M.R.O. I—71,000—8-5-32.

(1) Number of pages.....

(2) Date of repair.....

(3) Initials of the Reference.....

MADRAS RECORD OFFICE.

Government of Madras.

Public (Misc.) DEPARTMENT.

G.O. No. 2415-15 Press Mss.

Dated 11-10-15

Not to be folded or roughly handled

No. 235. Read the following letter from the Consulting Engineer for Railways, to the Secretary to Government, Public Works Department, dated Madras, 6th September 1872, No. 476:—

On receipt of your letter, dated the 2nd instant, No. 7, I asked the Agent of the Carnatic Railway Company, who had already alluded, in conversation, to the proposal of having paid Traffic Canvassers, to put in writing his views on the subject for the information of Government, and I have the honour to enclose a letter* which I have to-day received from him.

* No. 517, dated 5th September 1872.

2. The duties which I would propose to assign to the Traffic Canvassers are very similar to those which the Traffic Manager of the Sindh, Punjab, and Delhi Railway expects to secure from the Station Masters by supplementing their salaries. The difference, however, would be this, that while a Station Master has little or no time to spare, except by neglecting his immediate and important duties, a Traffic Canvasser could devote his whole time to making inquiries as to the extent and nature of the traffic by road to and from the towns and villages within his range, and the directions in which it travels, and to ascertaining the causes which induce it to take the road in preference to the rail. He should make himself well known to all the principal traders within his range, and should inquire into their grievances against the local Railway servants, encouraging them to bring forward well-founded complaints, and showing them how to obtain redress. As remarked by Mr. Fisher, he should be in constant and direct communication with the Traffic Manager.

3. To exemplify the proposal, I would suggest that, on such a line as the Great Southern of India Railway, there should be two men employed as Traffic Canvassers. Of these one would probably deal with the stations between Negapatam and Tanjore, and the other with the longer but poorer portion of the line to the west. Taking the first of these, he ought to be constantly on the move, not only among the different stations in his range, but among the neighbouring towns and large villages, such as Manargoody, Combaconum, Tirewadi, Nagore, etc. He should ascertain the directions in which the principal traffic flows to and from these places, and what proportion of it could probably be diverted to the rail. He should advise the Traffic Manager as to the rates necessary to secure any particular article to the Railway, and he should keep him well-informed as to the constantly changing ebb and flow of merchandize in different directions. An intelligent man in such a position, who felt that his "raison d'être" consisted simply in the amount of traffic which he secured for the Railway, would, in my opinion, be a very valuable auxiliary to the Traffic Manager, and would be well worth the sum, Rupees 50 per mensem, which Mr. Fisher proposes to assign to him as fixed salary. In addition to that, he should also receive a per-centage on the result of his exertions in the Company's behalf; but it should be clearly understood that the continuance of his employment by the Company depended entirely upon the value of his services.

Proceedings of the Madras Government, Public Works Department,
14th October 1872.

From the Agent and Manager of the Carnatic Railway Company, to the Consulting Engineer for Railways, dated Madras, 5th September 1872, No. 547.

In reply to your letter No. 214, dated the 4th instant, I have the honour to state that the limited experience I have had in this country does not enable me to offer a more precise opinion respecting the employment of Traffic Canvassers in India than that which I have already expressed in my letter No. 503 of 25th July last.

2. The number to be employed over a given length of Railway must, I think, depend upon the number and importance of the stations embraced in that length, but probably if a Canvasser were enabled to devote a day regularly in each alternate week to visiting persons in the neighbourhood of each station who are in the habit of sending or receiving goods, and pointing out to them the cost of conveyance by railway, the time in which the goods could be conveyed, and generally the superior facilities which are afforded by railway over other modes of conveyance, I think some beneficial results would accrue.

3. It should be the duty of the Canvasser also to acquaint himself with the particulars (cost and description of traffic) of goods conveyed by other means, and promptly to report such circumstances to the Traffic Manager, in order that suitable arrangements might be made for securing their conveyance by railway.

4. It should also be the duty of the Canvasser to encourage the traders to communicate freely any grievance which might be felt, to see that no delay was occasioned by a deficiency of wagons or by inattention at the station, in order that circumstances of this kind might be promptly brought to notice and remedied; and to afford explanations as to charges or other matters about which irregularity may have taken place, or have been supposed to have taken place.

5. The pay of such an officer is a question which must, I think, depend upon varying circumstances and localities; probably, however, Rupees 50 per mensem would obtain the services of an intelligent and industrious native officer; and where the average value of the traffic can be fairly ascertained, he might have such a per-centage upon the increase as would admit of his pay rising to Rupees 100 a month, and he should be in constant and direct communication with the Traffic Manager. These are but crude opinions, but I submit them in compliance with your request for what they may be worth.

No. 236. Order thereon, 14th October 1872, No. 2,414.

RAILWAY, No. 34.

Ordered that the following letter be sent:—

(Here enter No. 2,415, dated 14th October 1872.)

(True Extract.)

Colonel, R.E.,
Secretary to Government.

To the Consulting Engineer for Railway.

Exd. S. T. Austin.

Public Works Department,
Ootacamund, 14*th October* 1872.

No. 237. No. 2,415.

To

The SECRETARY to the GOVERNMENT of INDIA,
Public Works Department.

RAILWAY, No. 35.

Sir,—In continuation of my letter No. 2,136, dated 7th September 1872, I am directed to forward the accompanying letter from the Consulting Engineer for Railways in which he describes the duties he would assign to the Traffic Canvassers alluded to, and to state that His Excellency the Governor in Council sees no reason to modify the opinion already expressed that their employment would be an arrangement of questionable utility.

I have the honour to be,
Sir,
Your most obedient servant,

Colonel, R.E.,
Secretary to Government.

Exd S. .T. Austin.

Carnatic Railway Company, Limited, 51

AGENT'S AND MANAGER'S OFFICE,

MADRAS. 5th September 1872.

No 547

From

J. J. Fisher Esqre

Agent & Manager

Carnatic Railway Co

To,

Lieut Col. J. M. Shaw Stewart R.E.

Consr Engr for Railways

Sir,

In reply to your letter No 214. dated the 4th Inst. I have the honor to state that the limited experience I have had in this country does not enable me to offer a more precise opinion respecting the employment of traffic Canvassers in India than that which I have already expressed in my letter No 503 of 25th July last.

The number to be employed over a given length of Railway, must I think depend upon the number and importance of the Stations embraced in that length but probably if a canvasser were enabled to devote a day regularly in each alternate week to visiting persons in the neighbourhood of each station who are in the habit of sending or receiving goods and pointing out to them the cost of Conveyance by Railway, the time in which the goods could be conveyed, and generally the superior facilities which are afforded by Railway over other modes of conveyance I think

some

some beneficial results would accrue.

It should be the duty of the canvasser also to acquaint himself with the particulars / cost and description of traffic / of goods conveyed by other means and promptly to report such circumstances to the Traffic Manager in order that suitable arrangements might be made for securing their conveyance by Railway.

It should also be the duty of the Canvasser to encourage the traders to communicate freely any grievance which might be felt to see that no delay was occasioned by a deficiency of waggons or by inattention at the station, in order that circumstances of this kind might be promptly brought to notice & remedied, and to afford explanations as to charges or other matters about which irregularity may have taken place, or have been said/proved to have taken place.

The pay of such an officer is a question, which must I think depend entirely upon varying circumstances & localities, but probably however Rs 50 per mensem would obtain the services of an intelligent & industrious native officer, and where the average value of the traffic can be fairly ascertained, he might have such a per centage upon the increase as would admit of his pay rising to —

Rs. 100 a month, and he should be in constant & direct communication with the Traffic Manager. These are but crude opinions, but I submit them in compliance with your request, for what they may be worth.

I have the honor to be
Sir
Your most Obed.t Servt.
Jos. F. Fisher
Agent & Manager.

RAILWAY DEPARTMENT. CONSULTING ENGINEER'S OFFICE.

No. 476

From Lieut Col J. H. M. Shaw Stewart R.E.
Consulting Engineer for Railways,

To Colonel G. F. Walker R.E.
Secretary to Government,
Public Works Department,
Fort Saint George.

SIR,

On receipt of your letter dated the 2d instant, No 7, I asked the Agent of the Carnatic Railway Company, who had already alluded in conversation to the proposal of having paid traffic canvassers, to put in writing his views on the subject for the information of Government and

From the Agent & Manager
Carnatic Railway Co Ltd
Madras

To The Drawing Engineer for
Railways -

Dated 5th February 1872
R.D. G.

No 5467
P.W.D. 4356/72.
Submit observations on
the annexed for Mr
Ashburner -

and I have the honour to enclose a letter* which I have today received from him.

*No. 547 dated 5th Sept. 1872.

2 The duties which I would propose to assign to the traffic canvassers are very similar to those which the traffic manager of the Sindh, Punjab, and Delhi Railway expects to secure from the station-masters by supplementing their salaries. The difference however would be this. That while a station-master has little or no time to spare, except by neglecting his immediate and important duties, a traffic canvasser could devote his whole time to making enquiries as to the extent and nature of the traffic by road to and from the towns and villages within his range, and the directions in which it travels; and to ascertaining the causes which induce it to take the road in preference to the rail. He should make himself well known to all the principal traders within his range, and should inquire into their grievances against the local Railway servants, encouraging them to bring forward well-founded complaints, and showing them how to obtain redress. As remarked by Mr. Fisher, he should be in constant and direct communication with the traffic manager.

3

To exemplify the proposal, I would suggest that, on such a line as the Great Southern of India Railway, there should be two men employed as traffic canvassers. Of these one would probably deal with the stations between Negapatam and Tanjore, and the other with the longer but poorer portion of the line to the west. Taking the first of these, he ought to be constantly on the move, not only among the different stations in his range, but among the neighbouring towns and large villages, such as Manargoody, Combaconum, Tiruvadi, Nagore, &c. He should ascertain the directions in which the principal traffic flows to and from these places, and what proportion of it could probably be diverted to the rail. He should advise the Traffic Manager as to the rates necessary to secure any particular article to the railway, and he should keep him well-informed as to the constantly changing ebb and flow of merchandise in different directions. An intelligent man in such a position, who felt that his raison d'être consisted simply in the amount of traffic which

which he secured for the Railway, would in my opinion be a very valuable auxiliary to the Traffic Manager, and would be well worth the sum, Rs 50 per mensem, which Mr. Fisher proposes to assign to him as fixed salary. In addition to that, he should also receive a percentage on the result of his exertions in the Company's behalf; but it should be clearly understood that the continuance of his employment by the Company depended entirely upon

upon the value of his services:

I have the honour to be,

Sir,

Your most Obed. Servant,

Mauritius
6 Sept
1872

Maurice Lindsay R.E.

Cons Engr for Railways

P. W. 1872 Railway Dept. Proc. of Govt for Oct.
No. 4384.

RAILWAY DEPARTMENT.

1872.

From

The Consulting Engineer
for Railways,

To

The Secretary to Government,
P. W. Department,
Fort Saint George.

Dated 6 } September 1872.
Recd. 7 }

Enc. 1.

No. 476

Enclosing a letter from the Agent of the Carnatic Railway No. 5478/5 "Sept^r 72 regarding traffic Canvassers - No 2414 - 2415 - 14 "Sept^r

No 285

Read 16 Oct^r to Letter to Govt

alluded to. Inclosure 6

I am to state that it is the intention of His Excellency the Governor that I should forward in Council is of opinion that the experiment might be tried for a couple of years on each of the open lines of Railways. But consideration that the impossibility of correctly estimating the extent to which any recognized increase of traffic receipts might fairly be attributable to the action of the Canvassers precludes the notion of

L.S.

A.P.

of remunerating them otherwise than by fixed salaries; subject to moderate half yearly increments at the pleasure of the Agent if satisfied with them.

Lww

Traffic
Conversancy
&
Dumping Ground
of

P.W. Dept.

No 2414.

Proceedings of the Madras Government
Under date the 14th October 1872
Read the following
From the Consg Engr for Railways Hore enter No 4767 of 12th Sept 1872
To the Conservancy Dept. Ordered that the following
letter be sent.=

No 2415.

The Secretary to the
Government of India

Sir,

In continuation of
my letter No 2156 dated
7th September 1872, I am
directed to forward the
accompanying letter from
the Consulting Engineer
for Railways, in which
he describes the duties he
would assign to the Traffic
Conservators alluded to, and
to state that His Excellency
the Governor in Council
does no reason to modify

Cr 18 Sheets

the opinion already expressed
that their employment would
be an arrangement of questionable
utility. —

Genn

Desp. 19/10/72 with 7 Encs
Govt. 2414 of 1872

No 384

Govt. of {1872} Madras.

PUBLIC WORKS.

To The Secretary to the Govt of India for Railways and To The Secretary to the Govt of India

Dated

Read. Encl. 1

G. O. 14 dated 1872. No. 2414-2415

Nos. 235-236 & 237

Traffic Canvassers. Pacing

Orders on letter from the Govt. of India for Railways submitting particulars of the duties, to be assigned to the proposed Traffic Canvassers.

Forward copy of letter from the Govt of India for Railways submitting particulars of the duties to be assigned to the proposed Traffic canvassers.