

NORFOLK & WESTERN

OFFICE OF COMMER

P. C. HODGE
COMM

C. F. CARSON
J. E. CUMMINS
TRAVELING FREIGHT AGENTS

TOLEDO, O., April 18, 1914.

Refer to file No. 18

Mr C H Brown,

Agent, N&W Ry.

Columbus, O.

Dear Sir:-

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Your personal letter April 14th. I do not think the writer of the letter referred to has gone very far wrong in making the suggestions he did, as a matter of fact, I would like to see some such instructions gotten out by our people which would properly come, I presume, from the Accounting Department, for this reason. We lose any amount of business through mistakes made in waybilling from this territory principally on account of the agents either at point of origin or junction point, where re-billing is done, leaving off the route as shown on the original bill of lading. If the originating agent could be educated as to the waybilling of shipments on Virginia Gateways where through billing arrangements are in effect, there would be little chance for the junction agent to leave off the route that is shown to him on the waybill and of course would lessen the chance of the originating agent disregarding bill of lading instructions as he would have to select his route before making his waybill. I think, however if such a circular could be gotten out it should more clearly point out the manner of billing in order to benefit our long-haul routes. If you think well of the idea, will not you suggest to Mr Macdowell the issuance of such a circular.

Yours truly

P. C. Hodge

Commercial Agent.

