

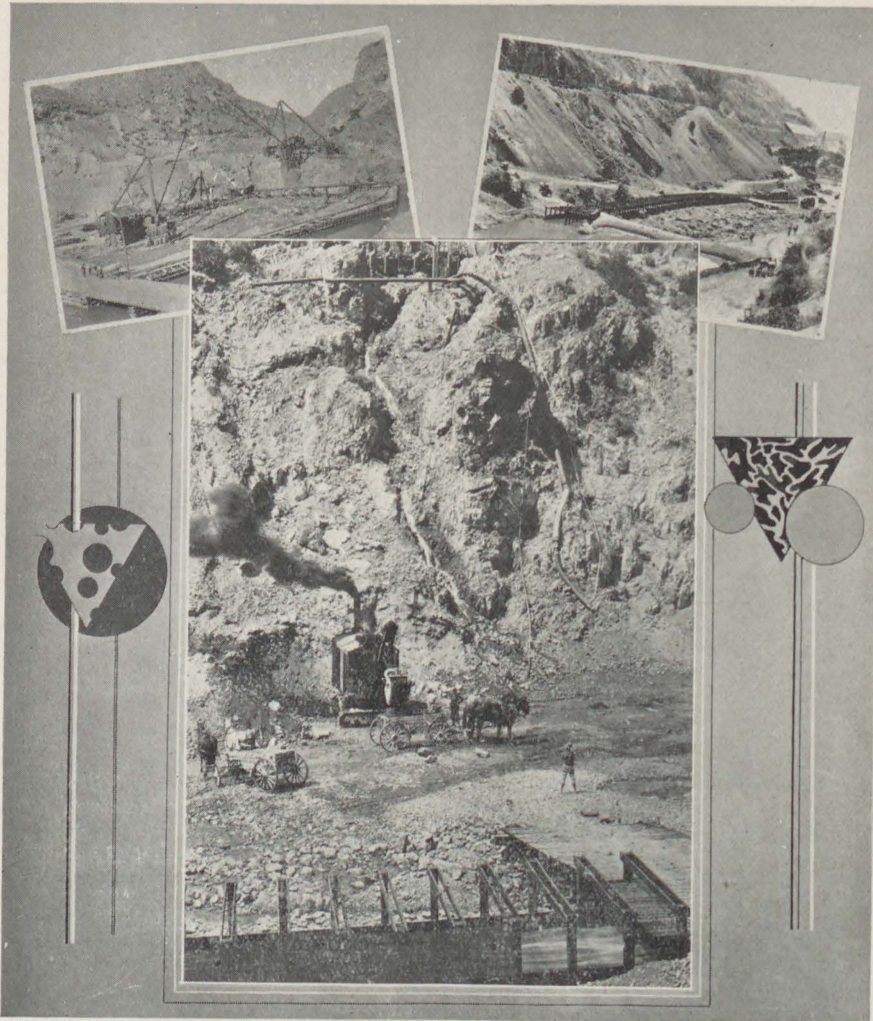
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GOOD PROGRESS BEING MADE AT CUTLER

Our correspondent at Cutler sends in the following report of what's doing at that place, which we are sure will be of interest to our readers:

"Work here is going on apace, with three steam shovels and an equal number of derricks at work moving earth and rock at station and dam sites. Cofferdams are in, new roads are completed and in use, narrow gauge railroads are being laid, new bridges are being crossed by dump cars and trucks, more spurs are being run in the yards, and the No. 1 warehouse cat has kittens.

"Material is coming in by freight and truck, and leaving the yards by wagon, truck and tractor. Everyone



RECENT VIEWS OF WORK AT CUTLER.

Upper left—Power house coffer dam construction. Upper right—Unwatering operations at dam diverting flume completed. Lower—Excavation at west end of damsite.

is developing good wind, as it is a case of climbing or else going up hill. The only rides you catch are when you are dropping down the hill.

"With new drill-sharpening machines in use in connection with oil burning heaters the rock will have to give way, but it is sure tough on drills.

"The sprinkling wagon is in commission, and we are grateful. It was getting pretty dusty.

"Frank Rozelle's car is never still.

"With three shifts working at drilling, shooting and mucking out, it requires three stages and many cars to get men over and back to Logan and points east, west and south, as well as many lunches put up, and meals at all hours in camp. There are close to four hundred on the payroll, with about a hundred and fifty staying in camp, the rest being native sons.

"We have three blacksmith shops half a mile apart, and two warehouses similarly separated.

"The scheme of unwatering used at the dam has involved the construction of a rock-filled timber crib diverting dam located upstream from the site of the concrete dam. Along the east bank of the river a timber flume has been constructed to carry the river flow past the foundation area for the concrete dam. There is sufficient fall in the stream bed so that pumping is not required at present, but pumps will probably be used for later stages of the work. The present stage of the unwatering at the dam was completed about July 17. After some of the concrete work has been done the river will be diverted through sluices in the dam.

"At the power house site a timber crib coffer dam was constructed around the tailrace area. The cribs were filled with rock and puddled with earth. Because of the depth of the water in which the coffer dam was constructed, which in places reached fourteen to sixteen feet, the unwatering pump was operated only intermittently at first to give the puddle material time to settle and drain. The interior was not completely pumped out until July 15. The pump used was a 5 in. centrifugal pump. There is practically no leakage through or under the coffer dam. The water being pumped at present comes from springs on the west bank of the river. Additional water is expected as the excavation proceeds.

"Large excavations have been com-

pleted in the construction of the East Wheelon-Cutler road, which is a permanent road connecting with existing private roads leading to county highways in the vicinity and which will be the principal means of access to the Cutler station from the surrounding territory as well as means of conveying materials and equipment and about 1500 cubic yards of solid rock excavation."



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Salesmanship is the alarm clock of modern life. It has awakened the world to every good thing it possesses and enjoys.

The most effective sales speech in the world is "Wake Up!"

What your prospect thinks seems sound and right to him because he has been in the rut of that thought so long. What fixes most people's opinions is not intensity of thought, but the length of time they have carried a thought around with them.

Most people do not think. They need a salesman to think with them—which all but means thinking for them.

Others think and know, but act only when a dynamic force, like a real salesman's personality, pushes them to it.

Being so alive that you ignite others is nine-tenths of what is embraced by the broad term—Salesmanship.

Salesman Are Self-Trained

A salesman is a man who has trained himself to be affable, in spite of a natural inclination to flare up when occasion seems to warrant it.

A salesman is a man to whom "not interested" has come to mean that there is a slight, temporary hitch in a negotiation he is arranging.

A salesman is a man who has stamped out of himself the qualities which he found a handicap to his professional ambitions, and who has zealously developed those other qualities which he has come to recognize as essential to success in sales work.

—The Alarm Clock Bulletin.