

CIVILIAN NATIONAL MELON FIRM "JANS" A SALESMAN TO G. & F. RAILROAD

Leonard, Crosset & Riley, Who Are
Watermelon Distributors, "Farmed
Out" the Services of R. L. Arma-
cost, Who Has Been Developing
Melon Acreage in Georgia.

The Road Paid \$250 a Month for Mr.
Armacost's Help, and That He Was
Worth it is Made Evident By the
Statement That 2,000 Acres Are
Now Devoted to the Crop.

Augusta, Ga., April 27.—Late in December the Georgia and Florida Railroad announced: "To All Concerned: Effective January 1, 1916, Mr. R. L. Armacost is appointed assistant industrial agent with headquarters at Augusta, Ga. H. C. McFadden, traffic manager. Approved: D. F. Kirkland, general manager."

Mr. Armacost has been associated with Leonard, Crosset & Riley, the big watermelon distributors with headquarters at Cincinnati. It is understood that the Leonard, Crosset & Riley people claim that they loaned Mr. Armacost to the railroad for a period of four months at a salary of \$250 per month, presumably to help develop a larger watermelon acreage along the G. & F. so as to increase the tonnage. The four months will, of course, be up May 1 and it is understood that Mr. Armacost will then return to his regular duties with Leonard, Crosset & Riley.

As a salaried representative of the Georgia and Florida Railroad it would have been rather harsh treatment if Mr. Armacost was not furnished passes, and as such salaried representative he no doubt was entitled to ask for and receive passes on

every other line of railroad in the United States where the roads were willing to grant the courtesy.

Mr. Armacost is an experienced melon man and the fact that several thousand acres have been planted along the line between Augusta and Madison speaks well for him. If his duties as industrial agent put him in contact with the farmers who are growing the melons he ought to have become well enough acquainted with them to call them and their association managers "Sam," "Bill," "Tom" and "Al," which would be quite a feather in his cap in rounding up the acreage when he rejoins Leonard, Crosset & Riley around May 1. If he improved his time in keeping with his reputation for business sagacity, his firm ought to stand in first preferred position in securing the distribution of the crop. Of course, there could have been no motive back of the employment of Leonard, Crosset & Riley's man, Mr. Armacost, as assistant industrial agent. It was purely a selection based on ability and from Mr. Armacost's standpoint it would be no fault of his, if in doing his duty to his employer, the railroad, while perhaps using their passes, he became acquainted with practically all the

Mr. Armacost's
Washington

...ing to ... efforts to
shake it off, when he again resumes
his duties with Leonard, Crosset &
Riley. And should this acquaintanceship
turn out to be of assistance in
helping Leonard, Crosset & Riley to
tie up acreage on that road Mr. Arm-
acost would naturally not be to blame,
simply because he may have tried to
conscientiously earn the \$250 a month
salary and merit passes if any were
extended to enable him to visit, be-
come acquainted and help boost the
melon acreage. These are mere inci-
dentals that will accrue to a man who

does his duty, his wishes to the contrary notwithstanding.

The Interstate Commerce Law forbids undue preference to one shipper over another on interstate shipments, but the law might not apply if a railroad were to employ a man connected with a shipping firm provided he was disconnected at the time he was working for the road although the matter of the sincerity might properly be considered by the courts.

A railroad pass can be given for travel wholly within a single state, provided it is not in conflict with the state laws and under such circumstances the interstate commerce law would not have any jurisdiction, unless, of course, it had some effect in giving a shipper an advantage in the handling of interstate freight shipments. The federal law is a very complicated affair in this respect. In one section the interstate commerce law provides "That it shall be unlawful for any common carrier subject to the provisions of this act to make or give any undue or unreasonable preference or advantage to any particular person, company, firm, corporation,

or locality, or any particular description of traffic, in any respect whatsoever, or to subject any particular person, company, firm, corporation or locality, or any particular description of traffic, to any undue or unreasonable prejudice or disadvantage in any respect whatsoever."

Another paragraph of the law provides, "That if any common carrier subject to the provisions of this Act shall, directly or indirectly, by any special rate, rebate, drawback or other device, charge, demand, collect or receive from any person or persons a greater or less compensation for any service rendered, or to be rendered, in the transportation of passengers or property, subject to the provisions of this act, than it charges, demands, collects or receives from any other person or persons for doing for him or them a like and contemporaneous service in the transportation of a like kind of traffic under substantially similar circumstances and conditions, such common carrier shall be deemed guilty of unjust discrimination, which is hereby prohibited and declared to be unlawful."

Cincinnati, April 28.—At the office of Leonard, Crosset & Riley here this week it was stated that they had simply loaned R. L. Armacost to H. C. McFadden, traffic manager of the Georgia and Florida Railway, at a salary of \$250 a month and that on May 1 his four months' service expires when he will return to his old job as solicitor for them. Mr. Armacost has written the firm that over 2,000 acres have been planted to watermelons along this line between Augusta and Madison. It is not stated whether this increased acreage will be handled by his firm or not but it is to be presumed that others in the trade will handle some of the output of the growers and shippers, provided Mr. Armacost has not already tied up the supply.

