The streamliner Ann Rutledge pauses at Bloomington, Illinois on her run between Chicago and St. Louis. The ground floor of the three-story building is GM&O’s passenger depot, used also by N.Y.C.

The building is also operating Divisional Headquarters of the Northern Region and the Traffic Department has a Division office there.

Martín and Panelists Advise Community Leaders

How To Attract New Industries

Last month more than 400 community leaders met in Peoria to hear a panel of eight industrial relations experts advise how best to attract new industries to their localities.

On the panel was Vice President T. T. Martín who heads GM&O’s Industrial Development Department. Confessed Mr. Martín after a quarter century of industrial work, “nothing is harder, more frustrating, more intriguing and more rewarding than finding industrial prospects.” No. 1 tool available to all communities in this search, he listed the resourcefulness of its townspeople.

Some of Mr. Martín’s pointers to the inquiring community leaders:

Efforts to secure a major industry re-
quire sustained and exhaustive work, and the aids of many agencies. The agencies most available (1) State Chambers of Commerce. (2) Nearest metropolitan Chambers (3) Utilities. (4) Railroads.

The Chamber of Commerce groups have much general information and other important data . . . receive many requests for information direct from prospects or their representatives . . . but need more specific information as to local attitudes, available sites (including service facilities) and the advantages communities consider they have to offer.

State Chamber has one objective to loca-
tate industry within state. Metropolitan

(Continued on Page 2)
Martin And Panelists Give Pointers

(Continued from Page 1)

Chamber's interest definitely in developing any community within its trading area.

Industry affords utilities and railroads direct markets for services, and through increased purchasing power created by its payroll and supply expenditures, a sometimes larger indirect market. They want to help locate industry.

Because GM&O has representatives in 44 cities in addition to its industrial staff, it, like other railroads, can relatively easily and economically contact industries expanding or relocating.

Most utilities and railroads regard industrial tip from a community as exclusive to the community and will not suggest other locations until released.

The very finest possible prospect is the one a community develops exclusively...usually a smaller industry, whose problems do not require specialized engineer-

ing help. There are many in this field on the move in comparison to the larger plants seeking locations.

Pointers Listed in this Field

Analysis of prior plant location as a suggestion to other plants to meet demands in the same sales territory.

Existing industries to suggest kind of plants who can manufacture basic materials.

The awakening of every citizen who contacts the public to the communities advantages from an industrial location standpoint.

Summed up railroadman Martin, "Your efforts must be in good faith and your information factual," but qualified his remarks with story about an overly zealous cafe waitress who advised an industrial prospect, "Mister, this town is just a cemetery with lights."

DECEASED

Retired Engineer A. B. Reynolds, Jackson, Tennessee, at Jackson on June 9, 1955. Mr. Reynolds was born in St. Louis, the son of Col. Alfred Reynolds of George-town, Virginia. He was associated with this railroad for forty-one years as a locomotive engineer, retiring in 1948. He is survived by his wife and seven daughters.

Retired Switchman L. J. Fallon, who entered service as brakeman on September 3, 1918 and transferred to switchman in 1920 and retired on June 6, 1953, died at St. Louis on June 8, 1955. He is survived by his wife, who lives at their home at Springfield, Illinois.

Mrs. Charlotte W. Googe, who served GM&O as relief agent at Rienzi during World War II, died May 27. She is survived by her husband, Dr. George W. Googe, GM&O local surgeon at Rienzi; one son, George W. Googe Jr., assistant chief dispatcher at Jackson, Tennessee; and three daughters one of whom, Miss Louise Googe, is GM&O agent at Rienzi.

Passenger Conductor Thomas S. Roe, Springfield, Illinois, at Springfield on June 7. Mr. Roe entered service as a brakeman on July 24, 1909 and was promoted to freight conductor in 1913 and to passenger conductor 1943. He was elected general chairman Order Railway Conductors and Brakemen on May 1, 1949. He is survived by his wife.

Train Caller Louis L. Blevins, Meridian, Mississippi, at Meridian on June 13, 1955. Mr. Blevins was employed at Tuscaloosa, Ala. on February 9, 1933. He is survived by his wife, one son and one daughter.

(Continued on Page 7)
Miss Mayhall Receives National Appointment

Miss Clara Mayhall, Interline Government Division Clerk in the Passenger Department of GM&O, and former president of the Mobile Chapter of the Railway Business Women's Association, was honored last month by being appointed as Chairman of Public Affairs of the National Association of Railway Business Women for 1955-56.

The appointment was made by Mrs. Bessie Ross at the annual convention held in Chicago.

The N. A. R. B. W. has 7,000 members in 46 chapters and is divided into five districts. The Public Affairs Committee is composed of the National Chairman and one member from each district.

One of the important purposes of the N. A. R. B. W. is to create loyalty and stimulate pride in railroad transportation among its members, and to promote a better understanding of transportation problems and the operation of the transportation industry by the general public.

The Public Affairs Committee, to which Miss Mayhall has been named, promoted this purpose by stressing the many advantages enjoyed by railroad employees and by keeping the individual chapters informed, on an educational basis, of various bills and resolutions introduced in Congress which affect our railroads.

Miss Mayhall has been associated with the Gulf, Mobile and Ohio for thirty-five years, and is a charter member of the Mobile chapter of the N. S. R. B. W.

District No. 4 Keeps Plugging Safety

Over a hundred Maintenance of Way employees and their families were on hand at Jacksonville, Illinois on June fifth to celebrate their fourth consecutive year with no lost time accident.

Of 24 safety slogans submitted, that of Carl Mullen was selected for the first prize of an Elgin wristwatch. It was, "Safety doesn't cost you anything until you forget it."

Asst. Chief Special Agent Bill Jess of Springfield made the pictures below.

The crowd assembled to watch the games, and saw Terry Hillman, center, win the boys' pillow race.

Charles McGee's grin was as bright as the chest of silver which he won as a drawing prize. Chief Engineer B. V. Bodie at left.

In the women's division, left to right, Mrs. J. Jouett won a roaster, Mrs. C. Perce a table lamp, and Mrs. C. Alfred at TV lamp.

DECEASED

(Continued from Page 2)

Conductor John Allen Hopper, Meridian, Mississippi, at Mobile, Alabama on June 19, 1955. Mr. Hopper was employed by this company in 1916. He is survived by his wife and one son.

Retired Machinist Adolphus Allen, Jackson, Tennessee, at Jackson on May 23, 1955. Mr. Allen was a machinist with this company for forty-seven years until his retirement in 1954. He was sixty-eight years old. He leaves his wife, one son and one daughter.

Retired Engineer Elmer Marvin Harrison, Jackson, Tennessee, at Jackson on June 6, 1955. Mr. Harrison entered service of this company on January 6, 1911 and retired July 2, 1948. He is survived by his wife and one daughter.
All Passenger Diesel's Visit
St. Louis Facility

GM&O engines are brought to diesel pit adjoining Union Station within minutes of their arrival in St. Louis. At this facility all diesels of Northern Region are maintained, and those of Southern Region are serviced.

George Southard cleans filters at the cleaning vat. Filters are cleaned in cleaning solution, rinsed in hot water bath, drained, and then dipped in oil bath. Excess oil is drained off and they are stored in heated container until used.

Machinist B. J. Sorrell inspects piston carriers at the magniflux machine. This machine is used in detecting flaws in diesel parts. There are two parts of the magniflux equipment: One, a stationary machine, and the other a moveable part for inspecting equipment outside the shop.
"A passenger, taking it easy on a clean, air-conditioned train, would be amazed to know how many men worked to have that train on the tracks," remarked Master Mechanic Ed Johnson as he watched Electrician B. L. Plunket and Machinist Car Morger, Jr., remove wheel and traction motor assembly from diesel in the GM&O diesel pit in St. Louis.

But Johnson, under whose supervision the diesel pit and adjoining coach yard operate, is in better position to understand the intricacies of train upkeep than the passenger, for he has been in that phase of GM&O railroading since 1935, and at the St. Louis facility as master mechanic since 1947.

Adjoining the Union Station yard, GM&O's maintenance station in St. Louis operates 24 hours a day on a seven-day week. From the coach yard a hundred passenger cars are dispatched daily, and at the diesel pit, all passenger diesel units on the Northern Region are maintained complete, and those of the Southern Region are serviced.

The diesel is brought to the pit within five minutes of its arrival in Union Station, and the crew gets to work on it. It is inspected for defects, fueled, and serviced, and any maintenance work necessary is performed. It is then available for engine crews, who take it away within half hour of train departure time.

A log book is kept on each engine, and at every 5,000 miles a maintenance is done on it, each part being checked according to maintenance chart.

Passenger car equipment is serviced at the adjacent coach yard, and the office force of the Mechanical Department is housed just beyond in a five story commissary building.

Master Mechanic Ed Johnson, seated, and Chief Clerk Virgil Downing in Mr. Johnson's office adjoining the coach yard. Johnson has been at St. Louis facility since 1947.

General Diesel Foreman E. H. Irwin tests oil at oil control cabinet. The viscosity of oil and condition of water and oil is checked at this control cabinet at each inbound trip.

Crew on hand at St. Louis diesel pit after arrival of Rebel.

This picture shows the vast business of brake shoes in the St. Louis area. Machinist Helper W. W. Gauen at the scrap brake shoe pile, an accumulation of less than two weeks' time.

Machinist Inspector A. J. Schiller makes out inspection report after inspecting inbound diesels. The charts shown behind Mr. Schiller are inspection records of diesels at the pit, and are available for maintenance forces.
NEWS AT A GLANCE

AGREEMENT ON LEGISLATIVE POLICY AIDS

Executives of 22 standard railroad labor unions and a committee of the Board of Directors of the Association of American Railroads met in Washington June 15. At the close of the meeting they issued the following joint statement:

"After careful consideration of the proposals now before Congress to create a modern transportation policy, the railroads and railroad labor are in agreement as to most of the major objectives of the legislation.

"As the Presidential Advisory Committee has pointed out, this nation needs and must have a strong and healthy common carrier transportation system. This can be achieved only through the establishment of a public policy which will give all forms of transportation an equal opportunity to compete for the available traffic.

"Under such modernized policy, not only will the various forms of transportation be able to do the job for which they are best suited, but the public also will benefit from better transportation service at lower cost.

"Consequently, the railroads and their employees will support the principal aims of the legislation and will work together to bring about a public understanding of the great need for prompt enactment of remedial measures."

EDITORIAL HIGHLIGHTS ON THE CABINET TRANSPORT COMMITTEE REPORT

"The essence of the committee's report . . . is that greater freedom of competition would yield billions in savings to shippers and the consuming public . . . It is by no means proposed that the carriers be allowed to do as they please. The object is . . . to put the emphasis on competition instead of controls. Certainly this is philosophically correct — to place all parts of transportation on more of an equal basis and to spur private enterprise." — New York Herald-Tribune.

The main purpose . . . "is to give to the railroads, and indeed, all other forms of transportation, something like the same right to price their services and run their affairs that other men in competitive business enjoy. The sooner that is done, the better for the country, for there is no better way to strengthen their transportation companies than to give them an incentive to strengthen themselves."
—Chicago Tribune.

Editor's Note: Senate bill S 1920 and House bills, H. R. 6141 and H. R. 6142 (identical bills) were introduced early in May, at the request of the Secretary of Commerce, to implement the recommendations of the Report. No hearing dates have been set as yet.

U.S. SALES TAX ON TRANSPORTATION TOTALS $52 MILLION A MONTH

Federal taxes on the sale of passenger tickets, Pullman tickets, and freight and express shipments yielded the United States Government $624 million during the calendar year 1954.

From the time these transportation taxes were first imposed on passenger and Pullman fares in October, 1941, and on freight and express shipments in December, 1942, to the end of December, 1954, all agencies of transportation have collected and paid to the federal government a total of $6,612,000,000, of which $2,841,000,000 was from passengers and $3,772,000,000 was from freight and express. A large percentage of the total was collected on railway transportation.
What Becomes of Ex Hostesses?

most Get Married and Have Families. Norma Addison was an exception to the fact that most hostesses marry the boy back home. She met husband Harry Schloes aboard the Rebel. They live in Chicago with children, Debbie, Susan, Addison, and Dianne.

A Few Enter the Business World. Hazel Carter Gardner is librarian in Northeast Mississippi Junior College at Booneville.

Some Go Traveling Even More. Jewel Kruse and Margaret Halbrook stayed two years in Hawaii.

former Hostesses are Scattered from Alaska to Alabama. 1. Jane Hutchinson Hart makes a home for Lt. Hart and "Chet" at Anchorage, Alaska. 2. Louise McLean Wilson has a summer home on South River near Annapolis, Md. The Wilsons live in Pittsburg, where Mr. Wilson is an executive with Westinghouse Corporation. They say they advertise GM&O every day, for their car tag reads 2-GMO-6. 3. Evelyn Coker Kleber and Lt. Kleber of the Navy have moved with Chris (2 years) to Coronado, California from Hawaii, where Lt. Kleber was stationed when he and Miss Coker met and were married. 4. Dorothy Christopher Garrard is one of a colony of GM&O ex-hostesses living in St. Louis. Mr. Garrard is a General Poultry Sales Manager of Ralston Purina Co. Dorothy is shown here being presented by Purina Board Chairman Danforth with the "only chick which could come between you and Warren."

Twentieth Anniversary
For GM&O Hostesses

It was twenty years ago this month, on a hot July day, that America's first train hostess as she is known today began her regular run between Jackson, Tennessee and New Orleans on the GM&O Railroad.

Since that time, hostesses or their equivalent, have been added to scores of other American crack trains, as well as GM&O's major ones.

In the twenty year period, GM&O has employed a total of 112 young women for the position of train hostess, with a limit of three years in service. From a minimum of three hostesses to cover the Rebel run from Jackson, Tennessee to New Orleans in 1935, GM&O's hostess service has grown to eleven plus Mrs. Vera Elvert, who heads the Hostess Department today.

The standards for GM&O's hostesses remain the same as they were in the beginning—a college degree, some business experience, good character, and above-average intelligence. "They must," says Mrs. Elvert, "have charm, tact, poise and good judgment, as well as a sincere interest in people."

And what becomes of hostesses, after their stay with GM&O?

Of the total number, which has an average length of service of 17.7 months, seventy-one percent leave to get married. Not, as one might suppose, to a glamorous romantic mob aboard train; instead, the boy back home wins out in the majority of the cases.

One has become a world traveller. Lillian Sledge (1948-50) found her hostel

(Continued on Page 7)
20th Anniversary
(Continued from Page 7)

experience an admirable training program
for becoming Tour Manager for the Maid of Cotton in her trip around the world.
A few have gone into the business world
with more than average success. Rosemary
McCown (1940) left the Waves a lieutenant
after the war to carve a successful
career in the real estate business in Mobile.
Berenice Plauche attended night
classes to become a certified public ac-
countant, graduating at the head of her
class, and is today connected with a na-
tionally known firm of accountants in
New Orleans. A few returned to the field
from which GM&O has recruited most of
its hostesses—school teaching.

When Margaret Hallbrook and Jewel
Kruse left the company in 1949, they
pooled their savings, bought a Chevrolet
and toured the West, spending a year in
California. Then they sailed for Honolulu,
where they worked under Civil Service as
Service Club Directors at Hickam Field
for two years. They headed home only
when ill health in their families made it
necessary.

After returning from Hawaii, Miss
Kruse made two trips as cruise director
on a Norwegian ship, Oslo Fjord, which
touched twenty-one ports on its 56-day
travels.

Other ex-hostesses who have found their
way to Hawaii are Nena Crenshaw, Irene
Dempsey, Elizabeth Head and Evelyn
Coker.

The best recommendation for GM&O's
ex-hostesses, says Mrs. Elvert, is in the
fact that, so far as she knows, there have
been only three divorces among the al-
most hundred who have married—a figure
far below the national average.

WHAT DO THE PASSENGERS
SAY ABOUT HOSTESS SERVICE?

Passenger reaction to GM&O's hostesses
has been almost universally favorable
through the years. A few typical com-
ments from letters to Mrs. Elvert are quoted
below:

"When we arrived in Chicago, I was
personally met by your passenger agent,
who had a cab standing by, and was
hurriedly taken to the Sothern Line, which
apparently, at the request of your agent,
had been held up for me for a few min-
utes . . . I think she (the hostess) deserves
a distinguished award medal for efficiency
and initiative beyond the call of duty.
Many thanks."

"I am writing this letter in behalf of
my mother, my father and myself to
thank you from the bottom of our hearts
for your kindness and gracious assistance
to (my mother) when she became so ill
last Wednesday."

"... (Your hostess) very graciously
consented to take her own time and take
me to the hospital from the Union
Station in Chicago where I continued my
journey westward to my home. I'm blind
and there was no one to meet me."
Yardman W. V. Floyd, Chicago, Illinois, retired on June 1st after 30 years of railroad service, 23 of which were with the GM&O at Chicago. Mr. Floyd, left, is shown bidding his co-workers, Yardmaster E. V. Friend, and Yardmen W. Gibson, C. Steuben and G. Kroupa, goodbye as he leaves for his new home he has purchased in Jackson, Tennessee.

Agent F. D. Montgomery, West Point, Mississippi, retired on July 1, 1955 after more than fifty-three years of continuous service with this company. Mr. Montgomery was employed as clerk in 1902 and was appointed as agent at West Point in 1912.

Passenger Conductor B. W. Steele, Bloomington, Illinois, retired on June 27, 1955. Mr. Steele entered our service as freight brakeman on December 23, 1909 and was promoted to freight conductor on February 1, 1911 and to passenger conductor on December 4, 1940.

Miss Ann Dreimueller, an employee of the Transportation Department, Mobile, Alabama, retired on June 15, after twenty-eight years of railroad service.

Superintendents’ Wives Are GM&O Guests
by Mrs. C. O. Jones.

Wife of Agent Jones of Chicago
On June 7th, 8th, and 9th, the American Association of Railroad Superintendents held their annual convention in Chicago, and one of the highlights for the wives was a trip to the historical Capital City at Springfield, Illinois occupying four cars on GM&O streamliners.

An itinerary was furnished each guest by the GM&O, outlining the points of interest along the route. A register of 186 ladies, who made the trip, showed they represented 48 railroads of 29 states, including four Canadian Provinces.

On arriving in Springfield, the party was met by a fleet of City Line buses and escorted on a tour of historical interest, including: Lincoln’s Tomb, State Capitol, Governor’s Mansion and Lincoln’s Home.

The service received on the train was excellent. Refreshments were served at intervals by courteous employees. A trio from the Pennsylvania Railroad entertained the guests with music and singing.

Superintendent R. F. Jeter, member of the Arrangements Committee and a Director of the Association, acted as host on the trip.

Harold Johnson of the Passenger Traffic Department and A. L. Classon, Supervisor of Dining Car Service, accompanied the party.

The ladies were interviewed on the return trip and their expressions of appreciation for this courtesy shown them, was very gratifying and one which the entire organization should feel proud of a job well done.

COMMENDATIONS
For efficiency and meritocratic service during the month of June, the following men were commended:
Operator D. F. Kelly, Girard, Ill.
Engineer F. T. Morris, Mexico, Mo.
Brakeman R. B. Stipes, Slater, Mo.
Operator J. R. Marland, Dwight, Ill.
Operator W. F. Thilking, Chenoa, Ill.
Telegrapher O. G. Madden, Vandalia, Mo.
Brakeman W. W. Wenzel, Slater, Mo.
Telegrapher Ola A. Holcomb, Houston, Miss.
Telegrapher - Operator S. N. Jones, Union City, Tenn.
Flagman J. M. Garmon, Tuscaloosa, Ala.
Brakeman A. L. Johnson, Tuscaloosa, Ala.
Brakeman C. R. Wiggins, Meridian, Miss.
Agent-Operator A. C. Elliott Jr., Shuqualak, Miss.
Brakeman F. A. James, Meridian, Miss.
Fireman W. H. Horne, Meridian, Miss.
Fireman J. R. Carnathan, Meridian, Miss.
Brakeman J. E. Baker, Meridian, Miss.
Engineer B. Minga, Meridian, Miss.
Flagman E. A. Crider, Tuscaloosa, Ala.
Brakeman J. H. Pearson, Tuscaloosa, Ala.
Brakeman Willie Hughes, Tuscaloosa, Ala.
Conductor V. J. Hearn, Tuscaloosa, Ala.
Flagman J. W. Atchison, Tuscaloosa, Ala.
Section Foreman W. D. Bert, Booth, Ala.
Engineer I. Weakley, Slater, Mo.
To two operators of the Sante Fe Railroad at Pequot, Illinois GM&O is indebted for the discovery of hot boxes during June. Mr. A. P. Kastner reported a hot box on No. 92 on June 23 and Mr. J. A. Manetta notified the crew of No. 33 of a hot box on June 16.
Commendations

Section Foreman L. E. Overton, Ramer, Tennessee, was off duty and sitting on his porch, when he discovered a hot box on a passing train and notified the crew.

Section Foreman H. A. Archer of Corinth, Mississippi and E. E. Shook of Rienzi, Mississippi were working on the extension of the passing track south of Corinth when they observed a car on Train 36, loaded with scrap rail, with the rail skidding and slipping over the end of the car while the train was standing. They, of their own volition, took their men and rearranged and adjusted the rail so that it would be safe.

Agent H. F. Thies, Laddonia, Missouri, was checking the yard at his station when he noticed a defective wheel on a car in the yard, and notified the chief dispatcher so that the car inspector could make necessary repairs to enable car to be moved to repair track.

Agent-Operator A. A. Lepp, Waterloo, Illinois, has the custom each day he is not working to make sure everything is all right in and around the station at Waterloo. On Saturday morning of June 11, he noticed flashing signals working with no train in the block. He immediately called the dispatcher, and then started looking for a broken rail. The rail, when found, had broken completely and one end had bypassed the other. For his attention to duty, Mr. Lepp was commended by Supt. Thomason.

Operator Fred L. Fox, N. Cairo, Illinois, proved himself "on the job" during June. On the fourth he discovered a brake beam down on a passing train; later on the same day he discovered sticking brakes on another train; and on the twelfth of June he discovered hot boxes on a passing train and notified the crew so that the cars could be set out.

Conductor E. Graham, Meridian, Mississippi, was on Train No. 30 when he felt his caboose run over a broken rail. His detection of this fact earned him a commendation from Supt. St. John.

Conductor J. R. Joyner, and Flagman R. H. Patrick of Jackson, Tennessee were the crew on Extra 292 North, which was standing as No. 31 passed. Mr. Joyner and Mr. Patrick found a brake beam on 31 and assisted Flagman R. W. Graham of No. 31 in getting this beam up off the rail and wired where it would not come down.

When the fuel line on No. 32 broke on the night of June 24, Fireman W. P. Lancaster of Jackson, Tennessee made repairs en route, thereby saving delay and necessity of reducing tonnage on the line.

For efficiently and expeditiously handling their train when a derailment occurred due to a broken journal, Conductor R. D. Gapen, Brakeman E. E. Luehr and Engineer L. R. Quick, all of Bloomington, were commended by Supt. J. R. Conerly.

Operator L. R. Shackelford, Brighton, Ill, noticed several hot boxes in a car of Train 32 passing his station and notified the crew of this fact.

Engineer H. F. Hand, Bloomington, Ill., found a tree down on the main line and contacted the yardmaster, who arranged for the section foreman to remove the tree and clear the track.

When Switchman T. Golden, Bloomington, Illinois, discovered a tie of the track on fire, he promptly procured a fire extinguisher and put out the fire before further damage could occur.

---

**OUR FREIGHT BUSINESS**

Revenue Car Loads Billed And Received On GM&O

<table>
<thead>
<tr>
<th>Year</th>
<th>Jan</th>
<th>Feb</th>
<th>Mar</th>
<th>Apr</th>
<th>May</th>
<th>Jun</th>
<th>Jul</th>
<th>Aug</th>
<th>Sep</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
</tr>
</thead>
<tbody>
<tr>
<td>1954</td>
<td>48,212</td>
<td>46,676</td>
<td>51,827</td>
<td>46,045</td>
<td>46,413</td>
<td>48,788</td>
<td>46,339</td>
<td>48,115</td>
<td>44,915</td>
<td>54,710</td>
<td>44,295</td>
<td>44,421</td>
</tr>
<tr>
<td>1955</td>
<td>46,906</td>
<td>46,534</td>
<td>55,815</td>
<td>55,290</td>
<td>53,285</td>
<td>49,477</td>
<td>53,837</td>
<td>54,896</td>
<td>54,100</td>
<td>57,000</td>
<td>47,500</td>
<td>46,312</td>
</tr>
</tbody>
</table>

Comparison of the first 6 months of the years......

<table>
<thead>
<tr>
<th>Year</th>
<th>1954</th>
<th>1955</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>288,746</td>
<td>306,810</td>
</tr>
</tbody>
</table>

---