mr. Hall declared that the personnel policy is simply a policy which is calculated to develop in every employee his best qualities and to utilize them most efficiently in the interest of the general job.

As usual, he held the close attention of his audience and was given a stirring ovation at the close of his address. President Reid introduced him briefly. The meeting was preceded by a luncheon given to Mr. Hall by the president at the Brown Palace Hotel at which a few general department heads were present.

By auto, in company with Mr. J. E. Macdonald, secretary-treasurer, our visitor went to Cheyenne, where he was met by an enthusiastic telephone audience. En route to Cheyenne stops were made at Brighton, Lupton, Greeley, and other exchanges along the road, and on the return trip Ft. Collins, Loveland, Longmont, Estes Park and other points were visited, returning to Denver Saturday evening.

In Denver Mr. Hall was entertained by President F. H. Reid, Vice-President E. M. Burgess, Vice-President Milton Smith, Vice-

(Continued on Next Page)

Inspiring Talk by Mr. E. K. Hall

FIFTEEN HUNDRED telephone men and women greeted Mr. E. K. Hall, vice-president of the American Telephone and Telegraph Company, of New York City, on the evening of July 16 at the Denham Theatre in Denver, and listened to him deliver one of the most inspirational talks ever heard in the history of our Company. The finest compliment paid to him was expressed the next morning by a lineman, who said:

"Mr. Hall didn't talk like a highbrow official of a great corporation; he just talked like a telephone man."

That was the feeling many times expressed among those who heard Mr. Hall. It was a rousing meeting—roused everyone to a desire to put over a still better job. Full of zeal for the splendid work he has in hand and is so well qualified to do, Mr. Hall, in plain, simple language, got across to the audience the importance of the biggest problem we have on hand today—that of building and keeping strong the foundation of the Bell System in the best possible way, which is

President H. E. McAfee, Mr. J. E. Macdonald, and other officials at dinner parties and sight-seeing trips.

The Dartmouth Alumni in Denver entertained Mr. Hall as guest of honor at a luncheon in University Club on July 21. President Reid and Mr. Macdonald were also present at the luncheon. Mr. Hall was a member of the class of 1892 at Dartmouth college.

Mrs. Hall, Miss Dorothy Hall, E. K. Hall, Jr., and Mr. Larry Leavitt, members of the party, were also entertained at a number of the social functions. Side trips to Colorado Springs, Pikes Peak, Echo Lake, Lookout Mountain and other scenic points of interest were arranged for them.

On July 24 the Hall party visited Boise, Idaho, where Mr. Hall spoke before a large gathering of telephone people and was accorded the same cordial and enthusiastic welcome that marked his visit to Colorado and Wyoming.

On the 27th the party arrived at Salt Lake City where a rousing evening meeting was held with the employees, and on the 29th and 30th similar meetings were held at Butte and Helena, Montana. On this trip through our territory the visiting party was accompanied by Vice-President H. E. McAfee and Secretary-Treasurer J. E. Macdonald.

Mr. and Mrs. Hall and party are spending a few weeks in the West, and while Mr. Hall is "combining business with pleasure," they are all enjoying the wonderful scenic attractions to be found everywhere in this part of the country. They are visiting Yellowstone and some of our mountain National parks.

by maintaining and increasing harmonious public relations. Every man and woman in the crowd at the end of that hour and three quarters talk, which time was so packed with interest and entertainment that it seemed but a few minutes, went out and back to their jobs next day better qualified to deal with this great feature of our work which, by the way, isn't hard to accomplish. It's just treating the public as we would like to be treated under similar circumstances.

After selections by the orchestra our own Blue Bell trio, the boys who have gladdened so many telephone gatherings with their finely blended voices, put the audience in a happy mood. Then followed the introductory remarks by President F. H. Reid, who mentioned Mr. Hall's fine team work in college athletics as part of the early training that fitted him for his work, and that team work is also of the essence of our business. Mr. Reid touched on the matter of the billions invested in telephone plant and equipment—and its insignificance compared with the relations of telephone people to the millions whom they serve; that it was for this reason Mr. Hall had come

business, the biggest of them being the right kind of public relations.

"If we have the right kind of public relations," said Mr. Hall, "we don't need to worry about the problems of today that you are all having in accounting, plant, commercial, traffic and other lines. We don't need to worry about the present or the future—if our public relations are right."

"If we can get and keep in the telephone business the right kind of men and women," continued Mr. Hall, "all our problems, present and future, will be met and solved in the right way as they come along. If we have high-grade, live wires, self-starters in our telephone work, the kind who never lie down or quit, we need have no worry about our telephone problems, large as they are. It is to the interest of the public that we have such people as these, and we will have them and be able always to get them if we pay adequate compensation for their services. And we can do this if we have adequate revenue."

Mr. Hall mentioned the fact that the telephone business is unlike many others, in that we cannot slow down. We must keep on adding extensions to the business. One hundred and fifty millions a year must be found to meet expense of plant additions, and the money is in the business to stay. The plant is useful only for the purposes to which it is put. It wouldn't be worth much if wrecked and junked. So we must add and maintain, and give service to the people as cities and towns grow.

"You plant men," said Mr. Hall, "are planning every day for the future—where new positions are necessary on switchboards, where toll leads must be established, repeaters added. One hundred and fifty million dollars is the minimum of expense of new plant additions for each year."

"All this," continued Mr. Hall, "leads us straight to the question of credit, character, financial standing. We must have a margin between income and expense—a safe margin. For when we go to the people for money they look into these matters, to convince themselves that we are going to be able to pay a return on the money they lend us. Character is the basis of credit, and the character of The Mountain States Telephone and Telegraph Company is the combined reputation of the men and women who make up the company."

To have the good will so necessary in our business, Mr. Hall stressed the point that we must merit it. To merit it we must meet our patrons more than half way—fifty-fifty is not enough. Sixty-forty won't do, even seventy-thirty is inadequate. Ninety-ten is better.

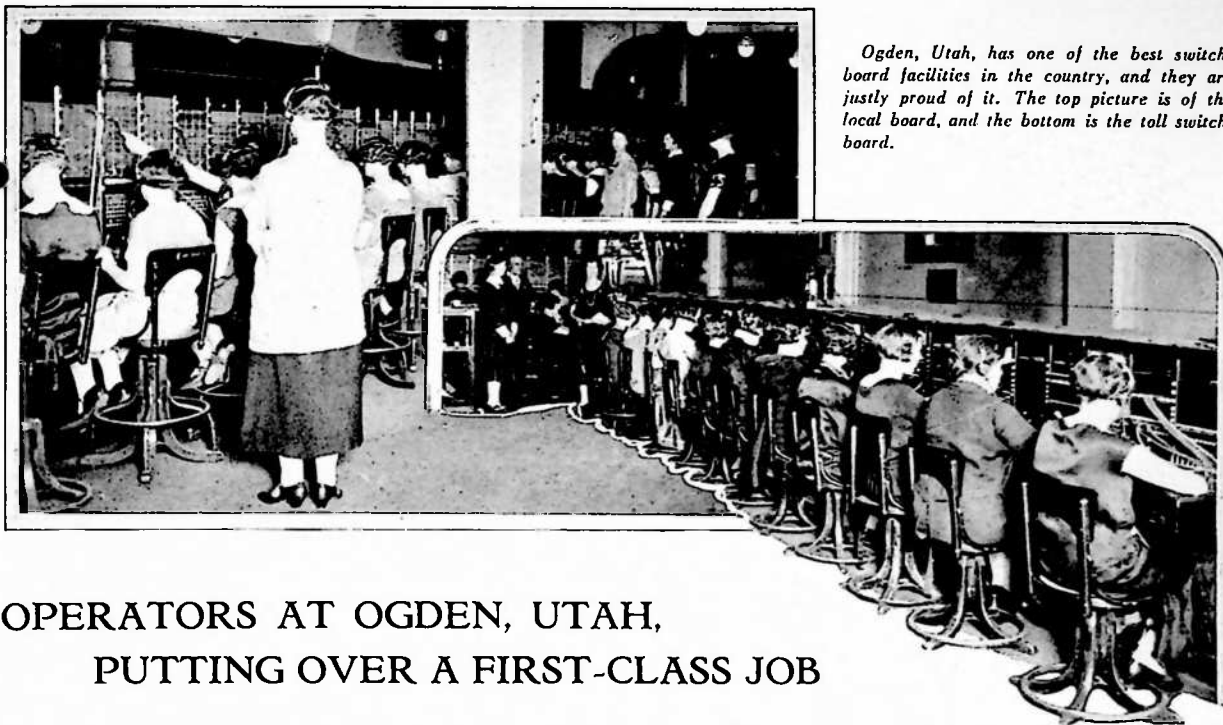
Mr. Hall believes the public will be fair



Mr. Hall (left) and President Reid, "talking it over" in front of the telephone building.

out into our mountain and plains country to speak to us on these problems. He also spoke of "Ed" Hall, the man, the friend of every telephone worker.

Mr. Hall said every business, every industry, has problems of its own, different from the ordinary run of other lines of business; that the telephone business has more problems and more different kinds of them, coming from more different directions than any other



Ogden, Utah, has one of the best switch-board facilities in the country, and they are justly proud of it. The top picture is of the local board, and the bottom is the toll switch-board.

OPERATORS AT OGDEN, UTAH, PUTTING OVER A FIRST-CLASS JOB

in the matter of granting us adequate rates when they understand our business and its needs, and that no one can explain those things so well as telephone employees; that when we speak of the public, we mean our friends and neighbors, our classmates, people who belong to the same church or lodge that we do; people whom we meet every day.

"If there are any telephone people who think the public is not fair, it is time for them to get out of the telephone business," said Mr. Hall. "The public is as fair as you are. It's as fair as the rest of us are. We are a part of the public, and we'll all do the right thing if we know the facts, and particularly if we have learned to like the way a utility does its job. There used to be an idea that the public would take care of any utility whose rates were fair and whose service was good. But you can't bet on that. Let's put it this way: The people will look with favor on any public utility if its rates are reasonable and they know it, and the service is good, and they like it."

Opportunities to educate the public were discussed, and Mr. Hall stated that we have a thousand opportunities to do some nice thing that will touch the public through the heart where we have one opportunity to educate.

All through his address Mr. Hall happily il-

lustrated his points by means of good stories that kept the audience smiling and happy. The poster announcing the talk mentioned him as a "real friend," and that the meeting would be a rare occasion. The promise was made good. "So glad I had the opportunity to hear him," said many of our people. Quite a number were present from nearby cities and towns, all going to make up a splendid audience which both gave and received inspiration that will last long after Mr. Hall has returned to the East.



Save

By Idabelle Ducker, Accounting Department,
Cheyenne, Wyoming

It's a little thing to do—

Just to save.

Anyone, no matter who,

Ought to save.

Save a little every day

From the pennies thrown away,

Spare it from your joys and say,

"I must save!"

You will find that men who fail

Do not save.

Men who drift without a sail

Do not save.

Half the trouble that we see,

Trouble brewed for you and me,

Probably would never be

If we'd save.

Shall we journey, hit-or-miss

Or shall we save?

Let's not go along by guess,

But rather to ourselves confess,

It would help us more or less,

If we'd save.

Return Surprise

On March 23, Miss Stella Watson, supervisor at Cheyenne, slipped away to Greeley, Colorado, and was married.

For three months she kept her secret, but on the morning before leaving on her vacation, she announced that she was Mrs. James Woolston and they were spending their honeymoon in Sheridan, Wyoming, going overland in their car.

We wanted to return the surprise and on the evening of June 24th, entertained in her honor in the rest room.

When she came off duty we were all waiting in the rest room and surprised her greatly.

The evening was spent in playing games and at eleven o'clock refreshments were served by the committee, Misses Constance Cowley, Myrtle Cotton and Helen McGivern.

Mrs. Woolston was presented with a gift from the girls of the traffic, commercial and plant departments.



A Thrifty Man on a Small Salary had Five Beautiful Daughters. One married a Doctor, another a man who owned a Hospital, another a Dentist, another an Automobile Mechanic and the other a Plumber, so he was able to save money and acquire a Competency and with his Pension he spent his Old Age in Luxury in the Palatial Homes of his Daughters.



IN THIS DESERT LAND IS THE UNMARKED GRAVE OF SALLY ROOKE

Sally Rooke's lonely grave on the desert near Folsom, New Mexico, will be marked with a fitting monument. The telephone girls and boys—men and women—are pouring in their dimes and dollars from every exchange and office in our great sympathetic Company.

Last month THE MONITOR told of the unmarked grave of Sally Rooke, the heroic telephone operator who gave her own life to save others; how she remained at the switchboard, warning others to flee to safety from the seething, churning onrush of a mighty flood of the Dry Cimarron; how the irresistible wall of murky water crushed the little telephone office and hurled it away in tumbling fragments; how the last act of Sally Rooke, the telephone operator, was to cry out to her subscribers, "The flood! Save yourselves—!"

And, then—seven months later, how her bleached bones were found entangled in a pile of driftwood eight miles down the Dry Cimarron. She had died as she had lived—in the service of her people. That was 17 years ago.

No stone marks the grave of Sally Rooke—no flowers bloom above her silent, lonely tomb. Months pass and no human being pauses to even look upon her last resting place, because Folsom is an out of the way place, and few people pass that way.

Last month THE MONITOR told this story, and suggested that our own people of the Mountain States telephone family contribute at least 10 cents apiece toward the cost of erecting a modest, but appropriate monument to the memory of Sally Rooke—a stone of granite to mark her lonely grave.

The response was spontaneous! The Salt Lake City traffic department was one of the first to respond 100 per cent. The chief engineers department in Denver was 100 per cent the very day THE MONITOR was distributed; Arvada made an effort to be the first 100 per cent contributor—and so it went—each mail brings in a flood of dimes from our seven states, and still they come—and will come until every employee has had a part in this sacred tribute. The opportunity will be held open another month, and we hope to give a final accounting in our September MONITOR.

Many letters of hearty approval have been received—some from people outside of the Company, who were moved by the simple story of Sally Rooke. Will A. Campbell, editor of the Helena Independent, wrote this:

"I have just read the story of Sally Rooke and the suggestion that a monument be erected to this heroic woman. While this fund will doubtless be raised at once by employees of the Mountain States Telephone and Telegraph Company, I would like to contribute a nominal amount to the fund, and am enclosing my check for \$2.00. I hope you will get a \$1,000 monument and that the fund will be quickly raised."

The traffic department of El Paso, 142 employees, came in with \$14.20—100 per cent.

Employees at Rexburg, Idaho, responded 100 per cent on the day THE MONITOR was received. Manager Robinson writes: "We feel that we are being highly honored in being permitted to contribute our dimes to this worthy cause."

J. E. Stokes, wire chief at Idaho Falls, says: "I hope you get 10,000 dimes."

"Casper, Wyoming, wants to be one of the first offices to send in the money to help erect this monument. We have all read the article about Sally Rooke with great interest." The contribution was 100 per cent, made by the commercial, the traffic and plant departments. H. W. Brush, division employment supervisor of the New York Telephone Company, begs to be permitted to participate in the commendable cause. "It seems to me," writes Mr. Brush, "that such a memorial would be not only a testimonial to Mrs. Rooke, but a living symbol of the spirit which animates all our employees."

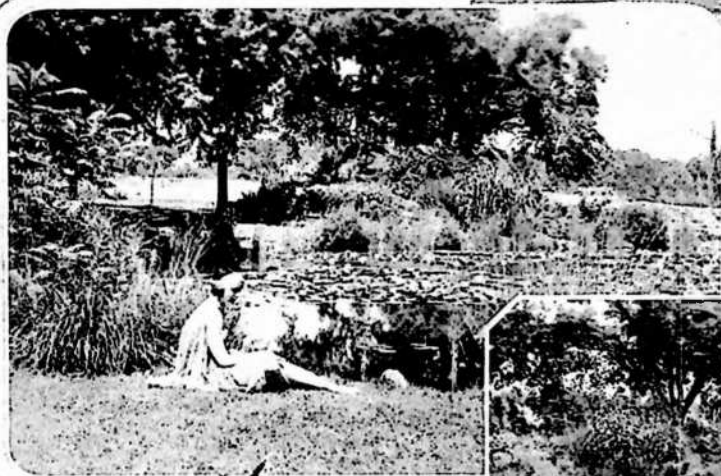
A similar letter with a contribution of \$10, came from Mr. B. C. Way, vice-president of the Western Electric Telephone System, Mason City, Iowa.

Brigham City, Utah, employees say: "If any additional donation is necessary, kindly advise."

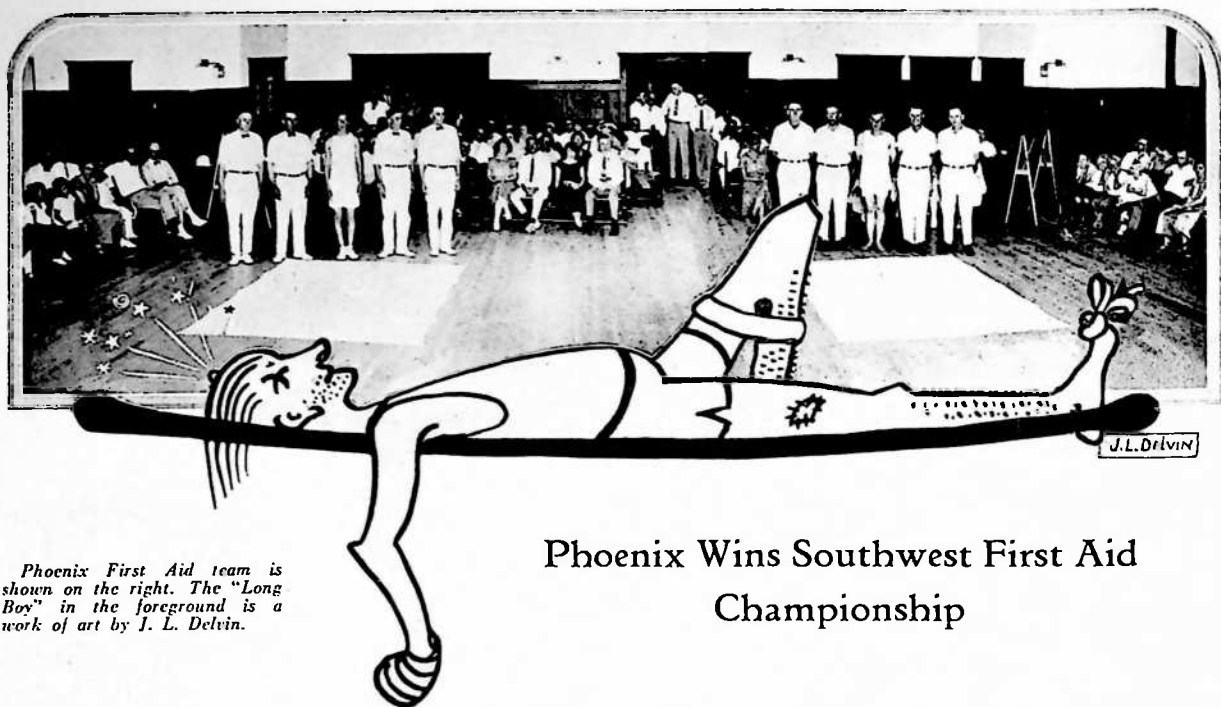
We might go on with hundreds of comments, but these few references go to show the splendid responsive spirit which never fails to manifest itself among our people when the opportunity rises.

Every mail brings new contributions and added tributes to the memory of Sally Rooke, the heroic telephone operator, who gave her life in the service of her people. Those who have not sent in their dimes still have the opportunity to do so. Mail all contributions to the editor of THE MONITOR, Denver, Colorado.

*I met her in a shady little dell
Where the rippling waters flow;
I kissed her and she liked it pretty well,
Down where the water lilies grow.*



This enchanting scene of Paradise is in City Park, Denver, and the water nymph is Miss Beatrice Blanchard, telephone operator at York exchange. Contrast this delightful picture with the sun-bleached, wind-swept desert scene on the Dry Cimarron, shown on the opposite page, where lie the mortal remains of a sister telephone operator in an unmarked grave.



Phoenix First Aid team is shown on the right. The "Long Boy" in the foreground is a work of art by J. L. Delvin.

Phoenix Wins Southwest First Aid Championship

See? What did we tell you? Don't you remember your July MONITOR and the story of the First Aid contest between Tucson and Phoenix? Didn't we tell you to watch for this month's MONITOR? Well, here's the dope: On June 13 Joe Kelly, plant superintendent, in company with M. A. Chamberlin, El Paso wire chief, arrived in Phoenix with his First Aid team, determined to take home the scalp of the Phoenix team. Saturday night's contest proved a disappointment to El Paso so far as getting the scalp of the Phoenix team was concerned, for they left their own instead.

The contest was witnessed by some two hundred enthusiastic employees and invited visitors, and was a real contest from start to finish. The judges took a real serious interest in the contest and required nearly as long to decide the penalties for each problem as the team took to perform the problems. The final score was as follows:

| | |
|---------|------|
| Phoenix | 94.4 |
| El Paso | 91.0 |

Phoenix now holds the southwest championship. Members of the two teams were:

El Paso—E. A. J. Seddon (trainer), R. E. Barnett (captain), E. C. Phillips, J. A. Pennington, J. A. Brooks, J. P. Garland.

Phoenix—C. P. Niles (trainer), W. C. Foster (captain), K. F. Pomeroy, E. M. Carver, W. G. Platner, O. C. Hurt.

After the contest dancing was enjoyed and refreshments served. On the Sunday following the visitors from El Paso were taken on a sightseeing trip throughout the valley, followed by a swim at Joyland.

We wish to compliment Mr. Kelly, Mr. Chamberlin and Mr. Sedden upon the performance of their team and the sportsmanship shown by all, and to extend a challenge on behalf of Mr. Niles, trainer of the Phoenix team, to any team in the Mountain States territory.

R. F. BRINK.



Rowland Brink, Merchant

Dogless

"Mose, can you explain wireless telegraphy to me?"

"Yessuh, it's like dis: If you-all had a long, long houn' dawg, an' he stretched from Cincinnati to Cleveland, and you stept on his tail in Cincinnati, he would howl in Cleveland. Dat am telegraphy. Only in wiathless you does de same thing without de dawg."—*Columbus Dispatch.*

Watch This Young Man

The sturdy young man in the picture is Rowland Brink, age 10 years, son of R. F. Brink, State Auditor at Phoenix, Arizona. Young Rowland is starting early to be one of the merchant princes of Phoenix. At present he conducts an ice cold drink emporium on the curbstone at the street intersection and is doing a flourishing business saving his pennies to buy A. T. & T. Co. stock.

A telephone now connects the Lions Club at Tourist Park, near Telluride, Colorado, with the outside world.

The state capitol building at Phoenix, Arizona, is being supplied with new telephones throughout, in keeping with the beautiful building.

The new line from Phoenix to Globe, Arizona, is being pushed right along, and it is expected that service will soon be established to Devil's Canyon, Iron's ranch and several other points.

Rifle-Meeker Project

The provision of additional toll line facilities between Rifle and Meeker, Colorado, involved the construction of approximately forty-three miles of new pole line, and provided a new copper circuit, Rifle to Meeker, together with an additional copper circuit from Rifle to a point about twenty-five miles north to furnish toll service for intermediate toll stations adjacent to Rifle, which are now served by an existing iron circuit.

These new toll facilities, which were placed in service about July 10 at a cost of \$22,000, complete our Craig-Rifle project, on which work was started during 1924. The cost of the entire project between Craig and Rifle amounts to \$50,000. The new construction between Craig and Meeker, completed during October, 1924, at a cost of \$28,000, involved fifty-three miles of new pole line, together with a new copper circuit connecting Meeker with the Denver-Craig toll line and also furnishing commercial long distance service for the toll stations at Hamilton, Iles and Axial for the use of the oil companies operating in this vicinity.

The facilities outlined above are provided in order to care for new business partially resulting from oil activities through and adjacent to this section, as well as to make possible high-grade long distance communication between Meeker and outside points. The new circuits will also make it possible to route traffic between Craig and Western Slope points via Meeker and Rifle rather than via Denver, thus relieving the load now carried over the Denver-Craig and the Denver-Glenwood Springs and Grand Junction lines.



Standing—Scanlon, official league umpire; Dutch Karmuth, first base; Harold Ringwood, third base; Fern Boyd, coach; Chick Hummel, pitcher; Hewitt Tolman, utility. Front row—Henry Cameron, shortstop; Roy Thompson, second base (manager); Nig Hanson, pitcher; Chester Taylor, left field; Roy Austin, catcher; Harold LaBelle, center field. L. F. Thompson was absent when picture was taken.

Here are the pictures of the members of the Mountain States Baseball Nine of Salt Lake City, who are entered in the Twilight League.

The boys are playing a very good style of ball, which shows that they devote a great deal of effort to perfect their playing, in order to obtain the good results they have to their credit. Up to the present time they have lost only two games out of nine and are in second place in the league standing. The employees give the team very good support, and show much interest in baseball activities.

Happy Man

"Have you heard that Brown's daughter is getting married?"

"Who is the happy man?"

"Brown."—Kaspar (Stockholm).

Let Well Enough Alone

He: "Now, I want to show you how to change gears."

She: "Oh, Jack, let's not change them—they are just right as they are."—Judge.



Attractive Window Display

This attractive window display appeared at Butte, Montana, recently, and we have it from Montana Manager Whittinghill that it received a great deal of favorable comment. It was especially arranged in the interest of long distance service.

Telephone Pioneers of America

No meeting of the Pioneers has been held since the last notice, and as before stated, the annual picnic on July 25 replaced the summer meeting. The next issue will contain an account of the picnic "doings."

Frederick Mountney, our fellow Pioneer, has decided to lay down his cares of the office, and with his pension, betake himself to the old homestead in England for an extended visit. Mr. Mountney has been in the general bookkeeping department since the merger in 1911, having come from the Rocky Mountain Bell Telephone Company at that time, and has a service of almost thirty-five years.

He will sail on August 8, and says he has by no means decided to remain away from Colorado permanently. It will depend entirely upon what he finds on the other side, so possibly he may be with us once more at a later date. He will be accompanied by his wife, and will no doubt hugely enjoy revisiting childhood scenes.

The uniform courtesy and cheerful service of Mr. Mountney are commented upon by all with whom he comes in contact, and every good wish of the Pioneers goes with him.

Mr. Roderick Reid, vice president and general auditor, arranged an informal luncheon in Mr. Mountney's honor Tuesday, July 14. Others present were Mr. F. H. Reid, Mr. J. E. Macdonald, Mr. H. T. Vaille, and a number of department heads and supervisors of the general accounting department. Many well-deserved compliments were paid Mr. Mountney on this occasion.

Applications since last notice:

John U. Hiltz, chief clerk to plant superintendent Pratt of Utah.—John has been located at Salt Lake City for some years, having just become ancient enough in the service to be a Pioneer. He was transplanted from the old Colorado Company, his first service having been as a cub inspector under Pioneer A. D. Graham around Buena Vista and Salida. He has been a plant man ever since.

O. R. Newman, Montana plant superintendent, Helena Montana.—Ross is well known to everyone in the Northern Territory. His initial bow to the telephone business was with the Stockman's Telephone Company, Canadian. Texas. He afterwards graduated to Wichita, Kansas, and wandered out to Missoula, Montana, in 1914, as wire chief and is now holding down the state plant job.

Carl S. Pendleton, Combination Man, Evanston, Wyoming.—Mr. Pendleton entered the service with the old Missouri and Kansas Company in 1901. He could only stand the heat of the Middle West until 1905, when he came to the Colorado Company, later going with the Rocky Mountain Bell, with whom



Rocky Mountain Chapter No. 8

he was engaged at the time of the merger in 1911.

Alma M. Roensch, chief operator, Missoula, Montana.—Miss Roensch has put in her entire telephone service with the Rocky Mountain Bell and Mountain States companies. Her home is at Sheridan, Wyoming, where she was operator and chief operator, for a time being district traffic chief at Helena.

and for the past couple of years chief operator at Missoula.

Miss Roensch is a welcome addition and we wish some of the other ladies who are eligible would follow her example.

One and one-half fare has been announced by the railroad companies as the round trip rate to the National Convention in Washington, D. C., October 16 and 17. Tickets are on sale October 12 to 16 inclusive, with a final limit of October 24 for return. Anyone attending can choose his own lines, as these rates will be made by all roads. National Secretary Starrett will later send out credentials entitling Pioneers to this reduction in rate.

If you can attend the convention, do not fail to send in the questionnaire recently sent you, before October 1.

It's a Ringer

There is a man in our town
Who throws a wicked shoe;
He hugs it 'round the peg, b'gosh,
As no one else can do—

But, when some of our good friends from the "outer world" came in from the equine courts of the Denver Horseshoe Club on July 14, in the year of the big drought, and wound the shoes around the pegs like so much macaroni, the aforesaid "man in our town" tore out for the hardware store to select a pair of pink-calked, sylph-curved, non-rebounding horse slippers, and now he is groomed for the second heat.

And yet, when Albert Rotola, the youth with a good eye for ringers, stepped to the box he didn't do anything else but. So, the day was saved—and we still have it, on ice.

It was this way: One of the best courts in the city of Denver lies peacefully at the rear of the Administration Building of the Telephone Company. It is for the pleasure of the barnyard golfers of the Company, and there has been considerable rivalry among the pitchers. Along comes Mr. S. H. Wilkinson, secretary-treasurer of the Denver Horseshoe Club and says, says he:

"We'd like very much to have some of our experts come over some day at the noon hour and give an exhibition."

"It is fine," said Dutch Rominger.

Two double-handed games were staged. Miss Willa Champan, official scorekeeper for the Club, kept the tally.

Art Lundberg and Ed. Walters, visitors, pitched against Albert Rotola and Leslie Cooper. In the other court Bonar and Chapman contested, with Johnson and Kitterjohn

pitching neck-and-neck at the other end of the court.

Owing to the short period of time at the lunch hour, the real pitching did not begin until near the close when it was no uncommon thing to see four ringers hugging one peg. The scores are not given here, but there is another exhibition being framed and at that time the results will be printed.

In these games more than 50 per cent of the counts were ringers. Our visitors were very kind in giving any instructions they could to our amateurs, and the benefit is already being shown in the daily games.

Albert Rotola, the mail boy, surprised all spectators, as well as the experts, by registering the highest score. He threw 70 per cent ringers.

A large crowd of telephone folks watched the game from the windows of the eight-story building, as well as those on the ground.

Considerable work in the way of construction is being done on the plant at Spanish Fork, Utah, this summer.

Because of their adherence to the traditions of the Bell System which impelled them to stick to their switchboards during a severe gas explosion at Florence, Colorado, on the night of July 1, Miss Jessie Wilson, Miss Mary Millner and Miss Mac Sikes received a letter of commendation from George E. Berggren, chairman of the Colorado Committee of Awards. The letter was also signed by Paul A. Holland, Waldo Cockrell and A. W. Young, members of the committee.

Changes and Promotions

ARIZONA

Traffic Department—

| NAME | LOCATION | PREVIOUS POSITION | NEW POSITION | DATE EFFECTIVE |
|------------------|----------|-------------------|----------------|----------------|
| Docia Meehan | Mesa | Operator | Chief Operator | May 31, 1925 |
| Elizabeth Tallon | Globe | Operator | Chief Operator | June 21, 1925 |
| Marguerite Mutz | Jerome | Operator | Chief Operator | June 15, 1925 |

COLORADO

Commercial Department—

| | | | | |
|-------------------|--------|---------------------|-------------------|--------------|
| Walter R. Hancock | Denver | Mgr., Laramie, Wyo. | Unit Mgr., Denver | June 1, 1925 |
| Chas. W. St. John | Denver | Com. Supv. | Unit Manager | June 1, 1925 |

Plant Department—

| | | | | |
|------------------|--------|------------|--------------------|---------------|
| Robert W. Irwin | Holly | Comb. Man. | Salida Agent | June 21, 1925 |
| Lew E. McDermott | Denver | Splicer | W'king Asst. Fman. | June 1, 1925 |

Traffic Department—

| | | | | |
|--------------------|---------|------------------|-----------------------|---------------|
| C. W. Connors | Denver | Traffic Student | Asst. Toll Traf. Chf. | June 16, 1925 |
| Emma Jameson | Denver | Operator | Supervisor | June 14, 1925 |
| Elizabeth Wilcox | Denver | Operator | Supervisor | June 21, 1925 |
| Agnes Mellburg | Denver | Operator | Supervisor | June 7, 1925 |
| Luro Stephens | Denver | Operator | Supervisor | June 21, 1925 |
| Mattie Thompson | Aguilar | Supv., Trinidad | Agent, Aguilar | June 24, 1925 |
| Rachel L. Boyd | Pueblo | L. D. Operator | L. D. Supervisor | June 21, 1925 |
| Howard B. Anderson | Denver | Denver Toll Mgr. | Colo. Toll Supv. | June 30, 1925 |

IDAHO

Traffic Department—

| | | | | |
|-----------------|-------|------------------|---------------------|---------------|
| Ruth Benschoten | Boise | Eve. Junior Opr. | Eve. Local Sr. Opr. | June 28, 1925 |
|-----------------|-------|------------------|---------------------|---------------|

MONTANA

Plant Department—

| | | | | |
|--------------------|------------|------------|-------|---------------|
| Bryan A. Barickman | Wolf Point | Comb. Man. | Agent | June 16, 1925 |
|--------------------|------------|------------|-------|---------------|

NEW MEXICO-EL PASO

Plant Department—

| | | | | |
|----------------|----------------|-------------------------------|--------------------------------|---------------|
| Barrie Wilkins | El Paso, Texas | Lineman, El Paso | Asst. Foreman, El Paso, Texas | June 6, 1925 |
| F. A. Willis | El Paso, Texas | Asst. Foreman, El Paso, Texas | Foreman, El Paso, Texas | June 12, 1925 |
| C. A. Fidler | El Paso, Texas | Testbdman, El Paso, Texas | Chf. Testbdman, El Paso, Texas | June 7, 1925 |

Traffic Department—

| | | | | |
|-------------|--------------|-------------------------------|-------------------------------|---------------|
| Ethel Jones | Raton, N. M. | Asst. Chf. Opr., Raton, N. M. | Chf. Opr., Raton, N. M. | June 21, 1925 |
| Mae Kakara | Raton, N. M. | Opr., Raton, N. M. | Asst. Chf. Opr., Raton, N. M. | June 21, 1925 |

UTAH

Commercial Department—

| | | | | |
|------------------|-----------|---------------|----------------------|--------------|
| Samuel J. Jones | Salt Lake | Mgr., Provo | Com. Mgr., Salt Lake | June 1, 1925 |
| Geo. C. Quillian | Provo | State Cashier | Mgr., Provo | June 1, 1925 |

Traffic Department—

| | | | | |
|---------------------|-----------|------------------|------------------|---------------|
| Vinla Robbins | Bingham | Operator | Chief Operator | June 14, 1925 |
| Alice La Raine Shaw | Salt Lake | Evening Operator | Eve. Supervisor | June 21, 1925 |
| Olive Smith | Salt Lake | Night Operator | Night Chief Opr. | June 14, 1925 |
| Anna West | Salt Lake | Operator | Supervisor | June 21, 1925 |

WYOMING

Accounting Department—

| | | | | |
|-------------------|----------|---------------------------------|-------------------|--------------|
| Thomas J. McGuire | Cheyenne | Clk. for Aud. Re-ceipts, Denver | Acctg. Supervisor | June 1, 1925 |
|-------------------|----------|---------------------------------|-------------------|--------------|

Commercial Department—

| | | | | |
|------------|---------|--|---------|--------------|
| I. W. Bond | Laramie | Chf. Clk. to Wyo. Plant Supt., Plant Dept. | Manager | June 4, 1925 |
|------------|---------|--|---------|--------------|

Plant Department—

| | | | | |
|------------------|----------|-----------------------------|-------------------------------|--------------|
| John F. Mahoney | Cheyenne | Clk. Chf. Eng. Ofc., Denver | Chf. Clk. to Wyo. Plant Supt. | June 1, 1925 |
| Raymond M. Hulme | Rawlins | Agt., New Castle | Manager | June 3, 1925 |
| W. A. Sterns | Cheyenne | Lineman | Foreman | June 1, 1925 |

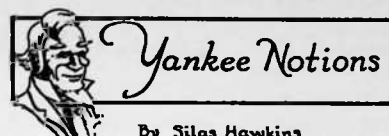
Traffic Department—

| | | | | |
|--------------------|------------|------------------|----------------|---------------|
| Irene L. Dodge | Lovell | Operator | Chief Operator | June 14, 1925 |
| Arthur J. Bartlett | New Castle | No prev. service | Agent | June 1, 1925 |

Telephone Activities

Out at Rock Springs, Wyoming, "the whole town" enjoyed the broadcasting of the Defense

Day program from New York and Washington on the evening of July 4. This was made possible by the use of the Bell System.



By Silas Hawkins

One of the nice young girls (they're all nice for that matter) came to me the other day and said, "Silas, you know how sick mother has been? Well, I've got two hundred dollars of bills to pay and I guess I shall have to sell my \$300 of telephone stock or borrow the money of the Loan Committee." I said, "Mary, you don't have to do anything of the kind; if you have telephone stock you're a capitalist and you do just what other capitalists do—take your stock to a bank and borrow money on it. Borrowing money is a bad plan, of course, but sometimes it's necessary. Any bank will loan on such stock and you know the way the banks live is by loaning money. They would all close their doors if they couldn't do it. So have pity on them and help them support their families. Borrow for three months; pay them off from time to time as you can; then, when your note is due make another one for three months more." She did and she still has her stock and does not feel as discouraged as she would have felt if she had sold it and had to begin saving all over again.

When you go back and forth to work do you always walk on the same streets? Don't do it, but go on different streets once in a while. Try a new store now and then, a different restaurant, different food. Meet new people, give some variety to your life, for variety is the spice of life.

Do you always do a job the same way? Try it another way and perhaps you can improve your work. Why should you always write with your right hand? Why not practice and write with your left one? By the way, speaking of writing, have you the idea that you never can write any better than you did the day you graduated? Give up that notion, for you can. Splendid penmanship is nothing but first holding the pen, the hand, the wrist and elbow in the right position, and second, practicing. Some specimens of penmanship are simply awful. If you know how to hold your pen and hand all right, then buy a penmanship book such as you used at school and go to practicing. If you write a cramped hand, look up your old grade teacher and ask her to show you the right way to hold a pen. Make up your mind that you will never write a single letter that isn't plain to everyone. A freakish looking capital C that can be taken for a Y, an I, an S, a T or almost any letter, may please you, but it makes the people who read it feel like cussing you.

If your principles are right, your politics don't matter so very much.

Receive Service Emblems

M. A. Chamberlin

M. A. Chamberlin, El Paso, Texas—Fifteen Years. Sounds like a sentence to the "pen," doesn't it? But it isn't. M. A. C. has kept out of the "pen" at least that long—his service emblem is strong testimony to that fact. Mac, although not legitimately entitled to the abbreviation "Mac," offers as an alibi that his initials are M. A. C., which gives him the



M. A. Chamberlin, El Paso

right to the cognomen. It must be admitted that there is some justification to his claim, and it is also true that "Mac" is a lesser mouthful than his official name. At any rate, Mac got himself a job with the old Colorado Telephone Company and worked under F. A. Cannon as handy man and jack-of-all-trades. That was back in June, 1910. Mac is one of those fellows who will tackle any sort of a job, whether he knows how to do it or not, and get away with it. He then worked himself into a job with the equipment department and that's how he came to be sent down to the Southern Division in 1913. Mac has left his trail all over New Mexico and Arizona, and finally wound up in El Paso. He was appointed El Paso plant chief in 1916 and has been plant chiefing ever since.

Mac is one of those fellows who get themselves pretty generally known all over the place. He calls the mayor and chief of police by their first names, and has his Buick trained to come back from Juarez. There is quite a good deal we might say about Mac, but *MONITOR* space is limited; however, this brief sketch would be incomplete without the following announcement:

Born—To Mr. and Mrs. M. A. Chamberlin, June 23, 1925, a son.

Mrs. Edna V. Doty

On June 16, 1900, Mrs. Edna V. Doty entered the employ of the Bell Telephone Company at Livingston, Montana, and twenty-five years later at the same place the employees of that exchange, in recognition of her long and uninterrupted service, honored her with a party, where she was presented with a twenty-five-year service pin by Mr. R. J. Conrad, group manager.

Mrs. Doty started with the company as a night operator and continued in the traffic department until 1911, when she was trans-



Mrs. Edna V. Doty, Livingston, Montana

ferred to the commercial department, where she is now employed. The entire twenty-five years of service were confined to the Livingston, Montana, exchange.

Burleigh L. Murphy

On July 11, 1925, Burleigh L. Murphy, manager at Globe, Arizona, received his 25-year service pin.

Mr. Murphy first entered the telephone game with the old Colorado Telephone Company at Colorado Springs, Colorado, on July 11, 1900, under the management of R. F. Morris. The first five years of Mr. Murphy's telephone work was performed at Colorado Springs, both in maintenance and construction work with some toll maintenance duties performed during his resting hours.

In November, 1905, having learned all there was to know of the telephone business, Mr. Murphy went to Los Angeles, California, and secured a switchboard maintenance job in the

then new South exchange in Los Angeles.

In June, 1906, he returned to the Colorado Telephone Company and through his first supervisors, Mr. Morris and Mr. Ahearn, secured a position in the equipment installation department under N. O. Pierce, who was then superintendent of equipment.

In July, 1907, he went back to Colorado Springs in the maintenance department, where he stayed until July, 1911, when the Mountain States Company came into existence along with the Tri-State Company of West Texas. Mr. Murphy moved to El Paso, securing employment with C. E. Stratton and O. F. Teschner as plant utility man, during which time he found it hard to determine whether he was a Mountain States or Tri-States employee.

During the fall and winter of 1912 and spring of 1913, Mr. Murphy was engaged in the consolidation of dual plants in the Salt River Valley, and during this time met the lady of his fate who became Mrs. B. L. Murphy in June, 1914.

In May, 1917, Mr. Murphy was promoted and transferred to Prescott, Arizona, as district plant chief, remaining there until September, 1920, when he was promoted to manager at Globe, Arizona, which position he still holds.

In reviewing his telephone history, Mr. Murphy states that he has enjoyed keen inter-



Burleigh L. Murphy, Globe, Arizona

est in the work during the past quarter century, and is convinced that the interest he has enjoyed is principally due to the democracy that existed and still exists within the

Council, Idaho, a Live One

Council, Idaho, the county seat of Adams County, is located in the center of a large stockraising country, on the Pacific and Idaho Northern Railway, sixty miles north of Weiser. It is also the center of a large mining district and is the central shipping point for the surrounding country. Both irrigated and dry farming are carried on in the valley near town.

Situated as it is, in a valley, surrounded by high mountains, Council is a beautiful vil-

lage. Plenty of large and small game hunting and fishing can be had very close to town. Camp sites are plentiful and Council is the central outfitting point for camping parties.

The telephone exchange, of approximately one hundred stations, is in charge of George W. Garrett, agent, who has been in the telephone business for over thirty years. Selling A. T. & T. stock is part of his daily work, and his exchange is the first in the state to be 100 per cent in stock sales.

Born in England, he came to the United States in 1875. He has been a stockman, a miner, a politician and a member of the state legislature, and last, but not least, one of the big Bell System family.

"Twenty years!" exclaimed George. "What of it? It is a short span in the life of a man." True, it is a short span in the life of a man who is industrious, loyal and conscientious, and many were the congratulations George received on July 1.

R. E. Pilloud

R. E. Pilloud, state auditor for Wyoming, reaches his 20th year of service on August 18, 1925. Mr. Pilloud entered the service of our Company as plant inspector at La Junta, Colorado. His record since then shows a steady advancement, his various positions bringing him in contact with practically every



George F. Hodge, Denver

organization. We are sure that all of the older telephone employees will remember Mr. Murphy and count him as their friend. We all congratulate Mr. Murphy on his twenty-fifth anniversary and extend to both Mr. and Mrs. Murphy our congratulations and good wishes for continued good health and happiness.

George Hodge

On July 1, 1925, George Hodge, yard foreman of the Denver plant, walked up to his twentieth milepost of service with just as firm a step as he did the morning he applied for a job with the Company. George has handled enough lead and copper to load a freight train from where you are to the other end of the world, and the wagons and trucks he has loaded and sent out from the yards would make a caravan longer than the Erie Canal. In our interview with George we found that he carried a big streak of praise for the officials, the foremen and the co-workers as the best men the world of industry has produced. George Hodges knows, for he has traveled much and has tasted of the joys and sorrows of life.



R. E. Pilloud, Cheyenne

department of the Company. On December 1, 1922, when state accounting was installed in Wyoming, he became state auditor and in this position he has made many warm friends and has built up a splendid organization in his department.

Here's a Thrifty Family

Do you know of any family of three that can beat this one for thrift? E. R. Dunn is agent at the little town of Crook, eastern part of Colorado. Mrs. Dunn helps in the telephone exchange, and Glenn, now 15 years old, goes to school and works mornings and evenings and during vacation.

Mr. and Mrs. Dunn own 36 shares of A. T.



Mr. and Mrs. E. R. Dunn and son Glen

& T. Co. stock, and Glenn owns seven shares and has about enough money saved up to buy the eighth share. He has paid every dollar of this from his own earnings. During school months he pays \$5.00 a week on his stock, and at vacation time he pays \$8.00 a week.

This makes 44 shares of stock in the Dunn family. Crook is a town of about 300 people, and there are 79 telephones in the town.



One of the severest hail and rain storms in years visited Littleton, Colorado, on June 14 and did a great deal of damage. Our exchange was flooded, but due to prompt work on the part of the employees present the damage was negative. At the time of the flood S. L. Purdy, manager, was on his way home from Denver. Employees who were on the job at the time, and who did excellent work were Miss Thelma J. Bellamy, Miss Laura E. Stumph, Miss Esta H. Scott and Orin Weichel.

At an estimated cost of \$25,000 the exchange at Sidney, Montana, is being practically rebuilt, and when completed the plant will be capable of taking care of a city of 10,000 people.

THE MONITOR

DENVER, COLORADO

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

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

ASSOCIATE EDITORS

Ernest Greer.....Salt Lake City
E. A. J. Seddon.....El Paso
R. J. Collins.....Helena
Van M. Clark.....Boise
R. F. Brink.....Phoenix
Elva A. McLannnis.....Wyoming

Subscription, \$1.50 a year—Free to All Employees

Vol. XX No. 8

August, 1925

Mother Bell's Daughters

A man who married a telephone girl said he was grateful for the training his wife received while in telephone work. That she has a voice soft and gentle, which, as Shakespeare noted long ago, is an excellent thing in woman, and that she is not argumentative.

Many thousands of Mother Bell's daughters are making excellent wives and mothers, and every day finding the training they received in courtesy and business affairs to be invaluable to them. Many thousands more still in the ranks either have developed or are developing into wise business women, and are stepping up into higher positions.

Alexander Graham Bell, when he invented the telephone, builded better than he knew for the womanhood of our country. The call to the switchboard came at a time when women were seeking for further means of employment than domestic service, dressmaking, millinery, nursing and school-teaching. Those were about the only avenues of employment, often poorly paid, that were available, when suddenly the telephone business opened up and girls found a new and pleasant means of earning a living.

The flying fingers of Mother Bell's daughters put through more than 46,000,000 telephone calls a day in our country. Thousands of their sisters sit

at desks and co-operate in the work of accounting, correspondence, keeping plant and traffic records, compiling directories and doing other work necessary in the big system.

Worthy daughters of a worthy mother are these thousands of "telephone girls."

Good Will

A sensitive plant is "Good Will," and, like liberty, eternal vigilance is the price of its retention.

A pretty good definition of this intangible but very valuable asset is, "Something that is built up slowly but can be destroyed quickly."

And the building is never completed. We can go on building good will as long as we are running a business.

We like to hear people speak well of our Company and of our service. Every telephone man and woman appreciates the good will of our patrons. The reward of accuracy, accommodation, courtesy, attention to matters that may seem unimportant to us, but which are important to others, comes when we hear someone compliment our people or our company.

It is well worth while to cultivate that sensitive plant "Good Will," which shrivels at the least rough touch.

Where Responsibility Lies

The telephone business is one that touches the public most intimately, and the object of our business lives is not only to serve the public but to serve them so well that they will be satisfied. From them comes the wherewith to pay our salaries and wages. In doing for them we are also doing for ourselves.

Thoughtfulness and thoroughness in our work at all times will help to minimize to a scarcity those little errors that disturb and annoy our patrons. They may seem to be small matters, but many little things make a big thing.

Whether we are in commercial, traffic, plant, public relations or other telephone work, we are occupying our jobs not only for the benefit of our company and our System, but for the use and benefit of the public. Very naturally they estimate the company that serves

them and the value of that service by the sum total of the way we respond to their requirements. They are generally fair, but are quick also to detect carelessness and inattention and to resent any laxity on our part that results in mistakes causing inconvenience to them, just as we ourselves would be in similar circumstances.

We all remember the old rhyme of childhood about "little drops of water, little grains of sand," and what they amount to when there are enough of them in one body. So the little acts of each day of our working lives count in the reputation we are upholding and still building for our company and for our System.

Everything that is worth doing is worth doing well. And telephone men and women have no doubt that their work is worth doing—none more so.

Satisfaction or Regrets?

Did anyone ever hear a person who has reached the afternoon of life (and it won't always be morning or high noon), utter a regret for having saved for the days when toil is a burden? His vocal expression, if you happen to overhear it, is a chuckle of satisfaction that he had the foresight to provide for just such a time. He is not the kind that wails, "If I had my life to live over again, you may take it from me, I'd do differently." When he was young and had his life to live (not over again), he did "differently."

The porch and the pipe and the rocker for him; or the golf clubs, the cushions of the car, travel, change of scene, and plenty of interests to keep him happy until the summons comes to go on to a happier place.

That sort of person, man or woman, took out of each pay check a sum for insurance against worry in later years.

Waste and the Non-essential

"Thrift is what we need. It means more than mere saving; it means conservation of time and energy; it means clean living; it means avoidance of waste and the non-essential. Some years ago when I was a counselor in the Utah county stake, I made a speech that was

long referred to as 'Senator Smoot's garbage can.' Into that waste can of the world goes much that should be used for the necessities of life.

"Think of it! Sixty-six out of every hundred adults that die leave no estate and only nine out of the remainder leave estates worth \$5,000.00 or more. At the age of sixty-six, ninety-seven persons out of every one hundred are partially dependent upon relatives."

—SENATOR REED SMOOT.

Some Minor Difficulties

While a few lugubrious prophets are foretelling disaster for this country in particular and the world in general, the fact remains that there isn't very much the matter with either. Both this country and the world at large are growing better all the time. A little better than yesterday, but not so good as tomorrow.

But that does not mean that there is no need for some corrections. There are a few things out of kilter.

For instance, there are too many young men in this country who are looking for "situations" and overlooking the opportunities for a "job."

There are too many young men looking about for salaries instead of going to work for wages.

There are too many young fellows waiting for a chance to begin at the top and fall down, instead of beginning at the bottom and earning their way upward.

There are too many young fellows talking about the world owing them a living while too lazy to hustle out and collect the debt.

A Kansas paper headed the account of a local fire by saying: "Pool Hall Burned Down: Two Hundred Young Men Homeless."

Whatever difficulties the country and the world are laboring under could be obviated by everybody going to work at something or other more or less useful. If that did not suffice to straighten things out, an effort might be made to induce a lot of professional reformers to begin activities at home.—*Omaha Daily News.*

Pep and Promotion

There probably has never been printed a rule by an employer stating that promotions among those working for him depended upon their having "pep," and yet it is doubtless true that he, perhaps unconsciously, always gives the better jobs to the ones who have the most get-up about them and who put through their hardest work with energy and with power to spare.

Men and women with "pep" are always in demand; they are the ones who have new constructive ideas and suggestions. If the boss has a program to carry out, they pick it up and put it across. Such workers are a continual delight and comfort in the organization.

Their boss does not have to feel sorry for them. Did you ever ride behind a sleepy, tired out horse when you felt you would rather get out and walk? You would not pick that horse for a race.

If you were buying a machine and your choice were narrowed down to two, both practically alike in other respects but one car had more pick-up than the other, would you not choose that one? What a satisfaction to ride in a car that makes a hard hill with ease and has power to spare!

In our company today, doesn't the man or woman, boy or girl, who gets plenty of sleep, eats good food and has

a reasonable amount of exercise and recreation, get promotion over the one equally capable but who over-indulges in pleasure, loses sleep, takes no exercise, is irregular and careless in eating and comes to work in the morning half awake and wishing he could have a good sleep? If you have pep, keep it; if you haven't it, get it in nature's old way.

Today Will Be Yesterday, Tomorrow

The above title indicates how fast time flies, the same is true when we speak in terms of years instead of days.

When this year shall have become last year and when this cycle shall have occurred five, ten or fifteen times—

Will we be more prosperous than we are today?

Will we own our homes?

Will we have many members of the Dollar family working for us or will our only earnings come from our own effort from day to day?

Will we be surrounded with evidences of our success or will we be complaining that we never had a chance?

Will we be financially independent?

The answers to these questions in most cases will depend upon how wisely we are spending our earnings today, how much we are reserving for future spending.

You Can Call Up Aunt Jane

No, she isn't a prim old lady with the manners of covered wagon days, who is shocked at the ways of the world as it buzzes along in 1925. The "Aunt Jane" referred to is quite the opposite, being Tia Juana, Lower California, in the Republic of Mexico. "Tia Juana" translated into our language means "Aunt Jane," and the Mexican auntie is a live one with nothing of the Puritan about her.

Under an arrangement recently made by the Pacific Telephone and Telegraph Company, its telephone toll lines are now connected with the Tia Juana exchange, situated about sixteen miles south of San Diego, California. The point of connection is at the international boundary, one mile north of Tia Juana.

Tourists used to jaunt in a surrey over the dusty road from San Diego to Tia Juana to

see the "monument" that marked the border and to say that they had been in another country. Now throngs on pleasure bent skim the sixteen miles in a few minutes. Tia Juana is a famous resort, especially during the racing season, when the little Mexican town is a rendezvous for people from all over the continent.

The new telephone line will no doubt be a busy one, especially during the season when the heels and the wheels are going round the Tia Juana track, and jockeys of reputation are hanging up new records.

We all know of places where the joys are visible but false; the sorrows hidden but real.

We can always remember that a throne is after all only an arm chair covered with velvet.

Thrifty Today— Independent Tomorrow



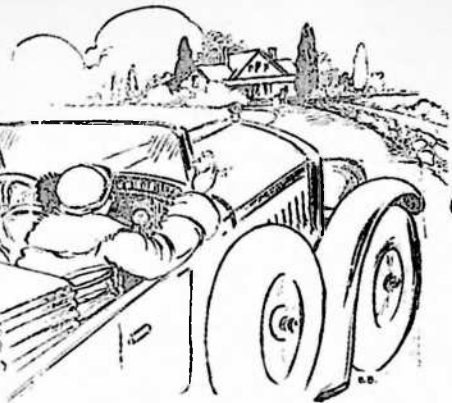
Top—Home of Mrs. Marguerite Maxwell.
Bottom—Home of Ernest Clarkson.

Some of our Pueblo, Colorado, telephone folks don't even crack one of the commandments when they look at nice homes owned by others. They possess a deed to a piece of real estate themselves, and hand a check to the city treasurer once a year instead of to the rental man once a month.

You can place a bet that a sixteen-year-old girl who, upon applying for a position in a telephone exchange, is told that no one under seventeen is accepted, works somewhere else until her seventeenth birthday and then makes a second successful application, will accomplish what she goes after. This is the story of Marguerite Maxwell, assistant chief operator at Pueblo. Mrs. Maxwell has not been without responsibilities in life, but with pure grit she has made the grade and is now rewarded with the comforts and some of the luxuries that she wisely turned her thoughts away from a few years ago. Besides the home shown on this page, Mrs. Maxwell is one of those with whom the postman leaves an A. T. & T. dividend check each three months. She also owns a car.

Another Pueblo girl with an eye for thrift and business is Miss Wilma Carey, operator,

who came to the Pueblo office six years ago. Miss Carey had decided on getting a college education, and with her goal in mind saved \$1,000. In the meantime some eye trouble developed which made it seem inadvisable to enter a course of study at that time, so she applied her savings in a first payment on a residence, had it remodeled into a two-apartment house, and now has it rented for an amount that goes a long way toward helping to meet deferred payments. This is thrift supplemented by its helpful side-partner, good management. Miss Carey is possessed of considerable talent in drawing, and her friends hope this plucky girl may yet take a college course, as per original plans. By that time her splendid business ability will no doubt make it possible for her to do so, and she will be able to engage in her chosen work. At the time of the Pueblo flood, in June, 1921, Miss Carey, who was marooned with other operators in the telephone building, contributed some sketches for THE MONITOR, one of which, entitled "The Olive Branch," might have had as sub-title, "Yes, We Have Some Bananas," as it pictured a chap in a boat



Guy Drummond and his three children.
Their home shown below.

handing a luscious-looking bunch of golden sweetness to the hungry operators, who at



Miss Wilma Carey's Thrift House at Pueblo, Colorado



Nearing the summit of Long's Peak where stands the shelter house above timber-line.



The entire equipment for installing a telephone at the Shelter House was carried by pack horses.



Building a Line up Side of Long's Peak

Stringing a telephone line up the rugged side of Long's Peak, some 14,000 feet elevation, is no easy task. This fine piece of work, however, has been accomplished, and now the weary plodder who seeks inspiration and fame as a mountain climber may communicate with the "world below." This line reaches the boulder field.

The photographs show how the equipment was carried up. The old Indian mode of transportation was put into use. One string of horses carried the wire, one the poles, and the other the hay for the one horse that was kept above timberline for immediate use. The terminal is about two miles above timberline, as the trail runs.

A number of people have, in the past few years, lost their lives by accident or in storms, while climbing this giant peak, and it is thought future casualties may be reduced to a low minimum by use of the telephone.



Grand Junction District

Effective July 1, the western portion of the State of Colorado was consolidated into an operating unit to be known as the Grand Junction District, and the following gentlemen are in charge of the respective departments:

L. B. Krueger has been appointed district plant chief, with jurisdiction over all plant matters.

H. P. Stommel has been appointed district manager, with jurisdiction over all commercial matters.

F. L. Pickering has been appointed district traffic chief, with jurisdiction over all traffic matters.

This district will comprise the present Grand Junction group, and the following additional groups, which will continue to operate just as they have operated in the past:

Durango Group—P. C. Garbanati, manager.
Telluride Group—J. E. Hunt, manager.
Montrose Group—Hugo Fagrelus, manager.
Gunnison Group—L. Lashbrook, manager.
Leadville Group—J. J. Cash, manager.

once proceeded to have a hygienic fruit breakfast.

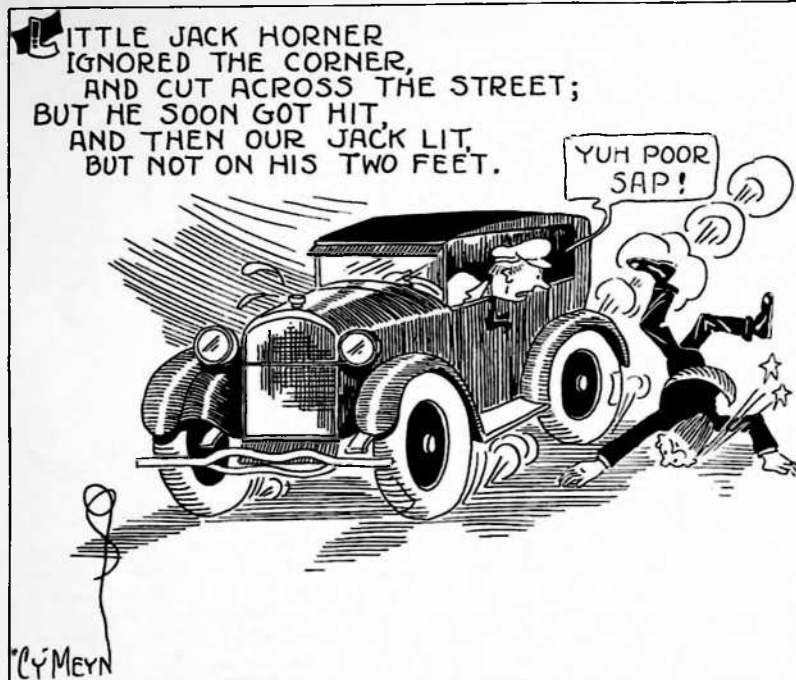
Guy Drummond, installer at Pueblo, speaking of thrift, said he had four or five very good reasons for thinking and practicing thrift. Two of them, his daughters, Eleanor and Baby Beth, are shown in the picture. Two other reasons are young sons, the elder now in high school.

Mr. Drummond is a man with a will that finds a way. He owns the home shown herewith, is educating the children, and has a nice little bunch of A. T. & T. stock certificates laid away in a safe place. He says you can't do all these things in a day, but that persistent and consistent saving does produce results and that it's jolly well worth while.

Ernest Clarkson, switchboardman at Pueblo, with thirteen years of service to his credit, also sends his proxy to New York when there is a meeting of A. T. & T. stockholders. In addition to being a holder of some of the best stock in the world, Mr. Clarkson sits out

of evenings under his own vine and fig tree, and takes the witness stand to say that the joy of living is greatly increased when you live in your own house. Sorry the picture doesn't show the strawberry bed in the back yard, which is known among "Ernie's" friends as "Clarkson's Pride." With a home, A. T. & T. stock certificates, good health and a happy outlook on life, Ernest Clarkson doesn't envy anybody.

These are just a few of the fine telephone folks, not only in Pueblo but wherever the Blue Bell rings, who, while playing their part in the work of the big System, are also taking thought for the future. With the exception of Miss Carey, all these Pueblo folks own cars. There is nothing spectacular in their methods of working the thrift game—just regularly saving something from the income and investing it wisely so that the dollars put to work are "incrementing" for the benefit of the owner.



At a recent Employees' Conference Committee Meeting, the following paragraph from the Safety Code was brought up for discussion: "When a repairman is sent to clear 'light' induction, he shall look for the source of trouble, but in no case should he open the circuit or attempt to clear until told to do so by the testboard man."

The Employees' Committee raised the point that this order discriminates against the testboard man in placing upon him the responsibility for possible accident.

In the discussion which followed, the management representative showed that the intent

of the paragraph was merely to call attention to danger of handling any portion of a circuit which, according to the report, might be crossed with light or power lines. The testboard man was said to have an advantage over the outside repairman in being able to test the line with slight liability of involving himself in a serious accident. Through conference with him, then, the repairman can acquaint himself with the situation without personal hazard.

It may be that this is not the final answer. At any rate, it is encouraging to the cause of accident prevention to find discussions of

this sort taking place in Personnel Meetings. The Safety Code was compiled from suggestions put forth by the men on the job, so it is their privilege to question any of its provisions, as well as to add to them.

Announcement was made some time ago that plans were under way for the revision of the Safety Code. Suggestions were called for from every one in order to make the book complete, practical, and up-to-date in every respect. Since that time, however, the demand for additional codes became so insistent that it was found desirable to postpone efforts at revision, and send in a hurry call for a reprint of the old edition without change.

But the revision has not been forgotten. The new edition has been printed in loose-leaf form, making it possible to amend or enlarge the code at any time.

There are undoubtedly items in the present code which will require reconsideration, just as there may be hazards which escaped notice in the first issue. The new loose-leaf arrangement makes it possible for any one to contribute his experience to the improvement of the code from time to time.

Plant Accidents, June, 1925

| Divisions | Total Accidents | Number of Lost Time Accidents | Lost Time Accidents per 1,000 Male Plant Employees |
|-----------------|-----------------|-------------------------------|--|
| Utah | 1 | 0 | .0 |
| Montana | 0 | 0 | .0 |
| Arizona | 1 | 0 | .0 |
| Wyoming | 2 | 0 | .0 |
| N. M.-El Paso.. | 0 | 0 | .0 |
| Idaho | 1 | 0 | .0 |
| Colorado | 7 | 3 | 3.9 |
| Total | 12 | 3 | 1.7 |

CLASSIFICATION OF LOST TIME ACCIDENTS

| | |
|---|---|
| Contact with foreign electric wire..... | 1 |
| Falling from ladder..... | 1 |
| Sharp or pointed objects..... | 2 |

NUMBER OF ACCIDENTS FIRST SIX MONTHS, 1925

| Divisions | Total Accidents | Number of Lost Time Accidents | Lost Time Accidents per Month per 1,000 Male Plant Employees |
|-----------------|-----------------|-------------------------------|--|
| Wyoming | 2 | 0 | 0.0 |
| Idaho | 1 | 0 | 0.0 |
| Montana | 5 | 1 | 1.0 |
| Arizona | 4 | 1 | 1.3 |
| N. M.-El Paso.. | 7 | 2 | 3.0 |
| Utah | 13 | 5 | 3.7 |
| Colorado | 41 | 16 | 3.8 |
| Installation .. | 5 | 1 | * |
| Total | 78 | 26 | 2.7 |

*Installation Department transferred to Western Electric, hence record is for three months only.

New Motor Truck Equipment

Good motor truck equipment is becoming more essential in telephone work, as the demand for suitable trucks and truck bodies is quite apparent.

As an emergency, any motor vehicle will, under ordinary conditions, carry 50 per cent overload without serious results. However, if the nature of the work is such that it is necessary to overload the vehicle continually, a lower operating cost and more satisfactory operation will be secured by supplying a motor vehicle which has the proper capacity to handle the load.

The American Telephone and Telegraph Company has designed a truck body known as Type "C," which is for the use of construction forces doing cross-country jobs, such as pole and wire work, and which can also be used on city construction work in connection with aerial and underground cable, pole and wire work.

The seating capacity in the body will accommodate seven men, three in the cab and four on the winch housing back of the cab. Additional seating space can easily be arranged when a larger crew is necessary. Underslung boxes have been provided to carry sufficient tools and materials for a nine-man crew under normal working conditions.

The unit shown is a 2½-ton Model 51 White truck equipped with the A. T. & T. Company "C" type body power winch, and will later be equipped with a pole derrick. This equipment is for the use of the Utah construction forces. A similar unit was placed in service in Utah early this year. Two trucks, as shown, will be placed in service in the near future by the Colorado construction forces. Arizona construction crew will soon be in possession of a two-ton Mack truck fully equipped.

This equipment is particularly adapted to



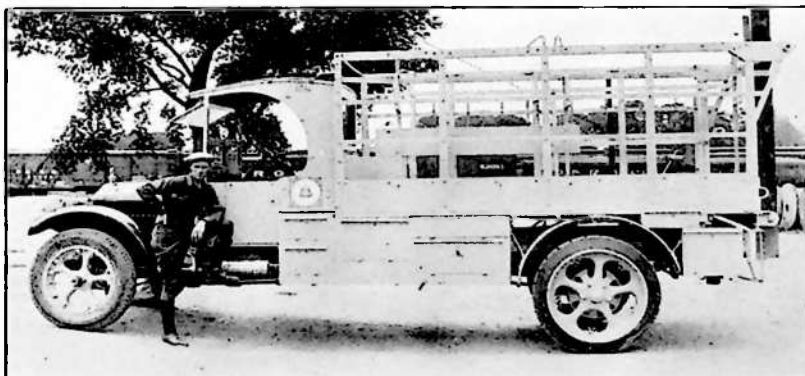
Rear view of the 2½-ton Model 51 White truck and "C" type body

serve the crews in every respect possible. Every construction gang must carry a large number of different, comparatively small materials and tools. The old method of piling the tools and materials in large boxes carried in the truck body leads to much lost

time on the job in looking for particular items as required in the course of the day's work.

The new body provides boxes on each side of the truck and are of such sizes as to satisfactorily house in an orderly manner the small tools and materials suitable. Hangers and racks are arranged to carry the large tools and materials. Space is available for the truck chains, tools, grease, etc., and compartments are also provided for the extra clothing and lunches of the men. Safe and readily accessible locations for the heavier equipment, such as the pole derrick, digging bars, shovels, ladders, etc., are available.

In addition to the other features, such as providing a proper place for everything, there are several safety features involved. Some of these safety features are: A safe place for carrying tools such as blocks and ropes, which will hang inside of the body on the chains instead of outside; the men will ride inside the body instead of riding with their feet hanging over the outside edge; sharp-edged tools are placed where men will not come into contact with them when riding in the truck; a step is provided on the rear to facilitate climbing in and out of the truck.



Elmer Bean, Denver, ready to start for Salt Lake City with truck. This is a side view of the truck, showing underslung boxes for tools and materials

Views taken at random during outing of the Denver Demonstration troupe, at Troutdale-in-the-Pines. Below, at left, is H. E. McAfee "laying a ringer," and Mr. Reid said, "There's one on top of you." Miss Gertrude Livingston is also seen tossing the equine slippers.



Demonstration Troupes

By Betty Devine

"THE Telephone Company's greatest asset is the kind of people who represent it, and the public has greater respect for it when they see our people," said President F. H. Reid, in a few brief remarks at the recent frolic which closed the season for the Denver Demonstration Troupe, at Troutdale-in-the-Pines.

A glance at members of the various troupes which have participated in Denver, Salt Lake City, Ogden, Casper, Wyoming, Colorado Springs and Pueblo the past season would

certainly substantiate Mr. Reid's assertion, and awaken a feeling of pride and gratitude in the hearts of all who reap the benefit of their direct contact with the public.

The fact that the company's contact with subscribers is largely a mechanical thing; that aside from "the voice with a smile," which reaches the subscriber through purely mechanical devices, few ever have the opportunity of a close-up with any of our people, or our problems in the giving of service is what prompted the first demonstration show.

The hearty welcome received from those who witnessed this show indicated that the public was really as eager to know us and our problems as we were to know it, and that we have appeared for four successful seasons straight running in Denver and for two or three seasons in other places throughout the territory is a splendid tribute to the fine type of employees who have carried the torch and the message to the outside world.



W. B. Kauder and Dean Clark tried to get into the picture alone, but Will Morgan, Willard Kinney and Miss Jessie Marcus insisted on forming the background. The other pictures—Oh, well, pick 'em out.





Alice Day, Salt Lake



Louise Backman

For instance, with a record of 50,000 people having witnessed these demonstration shows in Denver alone during the first three years, those in charge of the troupe decided not to make any effort to force it on the public this season, but to just be prepared to go out whenever there should be a special request



Ellen Malestrom

for the show, and by strict adherence to this policy the list of persons viewing the demonstration in Denver was, through the efforts of this season's troupe, swelled to 60,000, thirty-one requests for the show having been made.

Mr. Reid also said: "You have sung, read, played and talked your way into the hearts of the people, and I want you to know that we all appreciate that at times you have given these demonstrations at the cost of personal sacrifice, that you have gladly and generously given your talents and time when you might have been doing things more pleasing and enjoyable to yourselves. I want to say that if 60,000 persons in Denver have seen our people we have made greater strides in the past four years than in the past preceding twenty years."

What is true of Denver is equally true of other places where demonstration troupes have

been spreading the gospel of our eagerness to serve well the public. The Casper troupe has added 3,000 or more to our list of friends in that city, for without conceit, but with pardonable pride, it seems safe to say that they made friends of all who were interested enough to see the show.

With Colorado Springs showing to 1,400 people, at two special demonstrations before the student body and faculty of the South Junior High School in that city; Pueblo to 300 people at one demonstration in Woodman



Left—Vera Powell, Ruby Palonai

Hall in connection with the "Phone for Food" campaign, sponsored by the National Wholesale Grocers' Association before the local Retail Grocers' Association, and Salt Lake City and Ogden adding their bit to the list, we are richer a lot this year in the matter of friendship, mutual understanding and good will.

For the success of the Casper demonstrations we are greatly indebted to Miss Vera Kissinger, who presided over six of the seven demonstrations given. Also to H. D. McCormack, manager, who opened the shows with interesting introductory talks; George Trehearne, traffic chief, who explained the manufacture of telephone service, and to Miss



Lotta Leeman and Margaret Leeman-Gibson

Hannah Shimmin, Miss Marie Bishop, Miss Thelma Puntenny, Mrs. Helen Nelson, Miss Hazel Titus, F. A. Probst, wire chief, D. A. McLean, A. Austerman, E. B. Bashor, G. W. Niblett, and L. L. Roof, all capable members of the Casper exchange, who helped put the shows across.

The "all-star" cast of the Colorado Springs demonstrations included F. W. Carroll, manager, who gave talks on "The Evolution of the Telephone"; Miss May Yount, local oper-

Olive Goold



Vera Whetman

ator; Miss Beatrice Lehman, long distance operator; Miss Gladys Scott, evening chief operator, and John S. Crooks, collector, who formed a violin quartette which, accompanied by Miss Peggy Coray on the piano, made a big hit; Miss Leone Gilbert, who gave the actual demonstrations assisted by Miss Opal Hughes; T. R. Wilkinson, traffic chief, and

Elsie Forkelson



Blanche Stark

W. E. MacDonald, head switchboard man.

The Pueblo troupe was composed of C. T. Hopkins, manager; Miss Bessie Wiseman, instructor; Mrs. Marguerite Maxwell, assistant chief operator, and the Misses Verna Weyand and Catherine Flannery, demonstrators, and Ernest Clarkson and Alex A. Raisin, who took part in the little sketch.

Troutdale-in-the-Pines was the scene of the annual frolic of the Denver troupe, staged Saturday, June 27.

Automobiles carrying members of the troupe, officials and a half dozen others who were fortunate enough to be included, left the Administration building at about two in the afternoon. Some went the Bear Creek

(Continued on Next Page)



Katherine Hook



Vera Pyper



Elsie Babbel



Leola Ralls



route, others the Lookout Mountain trail. It was a case of "All roads lead to Rome."

Hiking, swimming, card playing and horse-shoe pitching (with perhaps one or two side issues introduced by Waldo Cockrell) formed the popular diversions of the afternoon, and at six o'clock the guests gathered on the spacious balcony overlooking the lake, where long tables were arranged and a delicious dinner was served. Mountain wild flowers lent a pretty touch to the tables, while favors in the form of fancy caps, horns, toy balloons, squawking chickens and pigs and other effective noise-makers added a true carnival spirit to the occasion.

The committee in charge of the affair was composed of W. B. Kauder, Denver traffic superintendent; H. A. Arnold, traffic manager,

Main and Champa exchanges; C. W. Nitschke, Denver plant superintendent, and Dean D. Clark, Denver commercial manager. The program was devoted to stunts by various talented members of the troupe, who certainly demonstrated their originality at putting a local "punch" into their stunts with quips and hits at different guests which called forth bursts of merriment and applause.

Will Morgan, Jack Whyte and Miss Jessie Blakemore had charge of the entertainment part of the program, which included vocal and instrumental solos, humorous monologues, and fancy dances presented by Miss Gertrude Livingston, Miss Hilde von Holdt, Miss Vera Vautrain, Miss Gertrude Wyman, Miss Helen Walker, Miss Lilian Morris, Miss Jessie Blakemore, Miss Jessie Marcus and John Burns.

W. B. Kauder as toastmaster kept things moving without a lag, introducing occasional surprise features for which unique prizes were awarded.

H. A. Arnold, in charge of the demonstration shows since the departure of A. D. Spaulding for El Paso, gave a most interesting account of troupe activities for the season just ended, paying tribute to Mr. Spaulding for his splendid work and thanking members of the troupe for the work done and the fine spirit shown collectively and individually.

President Reid in one of his brief conversational toned talks with characteristic sincerity voiced his appreciation of the efforts and achievements of the troupe, and the dinner hour closed with the presentation by Mr. Kauder of attractive mementoes of the occasion, consisting of vanity cases for the women and pencils for the men.

Between 9:30 o'clock and midnight, dancing was indulged in, and with the moon in the moon lighting the mountain roads with his luminous smile, the happy party motored

Pueblo Demonstration Troupe. Left—Ernest Clarkson, Miss Neyand, Miss Wiseman, Miss Maxwell, Alexander Raisin and Miss Flannery.



Casper Demonstration Troupe. Standing—D. A. McLean, G. W. Trehearne, A. Ansterman, F. A. Probst. Seated—Marie Bishop, Hazel Titus, Mrs. Helen Nelson, Hannah Shimmen, Vera Kissinger, Olive Dunn. Circle—Miss Titus and Miss Kissinger, Casper's "crack" demonstrators.



home with a unanimous vote that it was "the best party ever."

Members of the Denver demonstration troupe included: H. A. Arnold, Elmer Bean, Jessie Blakemore, Ayleene Bean, John Burns, Eileen Cannon, L. W. Cornelius, Harold Ferris, Ada Garding, Marcia Grant, W. L. Kinney, Al G. Kyffin, R. L. McCourt, Ben Mudd, Lilian Morris, Ruth Nelson, J. A. Slusser, A. D. Spaulding, Aurelita Sweet, Vera Vau-train, Hilde von Holdt, Jack Whyte, Gertrude Wyman, M. Sullivan, Bill Howard, Myrtle Dove, Jessie Marcus, Helen Walker, Will Morgan and Gertrude Livingston.

Others attending the party were: F. H. Reid, president; H. E. McAfee, vice-president; J. E. Macdonald, secretary and treasurer; F. P. Ogden, division traffic superintendent; P. A. Holland, state commercial superintendent; A. W. Young, state plant superintendent; Waldo Cockrell, state traffic superintendent; W. B. Kauder, Denver traffic superintendent; Dean D. Clark, Denver commercial manager; Mrs. Helen Bell, Mrs. Margaret Higgins, Mrs.

Adeline Williams and Miss Coral Emerson.

This year's activities completed the third successful season for demonstration shows in Utah, presented by troupes from Salt Lake City and Ogden exchanges.

In Salt Lake City practically all clubs and organizations of the city have seen the show, while a large number of church organizations and special church gatherings also have been given the demonstration.

In addition to this, special demonstrations have been given before employees of all the large department stores, telephone manners and telephone selling being stressed for such occasions with splendid results to both our own Company and the stores.

In several instances where groups of employees were too small to make it advantageous to take the troupe to their quarters, these groups have been invited to our offices, where the demonstration was put on for them and later they were taken through the entire exchange.

The consensus of opinion, from the sub-

scribers' and Telephone Company's standpoint is, that the Utah demonstrations have been a great success, and as is true of every place where these shows have been put on, they have developed a lot of real talent among the employees.

An outing at Pinecrest with a dinner and dance was a social feature of the Salt Lake activities.

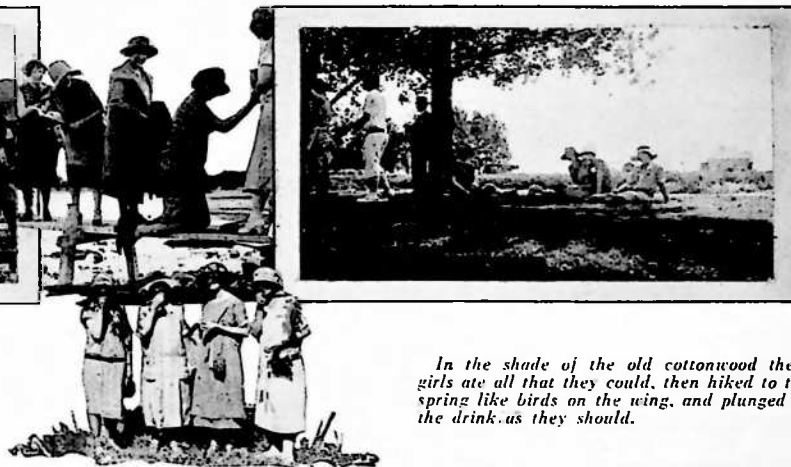
Members of the Salt Lake troupe include: Misses Alice Day, Katherine Hook, Elise Tirkebson, Elsie Babbel, Ruby Griffin, Vera Whetman, Vera Powell, Gladys Kropp, Vera Pyper, Dorothy Selander, Ruby Patonai, Louise Backman, Fern Baddley, Delores Stout, Lottie Leeman, Leola Rallo, Margaret Leeman Gibson, Ruth Jensen, Melba Riser, Blanche Stark, Olive Coold, Ellen Malstrom, and Messrs. J. Foulger, A. L. Clark, M. R. Cahoon, Jr., M. D. Wells, Jr., O. D. Davis, and Ernest Greer.

Slick: "How do you get so many girls?"

Slicker: "Oh, I just sprinkle a little gaso-line on my handkerchief."—Punch Bowl.



These rail birdies are at Saratoga Springs, Utah, on a picnic. They help make up the Demonstration Troupe at Salt Lake City.



In the shade of the old cottonwood these girls ate all that they could, then hiked to the spring like birds on the wing, and plunged in the drink as they should.

Uncle Walt Is Happy

For years I've been cautious and thrifty, I sulted the dimes as they came, and now that I'm one score and fifty, you see me ahead of the game. I toiled with conspicuous ardor, and went to the bank with the tin, and now I have pies in my larder, and bacon and spuds in the bin. And fellows who blew in their earnings, who squandered desirable dough, are busted and sick with their yearnings for comforts they never shall know. All day through the streets they are drilling, and seeking from dawn until dark, some job that will bring them a shilling, some graft that will yield them a mark. I see them, the weary old walkers, I see them and pity them all; for they should be perched in their rockers, each

one in his opulent hall. In beds that are silken and classy they all should be able to snore; they all should be chipper and sassy, with never a wolf at the door. If people would save in life's summer, life's winter would find them serene with bundles of coin that a plumber might view and with envy turn green. Alas, it is idle, this preaching, my sermons have always been spurned; the people are seeking and reaching for new ways to blow what they've earned.

WALT MASON.

No Need for More

Lady Jane: "Have you given the goldfish fresh water, Janet?"

Janet: "No, mum, they ain't finished the water I gave them yesterday yet."

Facts About the Telephone

A farmer without a telephone is like a near-sighted man without eyeglasses.

A hundred years ago we had no railroads. Fifty years ago we had no telephones.

Women owe much to the typewriter and the telephone. These two devices have created countless jobs for girls.

"Telescope" means "distant sight." "Tele-graph" means "distant writing." "Telephone" means "distant sound."

During the first four months of this year there has been a gain of 4,655 new telephones in the District of Columbia.

There are more telephones in New York City today than there were in the whole United States twenty-five years ago.



Denver Plant Representative Committee: Left—C. W. Nitschke, W. P. Kissell, L. W. Cornelius, R. L. McCourt (Main and Champa maintenance group), Curt A. Schneegass, Rex E. Bell (York and South maintenance group), H. T. Hough, Franklin Sutton (Denver plant linemen's group), Raymond Crabtree, Wm. Brown (garage group), August Muller, A. R. Sluss (installers). In Oval—Committee in session with management, Denver plant department.

Employees Representative Committee on the Job

Here are the men elected by the Denver Plant employees to represent them before management. Although these committees have been in operation under the present plan only a few months,

they have brought to the attention of management, and succeeded in solving together, many questions of considerable importance. The lower photograph shows this live crew discussing

Plant problems with management representatives C. W. Nitschke and W. P. Kissell.

If all the telephones in the United States were set side by side on the ground they would cover an area of more than 100 acres.

Denver Student School

Denver's Student Operators' School is assuming proportions. With the entire eighth floor of the Main Exchange building being given over to the school, twelve to fourteen instructors, and, when running at full speed, fifty student operators enrolled, it has stepped into the ranks of "exchanges" insofar as its size is concerned.

Much of the time three classes are kept going at once, and to permit of handling more students at a time a new section consisting of three positions recently was added to the multiple practice board, while three sections are now being added to the present main board, one section of which is B board. Heretofore the desk girls have given B practice, so the new arrangement will make it possible for them to handle three students instead of two.

With the added sections now being wired,

the main board in the school will consist of 26 positions.

Three classrooms are being used in addition to the multiple practice room, and the school is a busy place.

A recent acquisition and one which is proving very popular with the students, is their own rest or retiring room, a beautiful, spacious room on the eighth floor with several windows facing northeast and with luxurious couches and easy chairs in brown mahogany with combination taupe and blue velour upholstery, arranged with a view to rest and comfort for the students when they are off duty.

The soft buff tone of the walls, numerous delicately shaded floor and reading lamps, and rugs that harmonize with the restful color scheme, are brightened by vivid splotches of color in the gay-hued cretonne draperies, while several handsome pictures, a clock and long tables holding the latest magazines all lend an atmosphere of hominess that is distinctly

pleasing to girls just entering on a business career, with perhaps some qualms and fears of the rough-edged business world.

W. G. Rutledge, Colorado local supervisor, is in charge of the school, assisted by Miss Coral Emerson, employment supervisor and manager of training, her assistant, Miss Margaret McGill, Miss Agnes Egan, chief operator. Miss Helen Shine, instructress in the lecture room, and several others who go to make up a very capable corps of instructors.



Human Bud Passes On

News has been received of the death of the little daughter of C. S. Herndon, manager at Santa Rosa, New Mexico. Sympathies are extended to Mr. and Mrs. Herndon in their loss of little Evelyn.



A single office building in New York has more telephones than the whole city of Florence, Italy.



By J. T. Tierney

For several months past we have devoted this page to a discussion of the principles of telephone salesmanship. We have traced the progress of our effort to equal the estimate of station gain for this year and have urged the active participation of every employee in this effort, because every station gained increases the usefulness and scope of our service, and this increase is essential to the development and prosperity of our business.

This month we are going to get away from salesmanship in the abstract and are submitting several concrete examples of salesmanship that have recently come to our attention.

Agent G. L. Anderton of the Estes Park, Colorado, exchange has hit upon a plan which is not only of real service value, but has been the means of securing a substantial increase in revenue. During the season a number of traveling men make Estes Park their headquarters and because they are on the road so much of the time the installation of a private telephone in each instance would not be warranted, still they were anxious not to miss any calls. In former years these salesmen had requested our operators to keep track of their calls, but this method proved unsatisfactory to all concerned, because no orders could be taken or minor business transacted.

Mr. Anderton called these men together and arranged with a local Taxicab Company to handle all their incoming calls for a nominal consideration, placing them on a Joint-User basis.

The operation of this plan has proven successful and all the traveling men, as well as their customers, appreciate our service and the interest taken in their problems. This demonstrates the possibilities of what a little thought and effort can accomplish.

In December of last year the Manager of the Alton Hotel called at our Salt Lake office in regard to a misunderstanding on a toll charge. Mr. O. D. Davis, Commercial Service Representative, was requested to visit him in order to adjust the matter. During the course of the interview, a friendly contact was established and the Manager told Mr. Davis a number of things relating to his hotel business.

It was suggested to the Manager that he might increase his patronage by the installation of a Hotel Branch Exchange System. However, he felt that the expense was too great to warrant the installation. Mr. Davis, seeing an opportunity to increase the efficiency of the hotel and at the same time add to our number of stations gained, made it a practice to visit the hotel regularly and finally succeeded on April 15th in closing the order for a P. B. X. with 57 stations. The system has been installed and the management is well pleased with the results being obtained.

This order was secured only through persistent effort and salesmanship ability on the part of Mr. Davis, in ascertaining the actual needs of our subscriber and convincing him of the necessity of installing a P. B. X.

While awaiting the installation of additional cable facilities out in the eastern part of the city, a large number of applications for service accumulated in the Denver office. Upon the completion of the cable job it was found that a number of persons formerly desiring telephone service had moved away or for various reasons had cancelled their applications.

Dave Thompson, Unit Manager, decided that if we were to get the full benefit of our investment in this locality, some urgent missionary work was necessary and started out to canvass all the houses in that area. He soon discovered that the best results could be obtained during the evening when the husband and wife were both at home to make the decision. Consequently, many of Dave's even-

ings were spent in "front-porch" interviews with prospects, and it was often necessary to revisit them several times. The net result of these personal calls was an increase of 45 subscribers, in addition to creating the opportunity of thoroughly explaining the policies of our Company. The proverbial "early bird" sometimes has its counterpart in the "bird" who is willing to put in a few late sessions.

A recent commercial survey of Salt Lake City subscribers disclosed that there were 76 stations located mostly in small hotels and rooming houses which needed reclassification because of changed conditions, etc.

Anyone who has ever attempted to regrade this class of service knows some of the problems confronting the individual assigned to the job. However, the application of some intensive sales effort resulted in getting those subscribers to conform with the tariff, sustaining a loss of only three stations. In addition to eliminating these irregularities, the net gain in revenue amounted to approximately \$600 per year. It strikes us that this is a fine piece of salesmanship and deserves commendation.

Mr. Ernest Greer, recently appointed Utah State Cashier, is the employee who succeeded in putting it across.



There are more telephones in the single state of Iowa than there are in the entire continents of South America and Africa combined.

Station Gain, Month of June and Year 1925, to July 1, Excluding Exchanges Purchased or Sold

| | Ariz. | Colo. | Idaho | Mont. | N. M. | Texas | Utah | Wyo. | Co. |
|------------------------------------|-------|--------|--------|--------|--------|--------|-------|--------|--------|
| Estimated Connects, June..... | 308 | 2,795 | 472 | 747 | 309 | 237 | 1,110 | 721 | 6,699 |
| Actual Connects, June..... | 473 | 3,296 | 476 | 547 | 291 | 285 | 863 | 383 | 6,614 |
| Estimated Disconnects, June..... | 885 | 2,168 | 507 | 810 | 336 | 296 | 999 | 663 | 6,664 |
| Actual Disconnects, June..... | 888 | 2,410 | 519 | 837 | 319 | 384 | 860 | 500 | 6,717 |
| Estimated Gain, June..... | *577 | 627 | *35 | *63 | *27 | *59 | 111 | 58 | 35 |
| Actual Gain, June..... | *415 | 886 | *43 | *290 | *28 | *99 | 3 | *117 | *103 |
| Per Cent Gain to Estimate..... | *71.9 | 141.3 | *122.9 | *460.3 | *103.7 | *167.8 | 2.70 | *301.7 | *394.3 |
| Estimated Connects to Date..... | 3,436 | 16,267 | 3,188 | 4,402 | 1,695 | 1,735 | 7,160 | 4,149 | 42,032 |
| Actual Connects to Date..... | 3,444 | 16,823 | 2,804 | 3,902 | 1,749 | 1,757 | 4,880 | 2,519 | 37,878 |
| Estimated Disconnects to Date..... | 3,191 | 11,932 | 2,897 | 3,975 | 1,516 | 1,652 | 5,964 | 3,477 | 34,604 |
| Actual Disconnects to Date..... | 3,419 | 12,403 | 2,682 | 3,558 | 1,590 | 1,866 | 3,917 | 2,585 | 32,020 |
| Estimated Gain to Date..... | 245 | 4,335 | 291 | 427 | 179 | 83 | 1,196 | 672 | 7,428 |
| Actual Gain to Date..... | 25 | 4,420 | 122 | 344 | 159 | *109 | 963 | *66 | 5,858 |
| Per Cent Gain to Estimate..... | 10.2 | 101.9 | 41.9 | 80.6 | 88.8 | *231.3 | 80.5 | 1018 | 78.9 |

*Indicates Loss.

Vail Medals Awarded at Salt Lake

FRIDAY afternoon and evening, June 26, 1925, witnessed one of the largest gatherings of the children of Mother Bell that has ever been held in Utah, when between six and seven hundred employees, including families, sweethearts and friends gathered on the shores of Utah Lake for a celebration.

The occasion was one of great importance, and justly so, because it was to award medals for that spirit of service which so often expresses itself among the employees of the great Bell System.

Three Salt Lake Plant employees in the persons of John Foulger, Eddie Quinn, and Moss

that good baseball material was plentiful among Salt Lake Telephone employees, and from the bleachers we heard some of the best rooting that can be developed. The box score proves beyond a doubt the quality of the baseball that was played. The only errors made were those of the umpire and the scorer.

Score—Leather Necks, 7; Paper Collars, 6.
Errors—Boyce (umpire), 8; Maycock (scorer), 5.

Home Runs—Hansen and Dorough.
3 Base Hits—LaBelle, Green and McAdam.
2 Base Hits—Fraughton, Jensen, L. Thompson, and Holt.

the next hour everyone enjoyed themselves immensely. The following chorus was indeed demonstrated:

"Eat, Eat, Eat, how we love to eat,
We just live to eat,
When the joys of the day fade away,
And our lunch so sweet
Is prepared to eat.
It is such a treat,
Just to Eat, Eat, Eat!"

At 8:00 o'clock the program for the awarding of the medals began. The program consisted of the following numbers:

1. Vocal solo, by Scott Case of the Salt Lake plant department.
2. Vocal duet, Mildred Lundgren, Wasatch traffic, and Helen Lundgren of the Salt Lake commercial.
3. Violin solo, by Delores Stout, of the Salt Lake toll department.
4. Vocal solo, by Vera Powell, of the accounting department.
5. Presentation talk, by C. C. Pratt, Utah plant superintendent.

In his presentation talk Mr. Pratt complimented the three men on their interest in the First Aid work, and on their spirit of service at all times.

Each of the three men responded to the presentation with a few remarks, expressing their appreciation to the Company for the opportunity it gave them to get this First Aid training, so that they may be able to render the proper aid in any case of emergency. They all stated that they were proud to be numbered among the employees of the Telephone Company, because of the spirit of service that prevailed throughout the company.

Following the program a dance was enjoyed by all, the music being furnished by the Country Club Orchestra of Salt Lake City.

The party, in every detail, was a great success, and Mr. Dorough and his committee are to be complimented for their ability to put the event over in such a successful way.



Electrical Advice to Lovers

If a woman is sulky and will not speak—Exciter.

If she gets excited—Controller.

If she talks too long—Interrupter.

If she goes up in the air—Condenser.

If she wants chocolates—Feeder.

If she eats too much—Reducer.

If she gossips too much—Regulator.

If she's willing to come half way—Meter.

If she wants to go farther—Conductor.

If she will come all the way—Receiver.

If she is a poor cook—Discharger.

If she is wrong—Rectifier.

If she elopes—Telegrapher.

If she is contrary—Transformer.



Left—Edward Quinn, Moss L. Egbert, John Foulger, all of Salt Lake City

Egbert were awarded Theodore N. Vail Bronze Medals for the greatest of all services, that of saving the life of a fellow workman.

On November 21, 1924, S. H. Burnett, equipment installer, while working in the power room of the Wasatch Exchange on the 220-volt A. C. rectifier switch, suffered an electric shock. These men, all being experienced in first aid work, immediately started artificial respiration until a doctor could be called. Artificial respiration was applied for about twenty minutes before Burnett showed the least sign of recovery. After this he repeatedly lapsed into unconsciousness and stopped breathing, but artificial respiration was continued and brought relief.

When the doctor arrived about forty minutes after the accident, he approved of everything that had been done and instructed them to continue, and that he had nothing more to suggest.

The program that was carried out for the day was as follows:

From 3 p. m. to 4:30 p. m. a baseball game between the Leather Necks vs. Paper Collars. These two famous teams, representing the inside and the outside forces demonstrated

Stolen Bases—Dorough, Hummel, Murphy, and R. Thompson.

Hit by Pitched Ball—Umpire.

Struck Out by—Hansen, 7; Hurst, 2; L. Thompson, 5.

Time of Game—Lunch Time.

Attendance—Everybody.

At 4:30 p. m. to 5:30 p. m. came the girls' baseball game between Hyland exchange and the Wasatch exchange. This was by far the most important athletic event of the day. With Miles R. Cahoon, Jr., as umpire, the decisions were very liberal as well as changeable, which proved that the prevailing influence of members of the fairer sex was more than Miles could stand pat against.

The casualties of this game, however, caused A. Roxborough, chief installer, to change his title for the day to that of chief cobbler, but it cannot be said that he was a mender of souls, because, sorry to say, his portion came in heels.

From 5:30 to 6:30 the crowd enjoyed a great variety of sports. Bathing, boating and other sports, depending on the interests of each, were enjoyed.

At 6:30 came the call to eat, and during

Wyoming Honors its Medal Winners

By C. J. McKee, Toll Wire Chief

Wyoming employees have again upheld the tradition of the Bell System and four men were given special recognition on the night of July 10 at the Elks Club in Rock Springs, when Plant Superintendent Harmon presented bronze medals to D. C. Austin, W. B. Carey, P. E. Loshbough and W. A. Sterns, for the spirit of service, devotion to duty and courage displayed in restoring service during high water around Point of Rocks in April of last year.

Seventy-five guests opened the program by singing "America." Rev. Roy E. Burt gave a short and impressive invocation. State Manager Titus greeted the gathering with a few pertinent remarks to the purpose of the meeting and congratulated the men on the performance of their duty.

Mr. Harmon then had the honor of presenting the four medals. He gave a short talk which was to the point and held the interest of all present. He explained how the Vail Medal Award was established in memory of the late president of the A. T. & T. Company, to recognize the fine spirit of loyalty and devotion to the public welfare which exists in such a marked degree throughout the Bell System—how the loyalty and devotion displayed by these men is one of the big factors which has placed the Bell System in the forefront of American industry—that we not only honor the man upon whom the medal is conferred, but also honor the man in whose memory it was conceived—to him who, more than any other single individual, is due the tremendous success of the telephone in this country—whose whole life was one of service. In part Mr. Harmon said:

"When a great man dies, it is customary to erect a memorial—something that will perpetuate his name and his achievements to generations yet to come. Sometimes it takes the form of a statue or of a library or of an endowment to a hospital or university. When such a memorial was being considered by Mr. Vail's directors and his widow, they passed by all these various forms. They had in mind that keynote word, Service. They wanted to perpetuate that ideal and they did so by creating a trust by which these Vail medals are provided. The medal stands for noteworthy public service in connection with the telephone business. It is a medal for telephone people only, for deeds in connection with one's fellow workers. This memorial to Mr. Vail therefore is one that lives in the hearts of all telephone people."

After presenting the citations, Mr. Harmon concluded by saying: "To very few of us opportunity comes for such unusual service. But it must not be forgotten that the same

spirit that actuates these boys also is the underlying impulse that carries on the thousands of workers day after day in the faithful performance of their duties. The spirit of service is there and when occasion arises our good judgment and resourcefulness are ready to meet any situation."

After refreshments were served by the ladies of the M. E. Church, our traffic superintendent, Mr. Meyer, explained the different kinds of Vail medals, and cited an instance where one Wyoming girl had been honored. During his remarks he seemed quite anxious to have it known to the unmarried ladies present that he was a single man. Mr. Harmon came back at him on this.

Manager Howard did credit as chairman of the reception committee. Selections by the Sartoris Orchestra, vocal solo by Miss Katherine Fletcher and a solo dance by little

Miss Ethel Feldscher were enjoyed. Mrs. Dickinson, by special request, pleased everyone with her voice.

Much credit is due Mr. Crumley of the Rock Springs Miner for getting the programs out after late arrival of the cuts.

Among the Rock Springs business men present were Mr. Pryde, Mr. Dickinson, Mr. Taliaferro, Mr. Facinelli, Mr. Murphy, Mr. Park, Dr. Chambers, Mr. Yates, Mr. Rosenberg, Mr. Chester, together with their wives.

Telephone visitors included Mr. White of Western Electric Company, Denver; Mr. and Mrs. Heil, Mr. and Mrs. Jones, from Green River; Mr. and Mrs. Parish, from Pinedale; Mr. Schrepel, former manager at Rock Springs, and C. J. McKee, toll wire chief from Cheyenne.

The entire program seemed to be enjoyed by all present.



Left—Don Carlos Austin, Rock Springs, Wyoming; Paul Ervin Loshbough, Rock Springs, Wyoming; William Bogue Carey, Rawlins, Wyoming; William Anderson Sterns, Cheyenne, Wyoming—Medal winners.

Denver Boy "One of 400"

Owen L. Leonard, Junior, son of Mr. and Mrs. O. L. Leonard, 1845 South Emerson Street, Denver, has just been notified that he has been selected for the "Master Rank" in the League of Curtis Salesmen. This is a national organization for boys, which is maintained by the Curtis Publishing Company of Philadelphia. In the entire United States, out of more than 35,000 boys engaged in Curtis work, there are less than 400 boys in the "Master" or highest rank.

O. L. Leonard, Senior, is manager of the A. D. T. in Denver.

Owen has won this enviable distinction by making an excellent record as a local representative for the Curtis publications, and by splendid work in school.

Because of the unusual qualities which a boy must develop to win promotion to the "Master Rank," the Curtis Publishing Company guarantees to obtain for each Master a desirable position, with a responsible employer, upon request, when the boy has finished school, and is ready to take up permanent work.

In addition, to an increasing extent, this company is looking to these boys as candidates for salaried positions in its own organization.

Already, in its sales division alone, four important managerial positions are held by young men who first made good as local sales representatives, just as this Denver boy has done.

Passing of the Rag House

By Betty Devine

(This interesting story began in the July issue of *The Monitor*, and is here concluded.
—The Editor.)

I learned that when I wanted sugar I must say "Please pass the sand."—for milk ask for "Sukie," and butter "the salve," but it didn't interfere with my appetite, believe me.

The Mountain Parks job, including the Lookout and Evergreen districts, is indeed a fine testimonial to all who were identified with it, for it not only was a hurry-up job, but being located in the mountains, considerable blasting was necessary along with many other hazardous handicaps in delivering and setting the poles. This afforded great opportunity for accident, the danger being enhanced by the fact that to meet the date set by President F. H. Reid for completion it was necessary to engage a good many inexperienced laborers, and that not a single accident was recorded is a high tribute to the careful supervision of the foremen.

Five hundred pounds of dynamite was used in "shooting" 350 holes. Few of us have the faintest comprehension of the tremendous volume of work involved in such a project as building and opening this Lookout exchange, and rebuilding the lines in the Evergreen district, which, along with Lookout Mountain, had always been privately owned and maintained. The lines were all overloaded and poorly maintained, as most of the owners only occupied their cottages and used the lines through the summer season. For a long time those concerned in giving telephone service to people living in the vicinity of the Mountain Parks have realized that they were far from properly cared for, and appreciating the rapid growth of these districts for summer and in many instances all-the-year-round residences, added to the thousands who make week-end trips through these hills, the executives of the Company decided that it would be advisable to take over the old lines, rebuild them and establish a new exchange on Lookout Mountain to properly care for subscribers in that district.

The first step was a commercial survey, followed by engineering plans with specific estimate. Next, negotiating with the present owners for the purchase of the lines and rights-of-way, this in itself being a big task, as most of the owners had to be traced to Denver offices or residences. William Bell secured the rights-of-way for Lookout.

The selection of a suitable site for the Lookout exchange, by a committee appointed by the general office, was the next move, followed by the immediate breaking of ground by the C. E. Walker Construction Company for the erection of the present artistic exchange.

L. A. Steck, toll line engineer; Roy J. Collins, and Howard Strong, assisted by Messrs. Johanson, Paustian, Suedekum and Johnson, are responsible for surveying the two phantom groups from Denver to Golden, the toll lead, Golden to Lookout, and the exchange plant, while P. E. Teets, engineer's assistant, engineered and surveyed extensions contracted for later.

While the preliminary work was being done, J. F. Elliott, construction superintendent, with Plant Engineer B. F. Curtis, was ordering necessary materials and organizing construction crews.

The construction work was handled by Supervising Foreman William (Ed) Jones, with the assistance of Foremen Fred Wales and Ralph Curtis and Sub-foremen B. D. Evans, Arthur Mansfield and O. E. Landon, while Foreman B. H. Griffin lent a hand to the project for about a week.

The pole and wire work, two phantom groups, between Denver and Golden was started March 20 and completed April 13 and between Golden and Lookout started the same day, this being completed April 30. About 75 men were employed on this job, which in pole work alone consisted of setting 900 poles, ranging from 20 to 50 feet in length.

The entrance cable was installed by James Powers, and the exchange opened May 15 on schedule, with 55 stations, the station installation being handled by George McKilben and C. A. Markham. Many stations could not be installed weekdays, as the owners were only up there on Sunday, which necessitated special appointments.

The Evergreen project was much the same throughout as regards handling of rights-of-way, installations, mountainous country making pole setting difficult, etc., but here also a splendid record in time and efficiency reflects credit on L. A. Steck, who engineered the toll circuits; Foreman B. H. Griffin and twelve men who handled the pole replacement work; Foreman G. M. Keyser and ten men who replaced four iron circuits with copper and added an additional copper circuit, and on Foreman Frank Bean and twelve men, assisted by Sub-foreman Alec Porter, who handled all the exchange pole and wire work, while the cable work, a neat little job in itself, was done by William Shire and James Powers.

P. E. Teets engineered the exchange plant and did all surveying, assisted by Messrs. Shuth, McDonald, Clark, Eggers and Criswell, while O. L. Andrew secured the rights-of-way.

Station installation work, consisting of changing and rewiring some 80 stations and installing 49 new stations, was handled by Messrs. H. D. Stevens, Carpenter, Gallagher and Crowe.

Probably few jobs in the history of the Company have meant more to the subscribers in general than the Evergreen-Lookout Mountain project, for these districts of Denver's Mountain Parks are becoming so popular for fashionable summer homes, and added to this they are a favorite drive for tourists and visitors who stop within our gates. The Lookout exchange opened May 15, with 55 subscribers and on June 15 boasted 93.

The Denver city officials co-operated in every possible way, and E. A. Phinney, president of The Jefferson Light and Power Company, was most cordial and obliging, while the response from subscribers in general has been most hearty and the operators have placed them in the "exceptionally fine" class.

It was a big job, well done by a lot of men and 28 motor vehicles, and the boys who took part in it, despite difficulties encountered, are unanimous in stating that the beauty of the country made it seem more like a few weeks' outing than real work.



Exit Mills—Enter Koch

(Pueblo Star-Journal)

The promotion and transfer of Mr. H. G. Mills, traffic chief of the Mountain States Telephone and Telegraph Company, to Denver was the occasion for a delightful surprise party held at the home of Mr. Mills at 1609 East Fifth Street, on Friday evening.

About seventy-five employees from all departments were present, evidencing the high regard in which Mr. Mills was held; this being practically all employees off duty.

All joined in games played on the lawn, in the fashion of true "telephone folks," after which they gathered inside, where Helen Raisin, little daughter of Mr. and Mrs. A. A. Raisin, gave two dances which were much appreciated. Mrs. Bertha Grisham gave a short talk expressing regret of all employees at Mr. Mills' going, and the pleasure they had derived from four years' association with him. In behalf of the employees, Mrs. Marguerite Maxwell, assistant chief operator, then presented Mr. Mills with a traveling bag, and he responded graciously, assuring all that wherever he went, the gift, as well as memory of the donors, would go with him.

Delicious refreshments were served on the lawn, the home-made cakes baked by the operators showing that there are a number of excellent cooks in the ranks.

The telephone folks welcomed to their ranks Mr. Walter K. Koch of Denver, who comes to take Mr. Mills' place as traffic chief.



Hurrah for the Kids of Billings!

About one-half of the children in the grammar schools of Billings, Montana, are regular depositors in banks, the school savings system having been inaugurated there a few weeks ago, with all the banks co-operating.

Window Display Red Lodge, Mont.



Salesmanship During Month of June

| ARIZONA | | Previous Sales, 1925 |
|--------------------------------|------------|----------------------|
| Name | June Sales | |
| R. I. Murphy, Globe | 2 | 4 |
| J. G. Fishburn, Jerome | 1 | 4 |
| C. B. Flynn, Mesa | 3 | 19 |
| William Foster, Phoenix | 1 | 0 |
| J. D. Gillespie, Phoenix | 2 | 0 |
| Josephine Benton, Tucson | 3 | 3 |
| W. C. Callaway, Winslow | 2 | 1 |
| COLORADO | | |
| Nellie L. Goetz, Antonito | 1 | 0 |
| O. R. Ivoda, Arvada | 1 | 3 |
| J. B. Mahaney, Arvada | 1 | 0 |
| R. R. Rodda, Arvada | 1 | 0 |
| Edna Mannis, Aurora | 1 | 0 |
| W. E. Ketterman, Boulder | 2 | 10 |
| Victor P. Schmitt, Brighton | 4 | 0 |
| L. M. Paschal, Canon City | 1 | 2 |
| Florence A. Adams, Colo. Spgs. | 1 | 5 |
| P. L. Carroll, Colorado Spgs. | 2 | 5 |
| Lorene Peterson, Colo. Spgs. | 1 | 4 |
| M. C. Smith, Colorado Springs | 2 | 9 |
| Ralph E. Graves, Craig | 2 | 1 |
| Robert W. Walker, Del Norte | 1 | 1 |
| Lucy Verhoffstad, Delta | 1 | 1 |
| P. C. Garbath, Durango | 1 | 1 |
| Elizabeth Mills, Eaton | 1 | 0 |
| Glen G. Stow, Eaton | 1 | 1 |
| Annette Heimann, Flagler | 1 | 1 |
| Karl Louthan, Ft. Collins | 3 | 3 |
| T. C. Turner, Ft. Collins | 1 | 6 |
| E. B. Hunter, Ft. Morgan | 1 | 0 |
| D. C. Belden, Glenwood Spgs. | 1 | 2 |
| H. P. Stummel, Grd. Jet. | 2 | 4 |
| Margaret Sullivan, Grd. Jet. | 2 | 9 |
| H. H. Croll, Greeley | 3 | 17 |
| Charles F. Rams, Greeley | 1 | 0 |
| L. B. Lashbrook, Gunnison | 1 | 1 |
| C. E. Wilson, Hot Sulphur Sp. | 1 | 0 |
| Ruth K. Duncan, Littleton | 1 | 0 |
| T. E. Batt, Longmont | 1 | 0 |
| F. E. Irons, Longmont | 3 | 2 |
| Catherine Curtan, Louisville | 1 | 1 |
| Earl Bolender, Loveland | 1 | 2 |
| C. A. Pierce, Loveland | 2 | 0 |
| Nellie K. Bennett, Mesa | 1 | 0 |
| F. B. Neely, Monte Vista | 2 | 0 |
| Alexander Balsin, Pueblo | 1 | 7 |
| J. M. Lewis, Trinidad | 1 | 2 |
| Opal McMilln, Trinidad | 1 | 0 |
| Myrtle Hogate, Weldona | 1 | 0 |
| DENVER | | |
| T. E. Brownson | 1 | 2 |
| M. R. Caldwell | 1 | 1 |
| Mary E. Carroll | 1 | 1 |
| Isabelle Chew | 1 | 0 |
| H. C. Daggett | 1 | 0 |
| H. W. Pittling | 1 | 1 |
| F. Gallagher | 1 | 0 |
| Gertrude Helmsman | 1 | 1 |
| E. F. Hennesy | 1 | 2 |
| Geo. F. Hodges | 1 | 0 |
| E. L. Holden | 3 | 4 |
| Alethea Howell | 1 | 0 |
| A. W. Ireson | 1 | 2 |

| Neil Johanson | 1 | 0 |
|------------------------------|----|----|
| Armilda Karwall | 1 | 1 |
| Frances M. Knolle | 1 | 1 |
| W. O. Lamping | 1 | 1 |
| G. W. Lovering | 2 | 0 |
| Chas. D. Manly | 1 | 1 |
| E. R. Meyer | 1 | 1 |
| Marie Paulin | 1 | 1 |
| Ethel M. Roberts | 1 | 0 |
| L. R. Smith | 1 | 28 |
| C. W. St. John | 2 | 4 |
| Clolla Stone | 1 | 0 |
| Ferne Tanblyn | 1 | 0 |
| D. O. Thompson | 1 | 4 |
| Elsie Thorieke | 1 | 0 |
| B. L. Towne | 10 | 45 |
| Cecil Wirth | 1 | 0 |
| IDAHO | | |
| Scott L. Smith, Amer'n Falls | 1 | 5 |
| S. J. Atkinson, Boise | 2 | 5 |
| C. R. Cirtchell, Boise | 1 | 1 |
| Ruby Cherry, Ruhl | 1 | 2 |
| H. W. Groesbeck, Caldwell | 3 | 7 |
| Berna Stitzel, Caldwell | 2 | 1 |
| C. M. Robertson, Hailey | 1 | 1 |
| Fred A. Johnson, Idaho Falls | 1 | 0 |
| H. J. Morgan, Idaho Falls | 3 | 3 |
| E. S. Carson, McCammon | 1 | 0 |
| Theima Williams, Nampa | 1 | 0 |
| Iris League, Twin Falls | 1 | 0 |
| Win. J. Elwell, Weiser | 1 | 0 |
| Lulu Huber, Weiser | 1 | 0 |
| MONTANA | | |
| H. G. Bliss, Anaconda | 1 | 2 |
| Ida Eggen, Billings | 2 | 10 |

| | | |
|-----------------------------|---|----|
| Ella G. Moxley, Roseman | 1 | 6 |
| J. D. Cullerton, Butte | 1 | 1 |
| H. S. Magraw, Jr., Butte | 3 | 1 |
| S. P. Officer, Butte | 1 | 1 |
| Helen M. Seltz, Butte | 2 | 0 |
| Elpha Baker, Glendive | 1 | 2 |
| F. E. Farwell, Great Falls | 1 | 8 |
| Laura Mitchell, Great Falls | 5 | 5 |
| Edythe Shaw, Great Falls | 1 | 0 |
| D. E. McPherson, Havre | 1 | 2 |
| T. H. Pittman, Helena | 1 | 1 |
| N. L. Richmond, Helena | 2 | 1 |
| F. E. Miller, Miles City | 2 | 13 |
| Mabel Leonard, Missoula | 1 | 0 |
| R. E. Rice, Missoula | 1 | 5 |
| Maude A. Iceland, Red Lodge | 1 | 0 |
| C. N. Wood, Seehey | 1 | 0 |

NEW MEXICO-TEXAS

| | | |
|------------------------------|---|---|
| A. J. Newson, Alamogordo | 1 | 3 |
| Mary Cosgrove, Albuquerque | 1 | 4 |
| Ernest Walthall, Albuquerque | 1 | 0 |
| C. O. Dungan, Deming | 2 | 0 |
| J. H. Carr, El Paso | 1 | 2 |
| J. S. Carruth, El Paso | 1 | 0 |
| E. C. Phillips, Las Cruces | 1 | 2 |
| H. E. Trainer, Las Vegas | 4 | 3 |
| Nell K. Robertson, Raton | 1 | 1 |
| Byron Yates, Raton | 1 | 1 |
| Don Hunsaker, Santa Fe | 1 | 5 |
| A. E. Kaessner, Socorro | 2 | 2 |

UTAH

| | | |
|-------------------------------|---|----|
| J. W. Myers, American Fork | 2 | 1 |
| Eugene Jenkins | 5 | 17 |
| Luella Hurt, Brigham City | 1 | 0 |
| J. H. Clive, Brigham City | 1 | 16 |
| Archie G. Gregory, Cedar City | 1 | 0 |
| C. E. Ward, Eureka | 1 | 18 |
| Ethel Ward, Kayaville | 1 | 0 |
| T. A. Taylor, Lehi | 1 | 0 |
| H. E. Brewington, Logan | 3 | 19 |
| Lillie Sorenson, Logan | 1 | 0 |
| A. W. Clyde, Nephi | 1 | 0 |
| Shirley Christensen, Payson | 1 | 1 |
| Frank H. Westover, Provo | 2 | 10 |
| Andrew Peterson, Richfield | 3 | 10 |
| O. D. Davis, Salt Lake | 2 | 10 |
| E. L. Guffey, Salt Lake | 1 | 0 |
| Paul E. Hanvard, Salt Lake | 1 | 0 |
| Alice Humphrey, Salt Lake | 1 | 0 |
| Marion Knight, Salt Lake | 1 | 1 |
| F. S. Sell, Salt Lake | 3 | 0 |
| M. D. Wells, Salt Lake | 1 | 1 |

WYOMING

| | | |
|----------------------------|---|----|
| Alma E. Huffman, Casper | 1 | 0 |
| Miss Kidd, Casper | 1 | 0 |
| H. D. McCormack, Casper | 1 | 0 |
| Ellen Walters, Casper | 1 | 0 |
| W. G. Baldry, Cheyenne | 3 | 7 |
| James Bennett, Cheyenne | 1 | 0 |
| C. R. Bryant, Cheyenne | 1 | 0 |
| Alma E. Huffman, Cheyenne | 1 | 2 |
| Ellin Johnson, Laramie | 1 | 0 |
| R. M. Rame, Rawlins | 1 | 0 |
| L. H. Howard, Rock Springs | 1 | 10 |
| G. W. Lansing, Sheridan | 1 | 2 |
| H. J. Evans, Thermopolis | 1 | 1 |
| Emma Faure, Worland | 1 | 1 |
| Geo. Killie, Worland | 1 | 0 |



Vail Medal presentation to four of our Wyoming boys was made on the evening of July 10. More about this elsewhere in THE MONITOR.

The Mountain States Telephone and Telegraph Company Direct Stock Sales Campaign, Month of June, 1925

| | Utah | Ida. | Mont. | *Colo. | Wyo. | Ariz. | N.M. | Co. |
|---------------------------------------|-------|-------|-------|--------|-------|-------|-------|-------|
| 1925 Quota Applications | 575 | 266 | 487 | 1,732 | 344 | 334 | 266 | 4,004 |
| Applications Option A, June | 20 | 11 | 20 | 62 | 12 | 4 | 11 | 140 |
| Applications Option B, June | 14 | 13 | 9 | 46 | 7 | 9 | 6 | 104 |
| Total Applications, June | 34 | 24 | 29 | 108 | 19 | 13 | 17 | 244 |
| Pct. of Applications to Quota, June | 5.91 | 9.02 | 5.95 | 6.24 | 5.52 | 3.89 | 6.39 | 6.09 |
| Applications Option A, to Date | 139 | 72 | 130 | 457 | 93 | 61 | 62 | 1,014 |
| Applications Option B, to Date | 130 | 52 | 78 | 285 | 54 | 74 | 42 | 715 |
| Total Applications to Date | 269 | 124 | 208 | 742 | 147 | 135 | 104 | 1,729 |
| Pct. of Applications to Quota, July 1 | 46.78 | 46.62 | 42.71 | 42.84 | 42.73 | 40.42 | 39.09 | 43.18 |
| Pct. of Employees Making Sales to | | | | | | | | |
| Total Employees, June | 1.82 | 2.78 | 3.03 | 2.13 | 3.78 | 2.06 | 2.15 | 2.29 |
| Pct. of Employees Making Sales to | | | | | | | | |
| Total Employees to Date | 8.53 | 10.14 | 11.52 | 8.92 | 19.19 | 8.53 | 7.62 | 9.64 |
| Exchanges Making Sales to July 1 | 20 | 21 | 28 | 68 | 16 | 11 | 16 | 179 |
| Pct. Exchanges Making Sales to July 1 | 43.18 | 40.38 | 36.84 | 44.16 | 39.02 | 32.35 | 41.03 | 40.68 |

*Colorado Includes General Offices.



SO I HAVE HEARD

By Bell V. Deer



Have you heard anything about the other fellow that you would like to tell us? Very well, very well—send it in and if its claws are not too long it will find a place on this page. It is still true that "a little nonsense now and then is relished by the most of men," and the women are not adverse to a little frosting on the cake, either. I will thank you for any suggestions you may have for this page. Send 'em in.

B. V. D.

Bob Beveridge, general toll traffic supervisor, so I have heard, is writing a book entitled, "My New Car, or Milk Wagons I Have Met." He expects to go to press just as soon as he can acquire a few more thrills for the finis.

John Porter, of the general commercial department, is still hopeful of getting on the legitimate stage as a female impersonator. Since he wore the kilties in the Shriners' show last winter he just can't keep away from the short skirts, so I am told.

Andy Horan, so I have heard,
Paused to pluck a rose;
A bumble-bee came sailing by
And lit on Andy's nose;
It drilled for oil, it bored for gas,
It dug for gold and lead,
And when it found whose nose it was
The bumble-bee fell dead.

This I heard in the elevator of the Administration Building, Denver:

Frank Cannon (Whisper)—"Well, I chloroformed her all right."

Charles R. Brock (Attorney)—"Did anyone see you do it?"

Cannon—"No. I was careful about that. The rest of the folks were in bed. No one suspicious me."

Brock—"May her bones rest in peace."

And the next day the cat came back.

The other Sunday H. J. Morgan, manager at Idaho Falls, was trying out his new \$35 fishing rod. His line caught in a bunch of willows, and getting a little excited he snatched a handful of willows, not noticing he had his fishing rod also, and crashed them to the ground. Don't think he hurt the willows much, but we see he is out looking over the fishing rods again.

The most desirable of all blessings are repose, seclusion and a little spot that we can call our own.

Special wire from Provo, Utah, tells about George Quillian, manager at that place, walking in his sleep one night recently. He had a bucket of paint in one hand and a brush in the other. As the night was warm and people were up late, quite a crowd followed him two miles into the country. Some thought he had sweet spirits of fermenti in the bucket. At last he stopped in front of a country school house, cut the top from the can, dipped his brush into the paint and began painting the school house. When they roused him, he exclaimed: "Heck, I thought I was back in Salt Lake City, painting that little old house o' mine."

It has been noticed that for some time the hat racks around the Wasatch Building in Salt Lake City have been decorated with hats supposed to belong to Verl S. McAdam. It was the opinion of all that Mac's idea was to create the impression that he was always on the job. But after taking lunch with him in a downtown restaurant, one of our employees knows that this is not the case, as it was noticed that after leaving the restaurant Mac had made another addition to his collection.

The other evening a Denver telephone girl donned her red bathing suit, cranked her fliv and chugged out to the lake. She floundered in the cool water half an hour, climbed into her patiently waiting fliv again and started home. As she neared the center of the business section of the city something happened. The fliv's horn began to blow! It howled! It shrieked! The girl in the flaring red bathing suit hammered the honk button. She twisted the choker, but the howling went merrily on. Thousands of people stopped and rubbered. On sped the fliv, broadcasting the approach of the pond nymph. For two miles the siren announced her coming. I saw her as she swerved into an alley and dodged into an open garage on Madison Street. The door closed but the scream of the distressed fliv called dozens of neighbors to the rescue. A red streak burst into the kitchen door and rushed frantically for the clothes closet. The horn called lustily. Someone raised the fliv hood and untangled the wires, and the end of a perfect scream came at last.

The Colorado traffic department has given up the motto, "It is cheaper to move than pay rent," and are following the slogan, "Own your home." Hence Kauder, Rutledge and Willard are happy.

F. A. Teschner, of the General Plant, tried to flop a skillet of frying eggs the other morning, during his wife's absence, and when he came to the office the left side of his face was done to a turn. Tesch says that if it wasn't for Joe Moorhead's description of boiled eggs, he would never look another fried egg in the face.

Al Clark, of Montana, Utah, Colorado and other places too numerous to mention, but now of Denver, drifted into his office the other morning, so I have heard, wearing chaps, spurs and a ten-gallon hat. Ralph Burgess asked him how come, and he rubbed his eyes, took a chaw of twist and explained: "My gosh, I thought I was in Roundup, Montana. Guess I'd better go back home and change my togs." Al will get acclimated eventually, if not now.

H. D. McVay, state manager at Phoenix, Arizona, came to Denver during the week in July when the thermometer was hitting it along at 90 and 99 in the shade. He stepped into our telegraph office and sent this telegram to his wife:

"Freezing up here. Send my overcoat parcel post p. d. q. Better put Fallon's in, too."

W. C. Fallon, Arizona traffic superintendent, who also came from Phoenix with McVay, explaining McVay's action, said:

"It was 118 degrees above zero when we left Arizona, and it is really too cool up here to be comfortable."

Alphabetical Seddon, better known as "Sed" among his El Paso friends, has a sense of rare humor always on tap. A few weeks ago Sed was asked to "get a little story" for THE MONITOR on Chamberlain's service emblem. Sed wrote back to the Editor:

"Chamberlain has just received his 15-year service emblem. I have his picture but I haven't had time to go to the police station and get his record."

Elsewhere in THE MONITOR appears the record, and we are sure Sed didn't get it from the police blotter.

I have heard that Waldo Cockrell and some other telephone men entered a dining car and ordered feed, with 75 cents in the total group. "Their character was good, but their financial standing wasn't," thus hurting their credit. Fortunately a porter knew one of the bunch and cashed his check.

R. C. Henke says he has not stepped into matrimony, but that matrimony has stepped on him.

THE MOUNTAIN STATES TELEPHONE AND TELEGRAPH COMPANY

GENERAL OFFICE 800 FOURTEENTH STREET, DENVER, COLO.

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Vice-President and
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Vice-President

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Manager

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FRED WOLF
Engineer of Estimates

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J. E. MACDONALD, Chairman

H. E. McAFEE

F. P. OGDEN

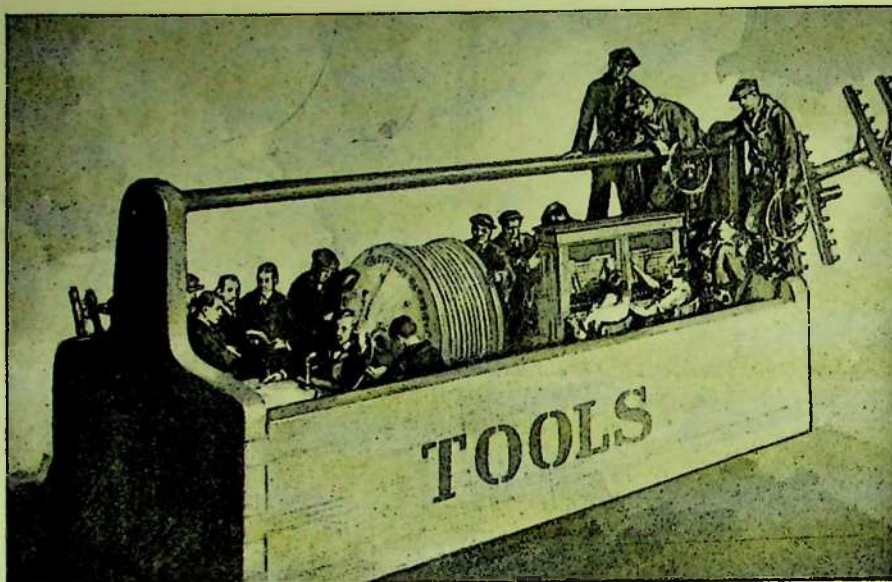
N. O. PIERCE

RODERICK REID

H. T. VAILLE, Secretary

DR. C. B. LYMAN, Medical Director

DR. N. A. THOMPSON, Associate Medical Director



The Tools of National Service

THE American people lead the world in the efficiency of industry. Who can say what part of their success is due to the superior implements they use. This much we know. They have the world's best telephone system as an instrument of communication, and they use it without parallel among the races of the earth. To this end our telephone service must be equipped with proper tools.

The tools of management. Bell System executives, rising from the ranks of those who know telephony, must share our responsibility to the public, most of whom are telephone users, shareholders or workers.

The tools of service. The national, two-billion-dollar Bell System, handling

fifty-eight million telephone calls a day, must be enlarged and extended while in use.

The tools of forecast. We must continue to know the rapid and complex growth of communities and make provision in advance, so that the telephone will be ready when needed.

The tools of supply. The Western Electric Company, our manufacturing and purchasing department, its factories manned by 40,000 workers, assures us that extension of facilities need never be interrupted.

We must have the best tools of finance, of invention, of everything else, in order to continue serving the American people.

Bell System

One Policy - One System
Universal Service



And All Directed Toward
Better Service

The Mountain States Telephone and Telegraph Co.