

GAS AND ELECTRIC NEWS

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No. 5



Rochester Series—Federal Building

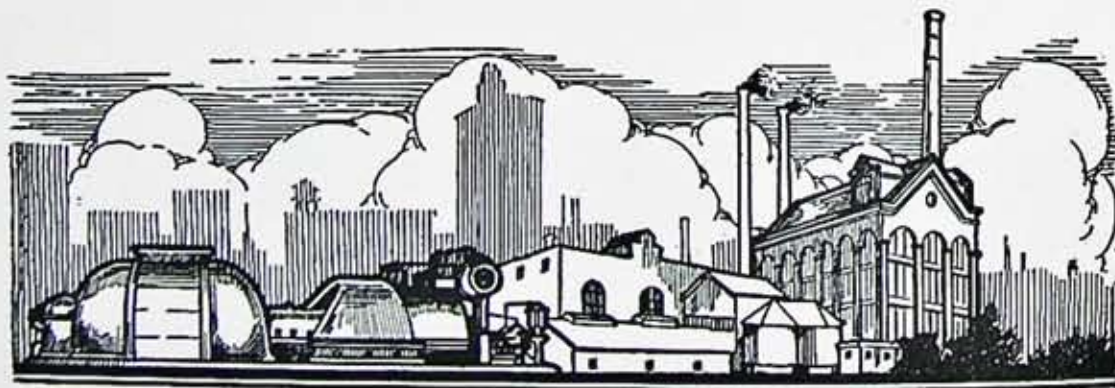
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Marks & Fuller

Line up!

It ain't the guns, nor armament,
Nor funds that they can pay,
But the close co-operation
That makes them win the day.

It ain't the individuals
Nor the army as a whole
But the everlastin' team work
Of every bloomin' soul.

—Rudyard Kipling



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The Romance of Our Business

FREDERICK H. PATTERSON

THE STORY of the evolution of our business from the time of its inception to the present is one of profound interest. It has been told by various employees, more or less completely, within the pages of this magazine, notably by our Mr. T. H. Yawger who has been associated with the electrical branch ever since the project was first launched. His article appearing in the April issue is a splendid contribution on the subject of our original formation and subsequent changes in organization. Out of the years of his experience he has given the subject matter for a narrative most absorbing and instructive.

Within the compass of approximately 40 square miles from Manitou to Sodus and from Lake Ontario to Canandaigua, there stands today as a monument to the courage and confidence of its founders, the industry, zeal and intelligence of its present and past employees, thirty millions of service-giving property, devoted to the public use.

More than three thousand miles of wire lines and five hundred miles of gas mains, carrying upwards of one hundred and twenty-seven million kilowatt hours and two thousand one hundred and fifty million cubic feet of gas respectively, yearly, wend their way through a labyrinth of congested city streets, passing through the open country beyond to the more remote villages and hamlets. They may be likened unto the arteries of the human body penetrating everywhere within the territorial limits of the corporate

body, ever responsive to the continuous and insistent demand for light, heat and power and respecting alike the requirements of business enterprise, mansion or hovel.

Believing the story of today is best told through the medium of the Auditing Department, this article endeavors to explain the plan and characteristics of the accounting structure as it now exists. The reporting system in respect thereto covers all phases of our affairs, and practically all reports find a lodgement at this point. Where then may we obtain a better view of the present methods and state of the Company's affairs? And do they not furnish the present day history of the Company?

An undertaking of the magnitude of this, receiving as it did during the year 1917 gross revenues of more than five million dollars, and disbursing for cost of operation and fixed charges four million three hundred thousand dollars, as well as three million seven hundred thousand dollars for new construction, naturally requires an elaborate organization to care for the multitudinous and varied transactions involved. The chart of departments and personnel reflects that fact. All departments included therein are brought into close relation with the Auditing Department, under the general scheme of managerial control and government mandate. Each must contribute its quota of information to be included in the current history of the Company. For this reason in speak-

ing of the accounting organization all units wheresoever located and regardless of the authority under which they operate, should be considered as integral parts of the whole. Only by doing so can a comprehensive idea of the scope of its activities be appreciated.

The Consumers Bookkeeping Department, as its name implies, keeps all records and statistics in relation to customers' accounts, from the receipt of the application for service, through all the phases of meter reading, billing, bill delivery, account keeping and including the collection of the cash and settlement of attendant complaints. There being now upwards of one hundred and twelve thousand accounts, contained in one hundred and ninety ledgers of approximately six hundred accounts each, the task of that department is tremendous from a purely bookkeeping viewpoint alone. Add to that the vast amount of statistical detail evolved from the revenues and its importance is materially enhanced.

The General Auditing Department located in Room 10 of the main office may be analyzed according to the following classes of functions:

(A) *General Ledger and Detail Ledger Bookkeeping* involves the summarizing of all transactions affecting revenues, expenses, fixed charges, dividends and completed construction in convenient volumes according to the classification of accounts promulgated by the Public Service Commission of the Second District of the State of New York. The coal and oil records are kept by this group also.

(B) *Work in Progress* is a group created for the purpose of initiating orders for contemplated construction work and fixed capital withdrawals from service, recording the financial progress of such work in convenient volumes by specific job accounts and related data. Upon completion of

such work the jobs are transferred to the completed construction accounts.

(C) *Suspense Ledger*. In this record are carried accounts reflecting the cost of work being performed, chargeable to accounts other than construction, or whose ultimate distribution is questionable when opened. They are suspended for a period. As an example it is our practice to open accounts in this ledger for jobbing work done for customers until the whole cost is determined and the customer billed.

(D) *The Accounts Payable Group* is concerned with the vouchering of vendors' invoices which previously have been passed through the Purchasing Department as being correct as to quantities and values received in accordance with the purchase orders. The vouchers properly approved by the authorized officers are the authority of the Assistant Treasurer to disburse funds.

(E) *Store Requisitions* are tabulated by account numbers after having been credited to the stock ledger accounts maintained in the Purchasing Department. From these tabulations the accounts benefited by the use of the material are charged with its value and the stock accounts concurrently credited or reduced.

(F) *The Fixed Capital Inventory Group* is a new department and was formed for the purpose of gathering and tabulating particulars of the Company's fixed capital investment in the form required by the Tax Commission of the State of New York. These records differ from the regular construction records in that the values entering into them are based on so-called reproduced new values whereas the latter represent actual cost.

(G) *The Transportation Ledger* contains in summary form the cost of operating our ninety-six gas and electric cars and related data.

The balance of the work of the department consists largely in tab-

ulating and summarizing the reports of other departments of the Company.

The Payroll, Contract and Insurance Department is concerned with classifying payrolls by account numbers benefited, preparing vouchers for the payment of wages, keeping a record of and filing all contracts executed, placing insurance and keeping the records pertaining thereto.

The Mailing and Information Department receives, opens and distributes mail, a large part of which contains our customers' remittances.

In the Street, Gas Shop, Electric Distribution, Transportation, Motor, Gas Works and Electric Station Departments, offices are maintained for the purpose of planning contemplated work and recording through the medium of material requisitions, payroll slips and reports, the current construction, operation and repairs incident to each.

A constant stream of reports and data pass from all departments to the general Auditing Department in the shape of incomplete reports and are there classified, tabulated and prepared into the forms required by the management and regulatory bodies under whose jurisdiction we operate. The narrative and financial history of the company is embodied in the general books and statements at this point from these data.

The diversity of our business, leads us through the whole gamut of mercantile accounting experience. In the three branches gas, electric and steam, we are concerned with the problem of manufacturing, distribution, selling and financing. In order to control the Company's operations the production of dependable statements and reports is imperative. It is through this medium the executives are able to properly conserve the values entrusted to them and formulate and carry out its vital policies. According to government mandate too the State exercises regulatory powers over it and laws are on the statute books re-

quiring the recording and reporting of all its affairs in the manner prescribed therein.

The two chief monthly reports produced are: (A) The Advance Statement. (B) The Detail Report of Operation.

The former of these consists of a statement of revenues and expenses for the month and year to date. This is simply a condensed statement prepared for the purpose of informing the management of the results accomplished as soon after the close of the month as possible. Its early production is the cause of the insistent demand on the part of the Auditing Department for the figures of other departments required to be embodied in it.

Following this the Detail Report of Operations is prepared, being an elaboration of the foregoing report. It comprises twenty-seven pages and gives in detail all receipts and expenditures by divisions of the revenue, expense, tax, income deduction, surplus asset and liability accounts. To prepare this report and to analyze its several parts for the superintendents and others concerned, no less than one hundred statements and reports are prepared. A great many of these analyses are maintained for the purpose of adequately complying with the requirements of the Public Service Commission and the Tax Commission in the preparation of their annual reports.

The Public Service Commission's Annual Report for the year 1917 was a volume of three hundred and seventy pages. It contains within its covers a complete history of the Company in respect to its organization and subsequent changes, its physical property, its financial condition and other pertinent data, in a most exhaustive manner.

The Tax Report for 1917 consisted of seven hundred and sixty pages, many of its schedules being an exact duplicate of those of the Public Ser-

vice Commission report. It forms the basis from which the State determines our franchise tax assessment for the use of streets, highways and public places which our lines and mains traverse.

From this brief outline it is hoped some idea has been furnished of the extent to which the Company's affairs are analyzed for review continuously and the interesting story which is unfolded in the process.

Public utility corporations, being quasi-public institutions have been required since the advent of the Public Service Commission particularly, to lay bare their every action and our Company has always deemed it the best policy to keep and supply to the utmost the essential matter required.

At this time when extreme unrest induced by abnormal living costs is manifesting itself, it behooves the employees of the Company to give full consideration to the character of the organization with which they are associated before migrating to the "green hills" yonder. Probably the three things which make a position with a company desirable are first, stability; second, pleasant conditions and a considerate management; and third, satisfactory remuneration. A fourth item obtrudes itself at this time which should be given paramount consideration. That is the opportunity the business affords to render service in winning the war. This Company offers all these advantages. Our opportunity to serve the nation comes through the part we all play in furnishing the energy which drives the machines producing the actual munitions and the more indirect service rendered in transporting the workers to the factories and works.

The stability of the Company is absolutely assured because of the fact that our product is a public necessity and must be continued as long as the community survives.

It therefore seems to me that to have a part in an organization of such immense volume and scope, of such great shifting and accumulating values, of such continual and varied problems, with its opportunities for display of resourcefulness, initiative and personal growth, may well inspire the ambitious employee and afford a field for the highest development.

Let the Work You Do Every Day be Dedicated—

To the memory of the little boys in the invaded districts of Europe who have been crucified—that your own boy may not be in danger of being crucified.

LET the work that you do every day be dedicated—

To the memory of the babies of France and Belgium who have been impaled on bayonets and carried off over the shoulders of German soldiers—that your baby may never be in danger of a like death.

LET the work that you do every day be dedicated—

To the memory of the little girls of Belgium and France who have been carried into a slavery far worse than death—that your daughter may not be in danger of thus falling a victim of German barbarians.

LET the work that you do every day be dedicated—

To the memory of the mothers of Europe who have seen their children slaughtered and their husbands with bound hands driven away to a fate unknown, that the mothers here may not see similar processions in your own streets.

LET the work that you do every day be dedicated—

To the white-haired women of Belgium and France who have seen honest men dig their own graves—that the white-haired of your family may not suffer a like agony.

LET the work that you do every day be dedicated—

To the memory of the Allied soldiers who have been crucified upon doors because they fought for civilization and justice—that justice may be done you and yours.

LET the work that you do every day be dedicated—

To the memory of the beautiful cities, villages, orchards, and fields of Europe, now blackened wastes—that your own beautiful towns and fields may not be turned into places men will avoid.

LET the work that you do every day be dedicated—

To the memory of the once happy homes of Europe which the Hun burned after murdering the inmates—that your home may not become the funeral pyre of your family.

Literary Digest.

Electric Power Records

ADOLPH G. FAUTH

THE following article is written to show the methods used in accounting for the different classes of electricity generated and converted by this Company. There are two classes of current generated, direct and alternating, the first being Railway and Edison, the second 3 phase, 11,000 and 4150 volts, which is the principal generation. This latter current, not suitable for every purpose, is then by use of the different apparatus converted into Railway, Edison, Light and Power and Street Lighting which necessitates a separate account for each. Inasmuch as this Company operates ten stations the number of accounts is quite considerable. The meter readings at the different stations are taken at midnight, the result in kilowatt hours reported to the office and entered under their respective headings, the accounts being arranged in such a manner as to show the output of each station, and by adding them horizontally, the combined output of all stations. At the end of each month the readings again are taken to find the total output for the month to check against the accumulated total of daily readings. Every seven days the kilowatt hours of each class of current are totaled and a comparative statement is made up to show the percentage of increase or decrease for the same period of the previous year. Every month an exhaustive report is prepared reviewing the different operations at each station as to generation, conversion of power and sendout. A summary sheet, a reproduction of which is printed below, showing the total generation, and sendout of each class of current, the combined efficiency of all apparatus in each class at all stations, and the grand total sendout completes this report. These figures and tabulations are used by the Auditing Department in preparing their monthly

statement and in computing the cost per K. W. H. generated.

In converting alternating to direct current there is a certain amount of loss and it is quite important to determine that accurately in order to show the efficiency of the apparatus. This is done by recording the input alternating current and the output direct current, the difference being the principal loss. There are other losses, first the amount of current used in running exciters and other auxiliary apparatus metered and reported once a month; second, the amount of current lost in transmission from one station to another or tie line loss. These are determined by computing the amount of current used for conversion, the total sendout of alternating current and the different losses, and deducting that from the total generation of alternating current. Still another item of loss is found in the lowering transformers installed on account of the new apparatus generating 11,000 volt 60 cycle current and amounting to about ten per cent of the total losses. Last but not least is the loss in distribution which is quite considerable, being about ten per cent of the total sendout.

Aside from recording the kilowatt hours generated and converted it is equally important to record the kilowatt load carried on any line at any time during the twenty-four hour period for the reason that these records and load curves furnish the superintendent with the information necessary to direct the generation in the most economical way and thereby reduce the losses. Furthermore they enable the management to determine the installation of new apparatus and tie lines in anticipation of future load. To accomplish this load charts are prepared, one for the generation load and one for the distribution load. The generation chart of the system is

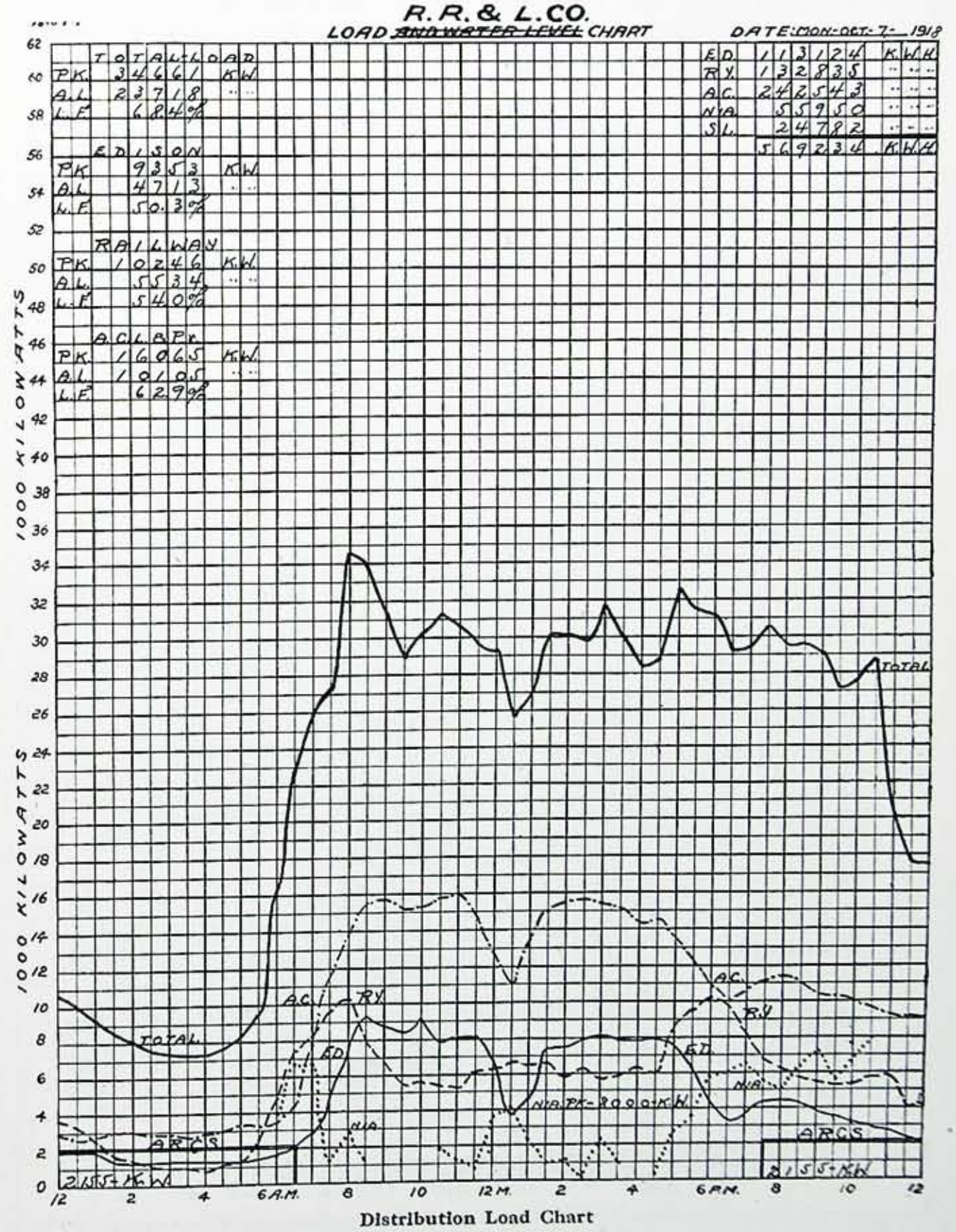
ALL STATIONS

	GENERATED			TRANSFORMED			EFF. of Trans.
	By Water	By Steam	Total	Input	Output	Loss	
Light and Power.....	4/60						
Light and Power.....	11/60			3,418,732	3,418,732		96.57
Three Phase.....	4/60			3,484,425	3,484,425		97.58
Three Phase.....	4/60-4/60						
Three Phase.....	11/60	3,704,500	9,539,000	*382,100	*369,000	13,100	
Three Phase.....	4/60-11/60			*3,321,700	*3,241,600	80,100	
Three Phase.....	11/60-4/60						
Three Phase.....	4/60-4/60						
Three Phase.....	4/60	1,826,400	1,827,840	124,027		124,027	
Aux. and Exc.....	4/60			237,028		237,028	
Aux. and Exc.....	11/60			374,020	239,553	134,467	64.04
Edison.....	4/60			4,989	3,198	1,791	64.10
Edison Battery.....				43,281		43,281	
Edison Aux and Exc.....				1,041,200	909,600	131,600	87.36
Edison.....	11/60			1,371,850	1,261,630	110,220	91.96
Railway.....	4/60			329,675	267,750	61,925	81.21
Railway.....	11/60						
Arcs.....	4/60						
Arcs.....	11/25						
Light and Power.....	11/25-4/60						
Three Phase.....	4/60-11/25						
Three Phase.....	11/25	4,746,800	5,902,200	108,680		108,680	
Aux. and Exc.....	11/25			612,600	564,900	47,700	92.21
Edison.....	11/25			150,025	150,025		
Arcs.....	11/25	186	186				
Steam Exc.....				608,167	608,167		
Railway 11,000 V.....				1,563,048	1,532,400	30,648	98.03
Three Phase Niag.....	11/25 To Niagara			1,004,600	936,990	67,610	93.27
Railway.....	11/25						
Three Phase 25.....	From Niagara		*29,400				
Total.....		8,215,772	18,493,658	16,493,583	15,394,606	1,192,363	

*These figures are not included in totals.

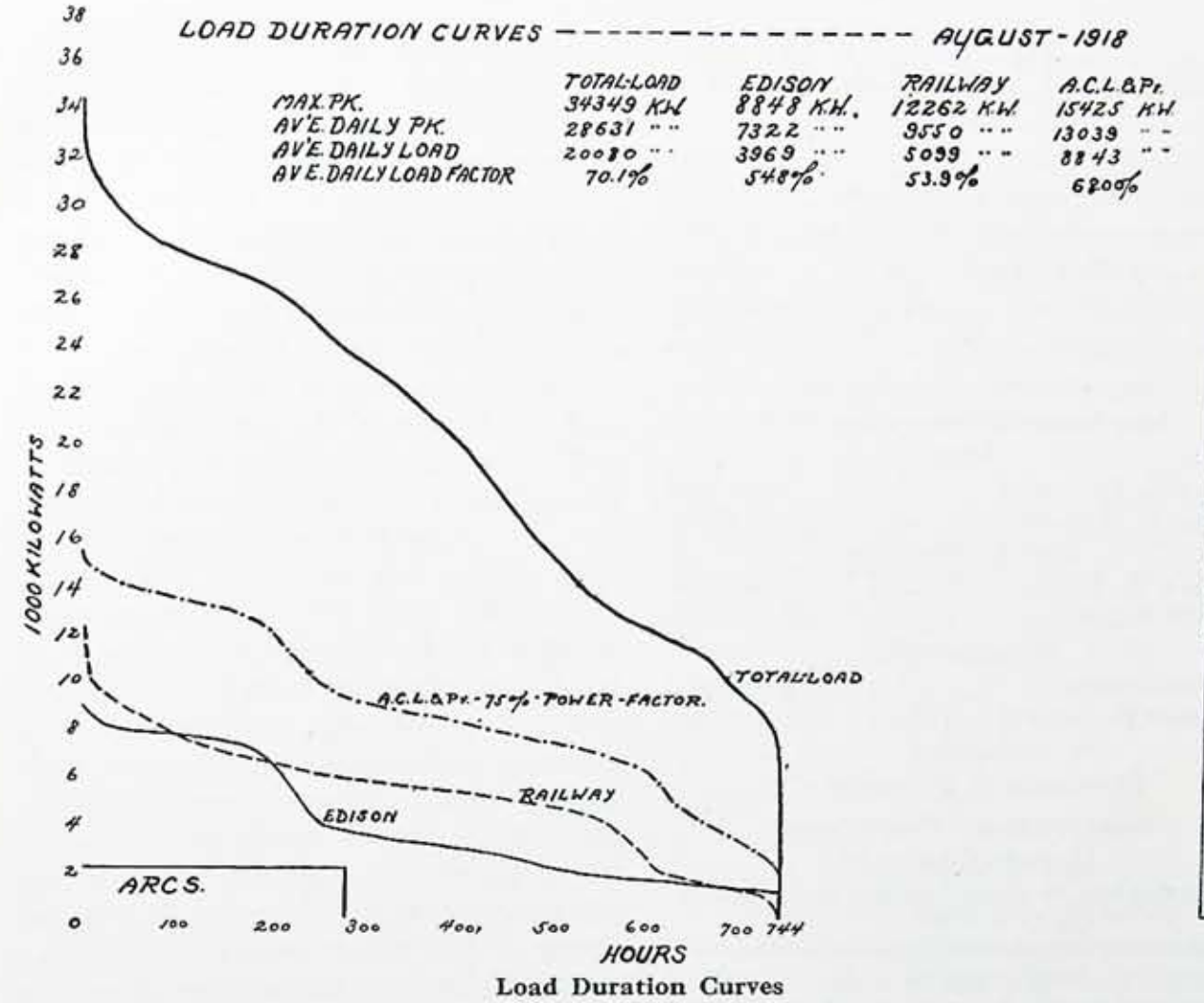
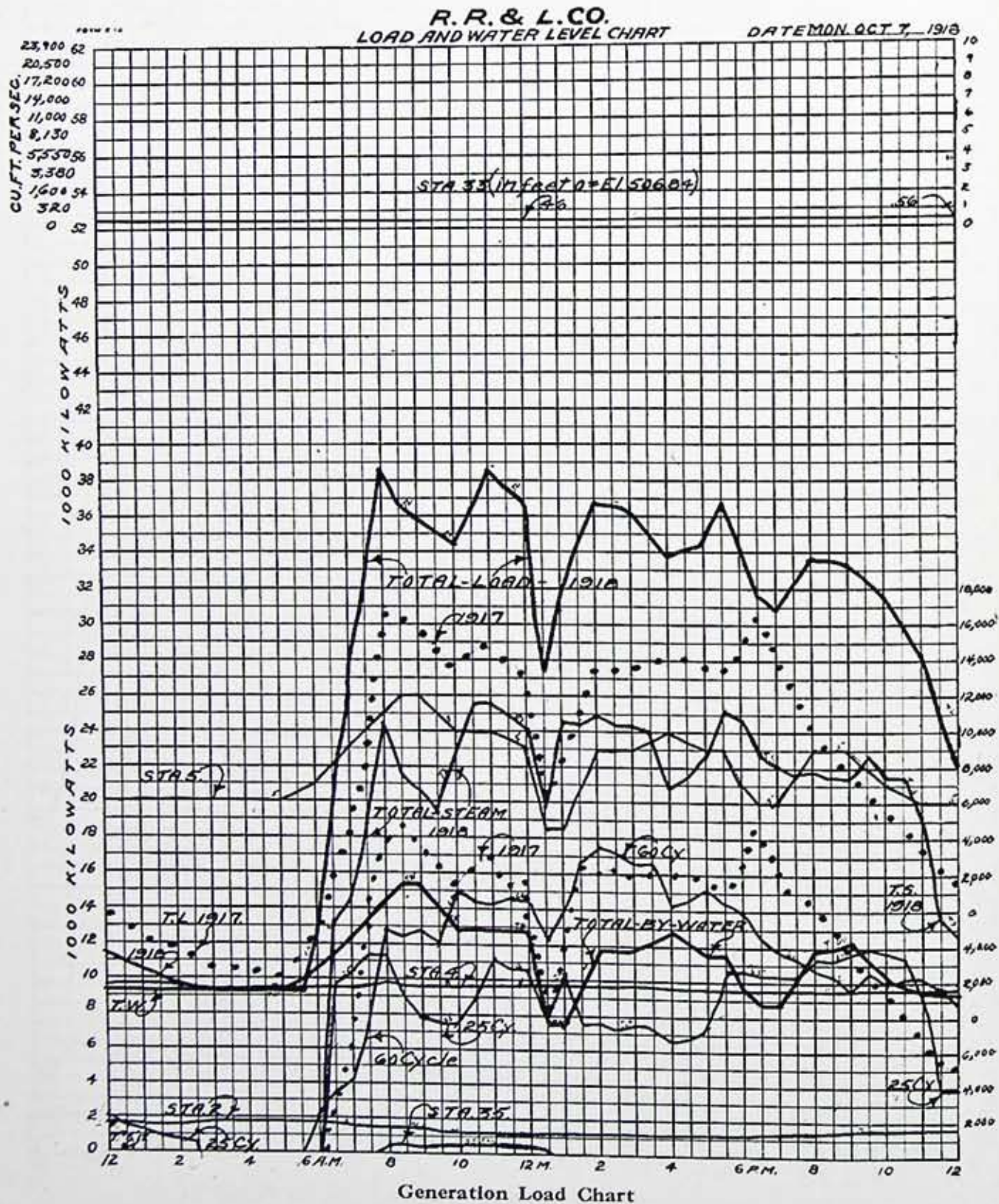
made up at Station 3 and is prepared in the following manner. Every cable emanating from the generators and running to the switchboards is equipped with an ammeter and a voltmeter, the readings are taken every half-hour, the result in kilowatts telephoned to Station 3 and there plotted

out on the chart, showing the variations of the load at each generating station during the twenty-four hour period. It is then sent to the drafting room where the load for the corresponding day of last year is put on for comparison. Every morning the trouble and interruptions on the different



lines and the total kilowatt hour output of each generating station are reported to the office and put on the back of this chart, thereby making a complete review for that day. The distribution chart is prepared along similar lines except that separate readings of each class of current have to be taken as there are Railway, Edison, Light and Power and Street Lighting which make up the total

load. The readings at the stations are put under their respective headings on specially prepared sheets and then computed at the office, to arrive at the total load in each class at any time during the twenty-four hour period. From the summary sheets the peaks or the highest load for the day in each class are taken, the average load and load factor determined and also put on the chart. By divid-



ing the total kilowatts on the summary sheet by two, we will get the approximate kilowatt hour sendout for the day which in turn acts as a check on the kilowatt hour readings. At the end of each month a Load Duration Curve is prepared, showing in hours the duration of each load during the month. The yearly duration curve comprises the accumulated totals of each month.

It may be interesting to note that previous to March, 1918, this Company had been receiving power from Niagara at the rate of about 8,000 kilowatts while at present furnishing power to Niagara at the rate of about 6,000 kilowatts. This fact, of course, has increased the load considerably, the total increase over last year being about forty per cent. The increase in 1917 was negligible.

The requirements for MEMBERSHIP IN THE ARMY OF SAFETY are—PLAY SAFE—BE SAFE and KEEP YOUR NEIGHBOR SAFE—THINK SAFE. Do these and you have paid your greatest gift to the world. You are at one with the army of Safety.

Rochester Safety Council.

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DISCONTENT is a wonderful thing. Columbus discovered America, Bell invented the telephone, Elias Howe made the first sewing machine, Marconi perfected the wireless telegraphy, the Wright boys built a flying-machine that would fly—because they were discontented. Are you discontented?

—NEW SUCCESS



Shooting the Sun

IT IS the event of the day in ocean travel to "Shoot the Sun." At approximately noon every day that the sun is shining, the navigating officer makes an observation on the sun with his sextant, which forms his basis for calculating the position of the ship in the mid-ocean journey. As the winds and ocean currents have diverted the vessel from its true course, the knowledge of its position thus obtained, enables the navigator to correct the course to what it should be.

At periodic intervals every individual, figuratively speaking, "Shoots the Sun." That is, everyone makes spasmodic endeavors to relocate himself or herself in the ocean of life. Some make observations frequently and accurately and if necessary, change their course accordingly. Some through inaccurate observations, also change their course but get further and further from the right track.

Perhaps the most frequent observation of all is the one in which we size up our present job and compare it with others we can have. There is much that goes into an observation of this kind; wages, hours, kind of work, conditions under which we work, type of man or woman from whom we take instructions and with whom we rub elbows, general benefits which accrue from employment in a particular organization, future prospects, etc. To co-ordinate all these is not often an easy task, because, to use our metaphor again, the sun is not always clearly shining. That is, we make our observations under stress of envy, disappointment or lack of perspective, and so do not reason clearly.

Now the practical application of the above is this. When one is restless and begins to cast about for some change in occupation, it is well to forget the gambler's phrase "Try anything once." Perhaps you have overlooked some of the things that make your job desirable and which if appreciated would give you an accurate observation of your position, one which would show you that a change is unnecessary and would be bad judgment.

To be specific: Are your hours reasonable compared with to-day's business standards, and do you get holidays and vacation? Are you comparing them with normal or abnormal business? Does the time clock cut a very important figure? Are working conditions equal? Does the future offer equal promise? Can

you get cheap group insurance? Is an effort made to teach and advance those in the jobs which apparently "Lie at the foot of the rainbow?" Have you been made what you are by the consideration shown you in the job you have? Is there not a very great compensating advantage for something which you may not like in your present job, by being part way up the ladder of success under the eye of those who know of your good points? How long will it take you to show strangers what you have in you, and *how do you know that they care to be shown?*

These are just a few of the points which go to make up an observation of your position in the scheme of things, and their honest answer by yourself may go a long way toward showing you that you are not so far off the track after all. A complete and careful observation will also probably throw into the limelight, some side lights on personal weaknesses which in the past prevented a full utilization of present advantages.

Look the Rochester Railway & Light Company over again before you try to leave it. Some day business reorganization is bound to come, and many business concerns will be squeezed harder than ours. Who will receive consideration when this time comes—those who are with it, or those who have been with it?



A Notable Thanksgiving

WHILE THE armistice does not mean that the war problems are all settled, it does mean that the actual fighting is over. The general feeling of relief and thanksgiving throughout the Company is typical of the feeling throughout the civilized world. The celebration of Thanksgiving Day this year will have a real meaning to thousands who in the past have looked upon it simply as a holiday.

For Rochester Railway and Light Company employees the feeling of thankfulness is particularly keen. For months we have carried heavy overloads with reduced forces, conscious that the productive ability of Uncle Sam's war machine in Rochester was dependent upon this Company's output. We are thankful that bad luck passed us by, that we continuously kept electricity, gas and steam on the lines, and that now we can continue to supply our quota of the energy needed for reconstruction. The United States of America never looked better to us than it does today, and so the Thanksgiving season has added significance for us when we reflect on what it means to us to be its citizens.



SALVAGE—the word has come to have a place in every newspaper and casual magazine. It has become a war word. It carries one of the many new, big, permanent ideas which the war is teaching to us; and little by little it is sinking in. Don't burn old newspapers; don't waste garbage; save the tin cans. We have begun to see why; and we have begun to obey.

England, driven by necessity and prepared, too, by a national tradition that takes kindly to thrift, is far ahead on that lesson of salvage. Whole English communities indeed waked up to it long ago, while we were merely mouthing the word, and criticizing the taste of it.

All over England, pamphlets are distributed broadcast. They tell of the glycerine that can be extracted from waste and used for ammunition; of grease traps to save grease from dishwater; of oil extracted from fish waste; of poultry food produced from meat waste; of ash pit waste used for fuel; of clinker ground up and used as disinfectant powder, and so on. And the British are practicing it.

—*The Nation's Business.*

Experiences in India

A letter from Mr. J. L. Harrison who was associated with the Rochester Railway & Light Company while the West Station was in process of construction.

C/o Tata Iron & Steel Co.,
Sakchi, India,
Via Kalimati B. N. Ry.

Dear Mr. Russell: Just a few lines to let you know I am alive and well.

This is quite a remarkable country. Two weeks ago we had an earthquake which did some damage, but thanks to Providence, it was very kind to us. The ground trembled and buildings rocked, but all our equipment stayed up. I could not help but wonder how the furnaces, stones and stacks stayed in their places as most everything seemed on the move. It being the first time I have had such an experience, naturally I was rubber-necking all around. Now the quake has left, we have a fever epidemic which has played havoc with our force, quite half of the Europeans being down, but I am thankful to say that so far I have kept clear.

The weather ever since I arrived in India has been very hot and the seasons here are very much changed. At present it is S. W. Monsoon, the period of the year when we get most of the rain. The average daily rainfall around here is about 4" and this lasts for almost three months. Now, instead of rain, we are having very hot weather, and so unseasonable that the crops are all being spoiled, and the fever raging. It will be a Godsend when it does rain as the air needs cooling considerably. During the early months we had the summer heat and I found it quite different to anything I had experienced before. Most every day it was 110 to 118 in the shade, and I had an outside job and it did not take long to burn me as brown as the natives, yet I feel all right, and I believe if a fellow is careful and takes the proper care of himself he can get by. We have to boil our water twice, then filter it, and also boil our milk, and be careful where we buy our food, especially the vegetables, as these native farmers are awful dirty and only half clothed. Mr. Russell I have seen some very crude ways of living in these Jungle villages, and have been lucky in having the pleasure of traveling around this country for our people trying to place orders for our Coke Oven Bricks and looking over the plants. It is very interesting to see the native method of brick making. Of course, the larger plants are quite modern, but some of them are very crude. Same may be said of the native smelters, which you could put in a good sized soap box, yet these people smelt brass and iron in them with charcoal and the air pressure is supplied with two old round tins covered with goat skin, a hole in the top of each, and

cantilevered with bamboo to form a kind of a spring, then a native stands on these two holes and does a regular mark-time, lifting the heel of one foot to inflate the tin, while pressing and covering the other tin forcing a pressure of air through a bamboo set into the bottom of the tin, and connected with the mud furnace. I was so interested in this thing that I tried to buy the air supplying outfit as a curio. It is really wonderful what these people do with the crude implements they use and there are many very beautiful things to be purchased at a reasonable price. I have started collecting a few things and hope to have many pleasant remembrances of my sojourn in India.

We have quite a modern and up-to-date steel plant here and these extensions we are putting up will about double the size. This is the only plant in India making steel, and all the rails supplied to the Government for the Mesopot. campaign were made in Sakchi. Records for the monthly output of steel were smashed with a bang last March, and it is freely said that these increased outputs of steel rails, etc., were the means of the capture of Bagdad. I don't know if this is so, but I have good reasons to believe it. My own particular end of this business is quite extensive. I have three blast furnaces, 12 stoves, 3 stacks, 200 By-Products Coke Ovens (13 Tons) 2 stacks, and all the necessary out-buildings for power and condensing our By-Products, and I can very plainly see that I will have to do some very tall scoring if I get all this work up in three years, and I do think that length of time will be quite enough for me in India. Time will tell, however.

We have about 14,000 to 15,000 natives of all classes, castes, and standings employed on the plant, and some 350 white people, including women and children, in the station. Sakchi is a very nice place and one of the best laid out stations in India. There is room for much improvement tho, and I hope it won't be long before that time arrives. The social element could also be improved upon, there being too much feeling amongst the men, and I can assure it is not on the part of the boys from U.S.A. You know, I suppose, the feeling of the majority of British whenever the American used to say how we did things in U.S.A. Well, it is the same here. Personally, I have had the pleasure of living in both countries and can judge for myself. It is amusing sometimes, I can assure you, now the troops have made such a good showing and the papers lauding the wonderful systems, their opinions have changed considerably.

I have often wondered how these natives could exist on the few cents received per day for their labors, and I have seen, and in most cases they are worth no more than they get.

Our brick and mortar carriers are all women and children and receive from 5c. to 9c. a day. The coolies, who load the material on the women's heads, (and are by the way the

laziest beggars on earth) get from 10c. to 11c. a day, bricklayers from 20c. to 38c., and what an army it takes to put up a piece of work. If they lay 200 bricks in nine hours you can consider you are doing very well. The average is about 150, so you may picture my surprise on seeing this sort of thing. But I suppose it all comes to the old saying, "When in Rome, etc."

On our way out we called at Cape Town and Durban, South Africa, and had a stopover of four days in each place. I certainly did enjoy myself there, and took full advantage of my stay to see all the places of interest there were to see. I was very favorably impressed with the country and climate and trust I may have the pleasure of a more prolonged visit.

I have an Uncle and Aunt in Johannesburg, but on account of the R. R. trains being curtailed during the war all seats were booked up 3 and 4 days ahead of my time. I had been looking forward to my visit to them and was naturally disappointed. Our next call was at Madras, India, and there again we had a few days visit. I saw about all the temples and mosques, etc., also got my first insight of what I was to expect from native labor when I got to my destination. Next calling place was Rangoon, Burma. My visit there I shall never forget. It is a wonderful place for temples and pagodas. I visited the Great Seve da Sou and Sulle pagodas and spent quite some time there, also the Holy Fish Lake where the natives buy fish to put in this lake as an offering to Buddha. I bought some too, so old "Bud" owes me a prayer. It was the wealth of these temples that took my eye, yet I am told that where you now see mosaic there used to be precious stones and gold, but the soldiers took away a lot during the mutiny. I do not know this to be true, so cannot truly say it is so.

We next arrived at Calcutta, and the very first thing was a complete outfit suitable for this climate. Then I had 155 miles by train west. We are three miles from the main line from Bombay to Calcutta, but, Oh, the traveling! You have to take your own bedding if traveling at night, and very few dining cars. The trains generally stop half an hour at some station for meals, grab and run style, and the natives housed in like hogs, happy and bright, about 60 to 80 in one coach, and the jabbering going on, also the vendors selling their wares, truly a great sight, and I hope to have quite a collection of pictures when I get back. Some of the sights you see here are embarrassing at first, and some disgusting, but being such a common occurrence and the mode of life amongst the natives, a person soon gets used to these things.

About two weeks ago we had a great Mohammedan festival, it being their Xmas or New Year—something like that. I know, so many moons had been seen, and then the fast broke and everybody was happy. I don't think I ever saw such a merry crowd, embracing in the street with signs and salutations of

all descriptions, prayers offered to Allah—wonderful people on religion.

Well, Mr. Russell, you will be getting tired of reading this chatter, so I had better draw to a close, and seeing my news budget is about exhausted too.

There is one thing I miss very much and that is the fine congenial staff you have in the Light Company, so democratic to these people. I don't ever remember being employed on a job where I met such fine people, and I appreciate the fact that I have a number of good friends in Rochester.

I have often wondered how the plant at West Station is working. Hope it is very successful.

I wish you would greet all my friends in the Company and tell J.P.H. not to get too many splits on the alleys. I suppose you had a few games with the boys as before. I certainly enjoyed them.

If ever you have a few moments to spare I would certainly like to hear from you or any of the boys at West Station.

You might ask R. Davis if he received the post card I sent him?

Trusting this finds you and all the staff in the very best of health, and wishing you continued success, I remain,

Yours very sincerely,
J. L. HARRISON.



THE DAY'S WORK

The day's work counts—
It isn't what
You mean to do a week ahead;
It isn't what you know you'll gain
When all annoyances have fled;
It isn't what you dreamed and planned—
Such hopes are but a phantom band—
The day's work counts.

The day's work counts—
The foot you gained
Since yonder sun dispelled the dark;
Next week, next month, next year are vain,
But to the present summons hark:
How have you fared ahead since morn,
In gathering life's oil and corn?
The day's work counts.

The day's work counts—
It isn't much—
The gain of those few painful hours;
But be content if there is shown
Some product of those secret powers
Which guide each mind, uphold each hand.
Strive with the best at your command—
The day's work counts.

Letters From Company Men in Service

U. S. S. C. No. 34, Sept. 7, 1918.

Dear Mr. Fisher:

Another copy of Gas and Electric News arrived today which reminds me I never told you that I appreciate receiving them very much. I find I still know many of the people mentioned in the "Personals." I enjoy the pictures of familiar places as Stations No. 2A, No. 3 and No. 5 and am interested in reading most of the articles. Really you are to be congratulated on editing so interesting a publication. It is excellent in every way.

I am in command of one of the 110' Submarine Chasers operating in Atlantic waters on the European side of the ocean. It is a rather rough and tumble, two fisted proposition but I like it. Leon Kimpal is a Chief Boatswains; Mate at our Base. He stands frequent days duty as Officer of the Deck and otherwise bullies the men stationed here. The Base is a large one and he has a responsible part in its operation.

Thanking you for still regarding me as one of the Company, insofar as Gas and Electric News goes, I am

Very truly

K. C. RICHMOND,
Ensign, USNRF.



324 Field Signal Battalion,
Camp Vail, N. J.
Sept. 24, 1918.

Dear Pat and Julius:

Mighty glad to get your letter the other day. It really is my fault for not writing you that we have changed camps. You will remember that last year I rather expected to come down to Camp Vail but did not think it would take ten months to get here. Our battalion was moved intact from Camp Meade up here and took up a whole train. Our motor transportation consisting of fifteen big auto trucks, four Dodge cars and twenty motorcycles made the trip under their own power. They camped out during the night and drove during the day time, about a two days trip to get here.

Camp Vail is much smaller than Meade so it seemed rather queer at first to have so few men around. It however is near a port of embarkation so we may soon get started across the pond. Camp is on the site of the famous old Monmouth Park Race Track so we have a dandy place for drill.

We have a small aviation field here so airplanes are almost as common as birds. We have become so accustomed to them buzzing overhead that we pay scarcely any attention to them. Had one here the other day with a wing spread of 100 feet and twin propellers which would carry some eight or ten men so you can imagine that it was some big boat. Our work

still consists of drilling in Signal Corps subjects, practicing telegraphy, etc.

How is Mr. Powell and his family these days? Haven't heard a word from him since I have been away. I believe his nephew is in the Signal Corps too. I have often wondered how he is getting along and whether he has gone across or not. "Tip" I suppose will never get around to writing and so makes you do it all. What does he think about the draft now? Ask him when he is coming down to camp. How does his family prosper and are they all well?

According to your letter you must have had many changes in the staff. I am glad to see though that the standbys are still true to the good old ship. Was quite surprised to hear of Bill Enos going after being with the Company for so long. How did it come about?

What was the trouble with the clinker grinders? I supposed they would be in fine shape by this time (I mean working well). Have you abandoned the idea entirely? I guess what you say concerning operating conditions is quite true—that it will never be a "Bed of Roses."

I too just had an interrupter. You remember Roeser of the Main Office? He is a Lieut. now and just came in to see me. You see the world is pretty small after all.

There are a few more interesting things around here than there were at Meade. Have been down to the ocean swimming several times, also to some of the resorts including Asbury Park and Ocean Grove. Then too when we want to go away for a week end there's the little village of New York just across the river. Was up last week and had a fine time. Tell Tip I can find my way around in the "Sub" all right so must be progressing very nicely.

Glad to hear that Ed. is getting along nicely and that Mr. DeWolf is still on a boat. I imagine the life in the navy is rather interesting and sometimes wish I had shipped, but then one must do his bit wherever he happens to be and not get dissatisfied. By the way met Yorkey also of Main Office just before leaving Baltimore. He was in the Navy at Annapolis.

Remember me to all of the boys and tell them to "Keep the pot a boilin." With best regards to all from

HOWARD E. BACON.



1st Company N. A. R. C.
Camp Wheeler, Ga.
November 3, 1918.

Dear Mr. Fisher: Just a few lines to let you know that I am feeling fine and have not forgotten the old crowd. Mr. Evans asked that I let you know where I was located and it was only a couple of days ago that I was perma-

nently placed. At the same time we were told we had but thirty days to get ready for our little trip across the ocean, so you see it means a lot of hard work for us.

Our trip down here was quite interesting. Our first taste of war time experiences was when we arrived at the station and discovered that we were to make the thousand mile journey in day coaches. We were out but a short time when some of the boys discovered a way of taking the seats apart and arranging them so that they looked like a comfortable berth, but they looked better than they felt. We were fed very well and I understand that we were much more fortunate in this line than the boys who left by the N. Y. C.

When we arrived at camp we were met by medical men who looked us over and then gave us a muslin mask which covers the face from below the eyes to below the chin and we have had to wear these continually. We resemble a lot of Persian women.

The first acting noncommissioned officers were appointed this morning and I was made corporal. There are a few sergeants to be appointed and I will try to be one providing they don't have to stay behind. If they do, private is good enough for me.

Hoping that everything is going on nicely, and asking you to give my regards to all, I remain

J. E. McMANN.



Hqs. Co. 309th F. A.,
Camp DeMeucon, France,
June 25, 1918.

My dear Mrs. Jones: You probably have guessed by this time that I must have made the big move. I wish I could tell you of my travels in greater detail than I am allowed to in this letter.

We got this far in a very round about way and I can only tell you we passed thru England and were very favorably impressed with the beauty of the country. I have not formed any opinion of the people there but for my part, I like the people at home much better. This beautiful France I like very much and the people themselves appeal to me in that they seem to be so earnest in everything they do. We passed thru some large cities and traveled nearly two days to our present camp.

It is a very nice camp and near the city of Vannes. We are allowed to visit the city on week-ends, but so far I have not been up there. It is a seaport resort so probably I may find a chance to indulge in my favorite sport of bathing. There are a great number of German prisoners in camp who are all kept busy. They seem to be quite contented here and it is reported that one prisoner broke away and returned in a few days with several other Germans so it must be a haven of rest for them. Our grub is good and we have all the facilities for keeping clean and also plenty of hard work,

so we have very little trouble sleeping at night. I have not mentioned anything of our ocean voyage but can say we had plenty of company of different sorts all of the way. The sea was comparatively smooth with the exception of a couple of days of rough weather which I enjoyed very much. I was not sick during the entire voyage for which I was thankful. Some of the boys suffered terribly the entire voyage. We had a fairly large boat so it wasn't so much like a cork.

May I ask if the Whittletons have moved away or not. I had forgotten about my trunk being there and if you would take the trouble to ask Mr. Whittleton to send it to my home in Illinois collect, I would be very thankful. I should not have troubled them so much with it but you know for a long time a lot of us boys in Dix thought we would never get a chance to go across but as we were fortunate enough to go, I would like to relieve them of the care of it. They were very kind to take care of it for me. Tell them I will bring back the Kaiser's Helmet as a trophy for them.

How are the Company affairs working out under the reorganization? Have the boys all forgotten me and is the lone star still on the door? Give my best regards to Mr. Montignani and tell him I'll probably be calling him the Captain, being so used to military terms.

With love to you all I am, as ever,

SIDNEY A. SWANSON.



U. S. S. Housatonic,
At Sea October 13, 1918.

Mr. F. W. Fisher.

Dear Sir: Your letter received O. K. and was indeed pleased to hear from you as news from Rochester is always welcome especially from the Railway & Light Co. I get the Gas and Electric News every month and I always look for its coming.

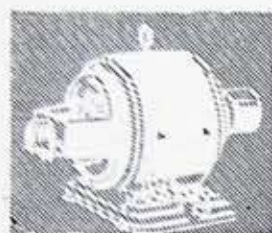
I am sorry I can not tell you of our operations but the Germans are the only ones we let in on our little secret and when they find it out it is always a little late, but from the cry being raised over toward Berlin, it won't be long before you will know all about everything and our part is going to be interesting to hear. I am in fine health and enjoying life, and would not trade my experience for anything.

Thank you for Harry Eckerson's address. I am sure the news from the front is encouraging to the people at home and I think this war is nearly over. I want to stay for the finish but hope it won't be long. The Yanks sure have those Huns stepping some and they will keep them headed for the Rhine and over it if they don't say quits.

Well remember I always welcome a letter from Rochester. With best wishes, I am

Truly yours,

WM. K. SULLIVAN.



Sales



Hall Brothers have purchased an additional 6-burner restaurant range.

The Northwest Foundries Company has installed one 200 lb., aluminum furnace.

The Tyler Delicatessen has added one more range to their former equipment.

The Rochester Country Club has installed one section of Garland range with broiler.

The Symington-Anderson Company has installed an additional 12-burner range in its restaurant.

The Cyclemotor Corporation has installed another large case hardening furnace in its heat treating department.

The Ouriel-Baker Optical Company has purchased two annealing furnaces which will be added to its present equipment.

The Powers Hotel Corporation has purchased four sections of Garland Hotel Range and one broiler, which will displace its coal ranges.

Yawman & Erbe Manufacturing Company has installed one cyanide furnace, four bench forges and one pressure blower to be used on Government work.

Mr. K. J. Trynoski, No. 23 Charlotte Street, has installed one section of Garland Range and one Vulcan Bake Oven to take care of his increased delicatessen business.

The Standard Automatic Machine Tool Company formerly located on St. Paul Street has moved to its new quarters 860 Clinton Avenue South where 10 H. P. in motors and 1 kilowatt in lights have been installed.

The Progressive Foundry Company, Field Street, Lincoln Park, has taken over the land formerly occupied by the American Oil & Refining Company and is building a new foundry which will have an installation of 60 H. P. in motors and 2 kilowatts in lights.

The Rochester Feldspar Company, Elizabeth Avenue, Charlotte, is starting up its new mill for grinding feldspar. This mill will operate twenty-four hours per day, six days per week, and will have a total connected load of 325 H.P. in motors, and approximately 4 kilowatts in lights.

The Taylor Instrument Companies, 95 Ames Street, have recently installed a 300 kilowatt service which will be large enough to carry their entire load. Although this is to some extent an emergency service, they carry between 40 and 60 kilowatts on our lines in order to cover the so-called guarantee charge.

In order to remove part of the overload from the generator, Yawman & Erbe Manufacturing Company, at Gates, has installed a 50 kilowatt single phase service in place of the 20 kilowatt service formerly in use. It is the intention to carry approximately 50 kilowatts in lights and heaters on the Rochester Railway & Light Company's service.

Electric Generation

The Bausch & Lomb Optical Company has purchased six sections of Garland Hotel Range, one surface combustion broiler and one Crandall-Pettee reel bake oven for its new restaurant.

The new 1500 K.W. 60 cycle railway rotary convertor at Station 5 was put in service on Saturday, September 28th, and is showing very satisfactory results. This machine makes it possible to almost double the railway output from Station 5.

The 3,000 K.W. lowering transformer recently installed at Station 35 was put in service October 29th, and affords a much needed additional source of supply for the 4150 volt, 60 cycle distribution system at that point.

The total generated load for October was 19,845,562 kilowatt hours, and exceeds the generation for the corresponding month in 1917 by 37% or more than 5,000,000 kilowatt hours. These figures show in a brief way the splendid response by our Company to the call of our government for increased production.

Fire at the steam generating plant of the Niagara, Lockport and Ontario Power Company at Lyons, New York, which started about 5 A. M. Sunday, October 20th, and caused considerable damage to the plant and equipment there, was also the cause of a serious shake-up to the local 25 cycle system, it being connected to the Niagara system at the time. The result was the development of trouble in No. 1 turbine generator at Station 3, making it necessary to remove the rotor, which involved considerable preliminary work.

Gas Manufacture

The Gas Works at Canandaigua has been seriously hampered during recent months by insufficient gas manufacturing equipment.

The plant comprises 3 benches of six retorts each, and a small water gas machine. One bench has been doing good work. One, recently rebuilt, has never developed proper temperatures, and consequently has not produced its quota of gas. The third bench was out of service entirely having been laid off for refilling, consequently the water gas set has had to be used daily to maintain supply. The machine was never designed for steady operation, but merely for emergency and peak demands, and its operation is a very expensive proposition.

In August it was decided to call upon the Parker-Russell Company to immediately refill the third bench, and after that was in operation to drop the poor bench and correct whatever fault in its construction was responsible for its poor operation.

These two measures are now accomplished, all three benches are successfully operating, and the water gas machine will be permanently laid off.

Besides these items, Congdon scrubber standpipes have been installed on the benches. The Congdon System comprises a standpipe for each of the three tiers of retorts, equipped with individual cut-off gates. In operation water is sprayed into the standpipes, travels counter-current with the gas, cooling it, condensing the pitch, and a great deal of the tar, finally washing it all down into a receiving sump. By this system the troubles due to choked standpipes are eliminated, resulting not only in improved working conditions, but by keeping the gas passage clean and open, materially increasing the capacity and efficiency of the settings.

Educational Lectures

The general educational lectures for 1918-19 will be given according to the accompanying schedule. The General Educational Committee has mapped out some live subjects which are certain to be interesting and profitable.

A special sub-committee, consisting of Mr. Frank C. Taylor, Chairman, Mr. Leo J. Sullivan and Mr. W. N. Whitney, has been appointed to supervise the work of the course in Industrial Fuel, given by the National Commercial Gas Association. Classes will be resumed in the near future to take up the second year's work of the Rochester & Light Company's course of study.

Athletics

The Industrial Athletic and Recreation Association has arranged a schedule for the Bowling League of the Association, whereby games will be rolled every Tuesday night at the Genesee Alleys. The Rochester Railway and Light Co. has a team in this league and it expects to win the prizes. The members are Ray Davis, Captain and Manager, Hart Houck, Ernest Friday, Frank Carlin, Harold Angst. The substitutes are Mitmeister, Schmitt and VanRiper. If you want to see some real rolling, come out Tuesday nights. Manager Davis will be glad to hear from other Company members who can roll.

**Rochester Railway & Light Company Educational Lectures
1918-1919 season**

Subject	Speaker	Gas Shop Dept. 8-9 AM.	Serv. Imp. Meter Rdg. and Teleph. Depts. 4-5 P.M.	Ind. & Domestic Sales Dept. 8-9 A.M.	Elec. Meter Dept. 4-5 P.M.
Appraisal Accounting.....	J. F. Putnam.....	Nov. 18	Nov. 19	Nov. 20	Nov. 21
Steam Generation.....	Chas. E. Hague.....	Dec. 17	Dec. 18	Dec. 19	Dec. 20
How to Succeed.....	Herman Russell.....	Jan. 21	Jan. 22	Jan. 23	Jan. 24
Steam Heating Service..	E. L. Wilder.....	Feb. 18	Feb. 19	Feb. 20	Feb. 21
Public Conscience & the Public Utility Corp....	J. C. Collins.....	Mar. 18	Mar. 19	Mar. 20	Mar. 21
The Company's Shop.....	E. R. Croft.....	Apr. 22	Apr. 23	Apr. 24	Apr. 25
Municipal Ownership of Public Utilities.....	R. M. Searle.....	May 20	May 21	May 22	May 23
The work of the Engineering Dept.....	F. J. Howes.....	June 24	June 25	June 26	June 27
The Company's Laboratory.....	C. G. Brown.....	July 22	July 23	July 24	July 25

Women in following departments
 Gen. Office except Con. Bookkeeping Dept. 8-9 A.M.
 Consumers Bookkeeping Dept. 8-9 A.M.
 All Depts. Except Gen. Office, 8-9 A.M.

General Address on Elec. J. F. Putnam..... Jan. 14
 General Address on Gas. J. F. Putnam..... Feb. 12

Gas Shop Meetings at Gas Shop
 Electric Meter Meetings at Electric Meter Dept.
 All other meetings at Company Assembly Room, Main Office.
 Attendance of employees in groups listed is required. Other employees may attend upon recommendation of own superintendent.

F. W. FISHER,
 Employment & Safety Manager.



Auditing



New Business

Net increase in consumers in first nine months of 1918

	Dec. 31, 1917	Sept. 30, 1918	Increase
Gas.....	78,657	79,096	439
Electric.....	27,774	28,823	1,049
Steam.....	51	55	4
	106,482	107,974	1,492

Net increase in consumers in twelve months ending Sept. 30, 1918

	Sept. 30, 1917	Sept. 30, 1918	Increase
Gas.....	78,277	79,096	819
Electric.....	27,233	28,823	1,590
Steam.....	51	55	4
	105,561	107,974	2,413

Statement of consumers by departments as of Sept. 30th

Sept. 30	Gas	Elec.	Steam	Total	Increase
1908	40,321	6,282	46,603	
1909	44,149	7,094	51,243	4,640
1910	50,263	8,420	58,683	7,440
1911	55,714	10,246	16	65,976	7,293
1912	60,313	12,435	19	72,767	6,791
1913	65,647	15,454	22	81,123	8,356
1914	69,232	17,833	30	87,095	5,972
1915	70,797	21,389	37	92,223	5,128
1916	74,869	24,540	41	99,450	7,227
1917	78,277	27,233	51	105,561	6,111
1918	79,096	28,823	55	107,974	2,413
Inc. in 10 Yrs.	38,775	22,541	55	61,371	61,371

Net increase in consumers by months

	1916	1917	1918
Increase in January	341	194	54
Increase in February	253 (Dec.)	19	56
Increase in March..	339	386	183
Increase in April....	684	608	322
Increase in May.....	765	568	508
Increase in June.....	645	726	292
Increase in July.....	616	713 (Dec.)	53
Increase in August..	777	669 (Dec.)	17
Increase in Sept.....	1225	554	147
	5,645	4,399	1,492

Subscribers to 7% preferred Stock

Number of Subscribers October 1.....	1,333
Number of Subscribers November 1.....	1,372
Number of Shares October 1.....	9,122
Number of Shares November 1.....	9,299

Miscellaneous Data

	Sept. 30, 1917	Sept. 30, 1918	Increase
Miles of Gas Main.....	445	488	43
Miles of Overhead Line.....	1,865	1,895	30
Miles of Underground Cable.....	1,067	1,136	69
Miles of Sub-way Duct	965	1,007	42
No. of Street Arc Lamps	1,582	1,717	135
No. of St. Inc. Lamps	8,071	8,733	662
Total No. of St. Lamps	9,653	10,450	797
No. of Employees.....	1,274	1,250 (Dec.)	24
Amt. of payroll (Mo.)	\$117,770.02	\$134,069.31	\$16,299.29

E. B. A. for Month of Oct. 1918

Receipts	
Bal. on hand Oct. 1st, 1918.....	\$1,541.91
Dues—Members.....	\$522.48
Dues—Company.....	522.48
Assessment No. 17—Members	.25
Assessment No. 18—Members	169.50
Assessment No. 17—Company	.25
Assessment No. 18—Company	169.50
Receipt for month of October.....	1,384.46
Total.....	\$2,926.37

Disbursements

Sick Benefits.....	571.01
Accidents Off Duty Benefits....	30.00
Accidents On Duty Benefits....	90.63
Death Benefit No. 18.....	400.00
Refunded Dues Members.....	.83
Refunded Dues Company.....	.83
Members' Military and Naval Exp.....	74.41
Payments for month of October.....	1,167.71
Bal. on hand November 1st, 1918.....	\$1,758.66

Membership

Membership September 30, 1918.....	715
Affiliated Month of October.....	12
Terminated Month of October.....	22
Loss.....	10
Membership October 31, 1918.....	705

Personals

Mrs. Gabrielle Gay Hough has assumed the management of the Company Lunch Room at West Station.

We are pleased to see Miss Frances E. Moore at her desk in the Gas Demonstration Department, after an absence of six months.

Mr. and Mrs. Harry J. Taillie are happy in the birth of a daughter, Marjorie Grace, on November 8th, 1918.

A daughter, Eleanor D. who was born November 7th, 1918, has brought new happiness to Mr. and Mrs. Harold O. Stewart.

Mr. W. H. Earle is some gas meter reader. He climbed over a pile of coke in his cellar to save the regular meter reader the trouble, and saw to it that he gave himself a \$20.00 gas bill for the month of September.

Mr. George W. Bailey escorted a party of superintendents from the Superintendents Group of the Manufacturers Council through Station 3, on September 25th, a group of students from the Government Employment Course at the University of Rochester, through Station 5, on September 5th, and October 2nd.

Word has been received that Captain Frank B. Baldwin has been promoted to the rank of major. Major Baldwin was the Company's examining physician at the time he was called into service about eighteen months ago. He is stationed at Honolulu and is attending physician at the Hawaiian Department Headquarters.

Mr. Hiram L. Smith of the U. S. S. Kentucky, Mr. John J. Schwon of Camp Mills, Long Island, and Mr. Clarence C. Heiden of Camp Upton, Long Island, called on their friends in the Company early in the month. Mr. Smith has been promoted to the rank of chief petty officer, Mr.

Schwon to sergeant, and Mr. Heiden to first class private.

Word has been received that Lieutenant H. O. Sommer of the Engineering Department, and Mr. Clarence Salisbury, of the Drafting Department, have lost their lives in the service of their country. Lieutenant Sommer was killed in battle the latter part of September, and Mr. Salisbury died of pneumonia in November.

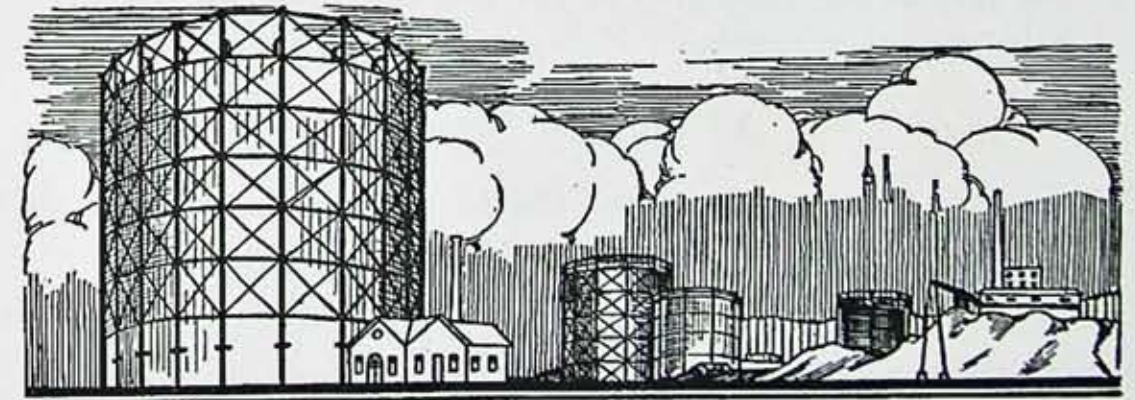
Among those who came to the Company in September and October are: Miss Matilda Hartman, stenographer, Miss Marie Julian and Mrs. Ella Whittaker, clerks Consumers Ledger Dept., Miss Ethel Sullivan, clerk Billing Dept., Miss Edith Neuheirl, teller Cashier's Dept., Miss Lillian Leason, Miss Pauline Rosner, clerks, and Miss Loretta Guinan, stenographer Appliance Dept., Miss Mae McLaughlin, clerk Order Dept., Miss Lucile Watson, operator Telephone Dept., Miss Sara Klein, stenographer Coke Sales Dept., Miss Anna Neff, typist Auditing Dept., Miss Rubie Bagney, laboratory assistant Engineering Dept., Miss Armeda Crothers and Miss Edith Leader, clerks Meter Reading Dept., Miss Lena Mills, clerk Electric Distribution Dept., Miss J. Koland, clerk General Construction Dept., Miss Mary C. Cudahay, armature winder Motor Dept., Miss Louise Bethany, clerk Station 3.

Mr. Norman F. Prince, chemist, and Mr. Roy L. Latimer, laboratory assistant Engineering Dept., Mr. Lewis Burdick and Mr. Walter Wilcox, specialmen Order Dept., Messrs. Earl F. Kennedy, Harold C. Mossey, Nicholas Wetzell, Edward Sweeting, Joseph Wronker, Charles A. Bishop, Harry Dean and Samuel Epstein, meter readers. Mr. Chester Kellogg, laboratory assistant West Station, Mr. Morris Lysschutz, messenger Mailing Dept., Mr. Alexander Italy, clerk Addressograph Dept., Mr. Henry Nesbit, clerk Credit Posting Dept., Mr. H. C. Pearson, collector.

Vim, Vigor, Victory

Although you think it can't be done,
The farthest goal will yet be won.
Despite your shrugs and little jeers,
A bolder man will breast the years
And live to hear his fellows' cheers—
There are no barriers but fears.
Before God's will and human skill
There'll never be a halting hill,
No obstacle that can persist.
Turn to the past and read the list
Of mighty things we have achieved
Because a few always believed
In better ways and fairer days
And looked where doubters could not gaze.
Down from the dawns of time they fought
Through savagery, and tilled and wrought
Until the desert earth gave yield
Of secret forces and revealed
Its hidden stores of mine and field.
But if they all had been like you,
We'd still know just what Adam knew.

—Herbert Kaufman.



War Industries Board and Fuel Administration Modify War-Time Restrictions

We take this opportunity to express to our customers and prospective customers sincere appreciation of the splendid spirit with which they co-operated with us in our efforts to conform to the requirements of the National Fuel Administration and the War Industries Board during the war.

While the war was on this Company endeavored by every means at its disposal to live up to the letter and spirit of restrictions put into effect in the interest of the successful conduct of the war.

Now that the war is over and restrictions have been materially modified, we feel it incumbent upon us to extend to customers and prospective customers the relief that such modification affords.

What We Can and Will do Now

We will resume taking orders for gas and electric services and will, as far as possible, give precedence to the orders we had on hand when restrictions went into effect.

We will resume the intensive selling of gas and electric devices and appliances, especially those which make labor-saving, comfort, cleanliness, convenience and economy in the home, factory and place of business.

Under the modification of the "lightless night" order we will resume the supplying of gas and electricity for window lighting of stores open for business during the evening hours.

As To Our Service

We will endeavor to render the best service possible consistent with the labor and transportation difficulties that confront us.

Rochester Railway and Light Company