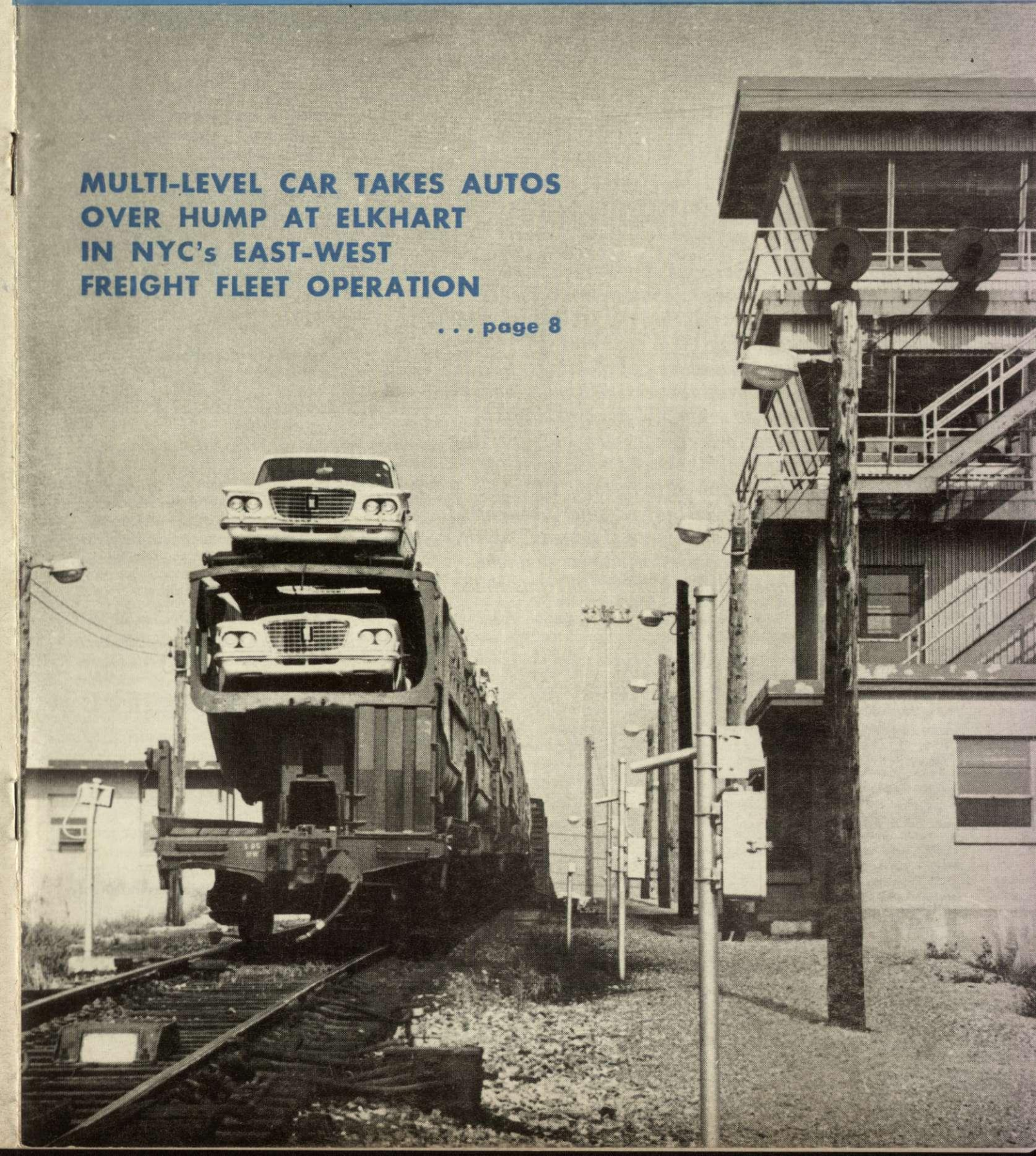
NEW YORK CENTRAL SYSTEM

# Headlight

DECEMBER 1961

## MULTI-LEVEL CAR TAKES AUTOS OVER HUMP AT ELKHART IN NYC's EAST-WEST FREIGHT FLEET OPERATION

. . . page 8



# Holiday Greetings...

*As another year approaches I want to extend to you and to your families my sincere best wishes for joy and happiness during the Holiday Season and express the hope that the New Year will bring each of you an abundance of blessings.*

*You have my deep gratitude for the loyalty and cooperation you have so willingly given during this difficult year, which has been such a trying one for our company. The wonderful spirit of cooperation which has inspired the people of New York Central over the years has brought us through a year of disappointments. The same spirit, I am certain, will lift us in our efforts to forge ahead to what we all hope will be more prosperous times.*

*Sincerely,*

Alfred E. Perlman

**President**

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THE COVER: Multi-level freight cars are transporting more and more automobiles over Central's lines. This one is about to head down the hump at Robert R. Young Yard, Elkart, Ind., and into a classification track, where it will become part of a train bound for interchange with another railroad in the Chicago area. For more about the east-to-west operation of Central's freight fleet to Chicago, see page 8.


**Headlight**

**DECEMBER, 1961**

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NORMAN M. STONE
Editor

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# NEWS BRIEFS

**CENTRAL'S TRAFFIC VOLUME...**
in final months of 1961 was somewhat better than in the earlier months of the year. Carloadings ran: September—253,434 (10.8 per cent below same month of 1960); October—270,903 (3.6 per cent below October, 1960); and November—256,674 (3.4 per cent above 1960 month). From Jan. 1 through Nov. 30 this year, NYC carloadings totaled 2,632,822—down 12.4 per cent from the same period last year.

Net income in September and October this year helped to reduce the financial loss of the early part of the year. For the month of September, NYC had net income of $1,364,446, and in October the figure was $4,810,574. These earnings cut the railroad's deficit for the first ten months of 1961 to $19,964,072.

• • •

**RECORD COAL TONNAGES...**
were loaded into vessels at Lakefront Dock, Toledo, O., in November. At docks operated jointly by New York Central and Baltimore & Ohio, 1,384,600 tons were loaded into Great Lakes ships. This is the largest tonnage since the docks were opened in 1948. In the same period, 173,300 tons of iron ore were received at the Lakefront Dock. Almost perfect weather during November this year was credited for the record performance. When temperatures drop, coal in rail cars freezes and slows down unloading operations. Milder weather this year permitted operations to go uninterrupted by Jack Frost.

• • •

**RAILROAD RETIREMENT TAX...**
goes up next month. The Railroad Retirement Board reminds all railroaders that the tax and contribution rates on their wages and salaries, and also the contribution rates paid by railroad companies are subject to an increase scheduled to take effect Jan. 1, 1962. The retirement tax rate rises on that date to 7¼ per cent, applicable to employes and employers alike, while the unemployment contribution rate is four per cent—payable by employers only.

Both the tax and contribution rates continue to apply to employe earnings up to $400 a month, the taxable maximum in effect under the law. The old retirement and unemployment rates were 6¾ per cent and 3¾ per cent, respectively.

The scheduled increase in the retirement tax was provided by the 1959 amendments to the Railroad Retirement Tax Act. The new rate will remain in effect through December, 1964. Further increases will occur after that date, the exact extent of them depending upon increases in the social security tax scale taking effect as scheduled.

The new unemployment contribution rate of four per cent, which was provided by the Temporary Extended Railroad Unemployment Insurance Benefits Act of 1961, will apply in calendar years 1962 and 1963. The additional income it will provide for the Railroad Unemployment Insurance Fund is intended to finance the temporary extended benefits called for under the 1961 law.

• • •

**RAILROADS ARE VIVIDLY AWARE...**
of the responsibilities that will fall to them if the critical world situation should plunge our country into an all-out emergency. This is the opening of a statement unanimously adopted at the annual meeting of the Association of American Railroads, held in Chicago last month. The declaration continued:

The present emergency finds America's railroads facing a crisis produced by antiquated regulation, discriminatory taxation and governmental favoritism toward competing modes of transportation. Failure to correct the incredible public policy inequities which are weakening our railroads is a threat to the national security.

In spite of their weakened condition, the railroads in this time of grave concern, pledge that they will pool their knowledge, experience and resources to meet all foreseeable demands that may be placed upon them by the nation's military and defense establishments. Meanwhile, in view of the railroads' critical importance to national security, the industry calls upon the Congress at its next session to remove the unjustifiable burdens from the neck of this industry so that it can produce all the service which our country's welfare demands.

• • •

**THREE FEDERAL JUDGES...**
have handed down a ruling that backs the right of railroads to make competitive rates as provided in the Transportation Act of 1958. The judges ruled in favor of 24 railroads which sought to upset an Interstate Commerce Commission report that fixed some rail rates at a level six per cent higher than comparable water carrier rates. The opinion of the federal judges said the ICC report was "an erroneous interpretation of the 1958 Act."

• • •

**BILL TO BAR...**
states and communities from assessing railroad property at a proportion of full value substantially higher than the proportion for all other property subject to the same tax was introduced in Congress by Rep. Robert W. Hemphill of South Carolina. The proposed measure is aimed at ending discriminatory assessment practices that are estimated to result in excessive railroad tax payments of $141 million a year in 31 states—including many served by NYC.

# Recently Retired

**Following is a list of New York Central employes who have retired recently from active service. The figure to the right of each name indicates the years of continuous service spent with the Central.**

## NEW YORK DISTRICT

Armstead, E., Baggageman, New York 41
Baker, H. D., Machinist, Harmon, N. Y. 16
Boeber, W. C., Yard Clerk, Bronx, N. Y. 23
Ciciva, G. H., Facility Analyst, New York 38
Connor, P. E., Sheet Metal Worker, Harmon, N. Y. 47
Cooney, J. J., Clerk, Tarrytown, N. Y. 44
Dayton, M. A., Clerk, Harmon, N. Y. 51
Decker, R., Boilermaker, Harmon, N. Y. 11
Dempsey, E. W., Carpenter, West New York, N. J. 37
DiCastro, V., Trackman, Poughkeepsie, N. Y. 26
Elliott, R. A., Hostler, North White Plains, N. Y. 36
Beninato, Q., Janitor, St. Johns Park, N. Y. 46
Ewans, R. W., Carpenter, West New York, N. J. 44
Fahr, H., Leverman, New York 39
Falatyn, F. F., Engineer Kingston, N. Y. 54
Fayette, F. L., Secretary, New York 34
Fernandez, J., Trucker, Weehawken, N. J. 36
Flynn, C. M., Secretary, New York 44
Garofalo, J., Painter, Bronx, N. Y. 43
Henrich, C. E., Clerk, New York 45
Hunter, W. M., Painter, New York 28
Johnston, H. E., Elevator Operator, New York 22
Johnson, H., Conductor, Albany, N. Y. 45
Johnson, C. E., Barge Captain, Weehawken, N. J. 36
Keating, S. J., Trainmaster, Kingston, N. Y. 45
Kennedy, W. J., Engineman, Brewster, N. Y. 51
King, V. E., Typist, New York 21
Lynch, E. J., Engineer, New York 42
Managan, W., Machinist, Brewster, N. Y. 39
Martin, F. D., Assistant Director, New York 45
Mason, J. P., Statistician, New York 43
Mastracchio, J., Laborer, Harmon, N. Y. 19
McGeth, C. E., Freight Handler, New York 18
McKenna, B. W., Yard Conductor, New York 49
Murphy, P. J., Yardmaster, Mott Haven, N. Y. 48
O'Hara, J. F., Telegrapher, New York 39
Peacox, R. R., Accountant, New York 48
Pedi, M., Car Cleaner, Mott Haven, N. Y. 18
Potthast, J. J., Conductor, New York 36
Rose, A. V., Checker, New York 42
Seaman, D. H., Report Clerk, New York 24
Solimando, F., Laborer, Weehawken, N. J. 35
Schmale, E. C., Crane Operator, Weehawken, N. J. 37
New York 19
New York -9
Simon, M. P., Char Woman, New York 17
Stiles, J. V., Record Clerk, New York 48
Treudler, G. H., Yard Conductor, New York 45
Turck, F., Jr., Crossing Watchman, Kingston, N. Y. 18
Von Atzingen, Jr., Machinist Helper, New York 35
Vrabel, J. F. Machinist, Harmon, N. Y. 34
Warren, G., Laborer, Harmon, N. Y. 31
Webb, W., Car Inspector, New York 47
Williams, A., Brakeman, Selkirk, N. Y. 44

## EASTERN DISTRICT

Aubrey, W. F., Engineer, Malone, N. Y. 50
Babcock, J. W., Brakeman, Black Rock, N. Y. 20
Bernier, R. J., Trackman, East Syracuse, N. Y. 25
Bickford, P., Engineman, Cherry Tree, Pa. 44
Boyle, A. L., Brakeman, Clearfield, Pa. 46
Brader, W., Passenger Engineer, Buffalo 51
Briggs, W. W., Brakeman, Corning, N. Y. 18
Buxton, R. T., Head Clerk, Selkirk, N. Y. 46
Cassarino, F., Carman, East Rochester, N. Y. 35
Castleman, M., Electrical Worker, Albany, N. Y. 15
Chase, C. M., Yard Conductor, Utica, N. Y. 16
Ciarelli, A., Laborer, East Rochester, N. Y. 33
Coombs, J. F., Car Inspector, Worcester, Mass. 33
Connolly, T. F., Painter, Allston, Mass. 35
Cimicata, J. D., Carman, East Rochester, N. Y. 42
Cramer, F. J., Trainmaster, Buffalo 41
Crosse, R. L., Brakeman, Buffalo 44
Damer, H. B., Traveling Car Accountant, Buffalo 48
Decker, H. B., Clerk, Utica, N. Y. 41
Demoski, P., Foreman, Buffalo 35
Dietterle, O. C., Conductor, Rochester, N. Y. 44
Doran, W. J., Brakeman, Black Rock, N. Y. 39
Draves, F. W., Yard Conductor, Buffalo 41
Drought, J. E., Laborer, Syracuse 42
Dunsmoor, E. F., Laborer, Oswego, N. Y. 30
Enright, F. A., Machinist, Allston, Mass. 49
Falconer, A. J., Brakeman, Buffalo 46
Farruggia, C., Carman, East Rochester, N. Y. 22
Fatiga, A. J., Car Inspector, Oswego, N. Y. 35
Held, J. J., Brakeman, Buffalo 41
Finley, J. J., Electric Welder, Buffalo 30
Fitch, H. A., Telegrapher, Springfield, Mass. 17
Fisher, N. W., Signal Maintainer, Jersey Shore, Penna. 44
Foote, L. L., Agent, Batavia, N. Y. 34
Foro, S. J., Elec. Worker Helper, Selkirk, N. Y. 32
Gould, F. W., Car Inspector, Springfield, Mass. 39
Grady, W. P., Sheet Metal Worker, Selkirk, N. Y. 37
Grimmer, M. M., Clerk, Buffalo 44
Hall, R. A., Brakeman, Albany, N. Y. 52
Happel, W. J., Conductor, Almich. 43
Harvie, R. G., Signalman, East Somerville, Mass. 45
Heck, M. E., Yard Foreman, Buffalo 39
Hill, R. E., Brakeman, Black Rock, N. Y. 17
Howarth, W. T., Assistant Work Report Clerk, Selkirk, N. Y. 49
Humphrey, S. S., Supervisor MOFW, Fonda, N. Y. 41
Jessup, G. F., Assistant to General Manager, Syracuse 41
Keller, R. P., Clerk, Utica, N. Y. 45
Keroack, A. A., Agent, Palmeri, Mass. 43
Kirby, R. F., Car Inspector-Repairer, Hudson, N. Y. 37
Kirk, W. E., Brakeman, Buffalo 38
Kirwan, F. W., Locomotive Engineer, Buffalo 44
Klotz, S. J., Locomotive Engineer, Buffalo 45
Kocharski, A., Laborer, East Syracuse, N. Y. 34
Koivu, L. L., Laborer, Albany, N. Y. 19
Kuczynski, T., Engineer, Buffalo 34
Luna, J. A., Track Laborer, Rochester 20
Marlowe, N. C., Clerk, Malone, N. Y. 33
Marshall, H. E., Conductor, Syracuse 39
Martin, C. D., Foreman, Selkirk, N. Y. 44
Mascianagelo, A. C., Painter, East Rochester, N. Y. 40
McCaffery, J. P., Crossing Watchman, Oneida, N. Y. 45
McCarthy, J. D., Chief Clerk, Utica, N. Y. 43
McDonald, W. M., Conductor, Watertown, N. Y. 49
McMahon, J. M., Cashier, Buffalo 55
Meyer, F. A., Caller, Albany, N. Y. 39
Meyer, H. L., Foreman MOFW, Utica, N. Y. 46
Miller, C. R., Machinist, East Rochester, N. Y. 27
Monaco, P., Carpenter, Utica, N. Y. 33
Moltion, W., Fireman, Syracuse 35
Mullane, B. S., Engineer, Syracuse 44
Neidl, M. G., Inspector-Repairer, West Albany, N. Y. 50
O'Connell, J. L., Brakeman, Albany, N. Y. 44
Painter, S. P., Conductor, Buffalo 37
Palmatier, E. W., Engineer, Boston 34
Paris, J. W., Engineer, Syracuse 46
Patterson, R. O., Leverman, Buffalo 36
Pautler, E. V., Truck Driver, Selkirk, N. Y. 39
Polano, A. G., Mason, Syracuse 16
Porciello, A., Machinist, Allston, Mass. 38
Randall, C. J., Trainman, Boston 46
Reale, C., Trucker, Albany, N. Y. 41
Rees, A. J., Clerk-Steno., Utica, N. Y. 44
Rich. L. F., Crew Dispatcher, Buffalo 25
Reynolds, A. C., Clerk, Utica, N. Y. 19
Rugg, C. W., Checker, Buffalo 39
Sarle, S. V., Key Punch Operator, Utica, N. Y. 40
Scanzano, L. A., Track Foreman, Buffalo 48
Sementelli, A., Laborer, Selkirk, N. Y. 34
Semski, J. D., Machinist, Buffalo 42
Seufert, O. F., Clerk, Buffalo 19
Sikorski, B., Laborer, East Rochester, N. Y. 45
Skawina, F. J., Machinist, Rensselear, N. Y. 48
Stress, F. E., Conductor, Syracuse 48
Thorpe, W. I., Conductor, Syracuse 39
Vaughan, G. R., Switch Tender, Buffalo, N. Y. 36
Vosburgh, S. F., Watchman, Canaan, Mass. 42
Wage, F., Brakeman, Rochester 37
Wagner, W. B., Engineer, Avis, Pa. 48
Watson, T. B., Elec. Worker, Watertown, N. Y. 39

## WESTERN DISTRICT

Allison, S. C., General Foreman, Wesley, Penna. 35
Bangoff, M., Inspector-Repairer, Toledo, O. 45
Bannard, J. L., Inspector-Repairer, Toledo, O. 44
Berry, D., Engineer, Buffalo 46
Bohm, E. F., Yard Conductor, Toledo, O. 45
Braun, H. J., Freight Handler, Chicago 39
Brdar, E. M., Machinist, Cleveland 44
Brown, C. J., Carman, Ashtabula, O. 49
Brown, E. G., Foreman, Ashtabula, O. 49
Burke, M. J., Clerk, Youngstown, O. 17
Busch, G. B., Road Conductor, Erie, Pa. 38
Carpenter, W. B., Foreman-MOFW, Stryker, O. 39
Cirami, F., Freight Handler, Cleveland, O. 42
Christensen, C. E., Lieutenant, Erie, Pa. 37
Christner, J. A., Crossingman, Kendallville, Ind. 13
Claubaugh, T. W., Engineer, Toledo, O. 48
Crapo, W. E., Agent-Operation Clerk, Goshen, Ind. 38
DeGeorge, N., Car Oiler, Ashtabula, O. 18
Filip, J., Inspector-Repairer, Ashtabula, O. 46
Fisher, H. F., Conductor, Elkhart, Ind. 43
Gunn, H. L., Locomotive Engineer, Toledo, O. 47
Hall, G. W., District Freight Salesman, Pittsburgh 46
Hardesty, C. R., Bridge Operator, East Chicago, Ind. 47
Hunter, A., Machinist Helper, Chicago 16
Jersild, M. A., General Attorney, Chicago 39
Kaiding, E. A., Steno-Clerk, Chicago 44
Kelpsa, K. A., Repairer, Cleveland 12
Kemnitz, G. W., Brakeman, Elkhart, Ind. 36
Kramer, G. W., Laborer, North East, Pa. 20
Lindblom, N., Inspector-Repairer, Erie, Pa. 39
Lohner, L. F., District Freight Salesman, Toledo, O. 44
Love, W. R., Supervisor, Chicago 37
Matejka, J. J., Office Supervisor, Cleveland 45
Mayhood, H. E., Brakeman, Chicago 44
McCann, B. V., Sales Manager, Pittsburgh 44
McIntosh, D., Foreman, Englewood, Ill. 36
Moist, E. M., Telegraph Operator, Elkhart, Ind. 17
Montfort, A., Laborer, Collinwood, O. 19
Pifer, T. L., Shop Painter, Chicago 36
Rosinski, F., Blacksmith Helper, Toledo, O. 46
Rupp, A. E., Salesman, St. Louis 38
Schedley, W. G., Machinist, Collinwood, O. 34
Schiefelbein, W. A., Yard Master, Cleveland 32
Shawley, R. R., Agent, Hudson, Mich. 49
Shelley, E. C., Laborer-Car, Elkhart, Ind. 16
Shestrik, N., Car Cleaner, Cleveland 18
Slater, J. R., Locomotive Engineer, Cleveland 45
Soch, R., Laborer, Toledo, O. 35
Sopko, P., Inspector-Repairer, Cleveland 30
Swetlin, C., Carman, Cleveland 39
Szparaga, J. J., Inspector-Repairer, Erie, Pa. 33
Thering, G. J., Trackman, Dunkirk, N. Y. 34
Toamzic, J., Laborer-Stores, Collinwood, O. 48
Tribley, G. P., Locomotive Engineer, Hubbard, O. 45
Turner, W. C., Trackman, Canton, O. 11
Wade, E. R., Clerk, Hillsdale, Mich. 44
Wall, G. E., Engineer, Toledo, O. 44
Warner, G. R., Diesel Foreman, Toledo, O. 38
Watzel, F. W., Engineer, Sandusky, O. 44
Weston, C. R., Conductor, Toledo, O. 44
White, E. B., Locomotive Engineer, Danville, Ill. 44
Woerner, D. H., Switchman, Toledo, O. 18

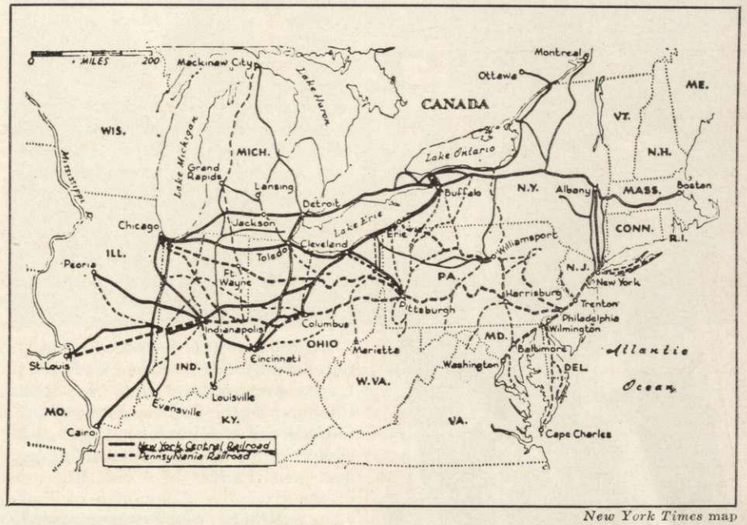
**Continued on page 11**



# NYC—Pennsy Re-open Merger Studies

**Joint committees of two roads will pick up where earlier studies of merger possibilities halted three years ago. Situation seen still more critical now**

Agreement to move forward as rapidly as possible toward a merger of the New York Central and Pennsylvania railroads was announced last month by Central's President, Alfred E. Perlman, and James M. Symes, Chairman of the Board of the Pennsylvania. The railroad leaders issued similar statements to this effect on Nov. 8, following separate meetings of the boards of directors of the two roads in New York and Philadelphia, their respective headquarters cities.




*New York Times* map

RAIL NETWORKS: Shown on the chart are the chief routes of the two roads studying merger plan. Smaller feeder lines and spurs are not shown.

### Application to be filed

A joint application will be filed promptly with the Interstate Commerce Commission as soon as a satisfactory basis for merger has been agreed upon.

Central and Pennsylvania conducted studies of a possible merger, starting in 1957. These initial studies were begun in November, 1957, and continued until Central's directors decided to discontinue them in January, 1959.

Announcing the new move, Mr. Perlman and Mr. Symes said, "The economic and competitive conditions which confronted the railroads when the original merger studies were initiated four years ago have worsened appreciably. A measure of relief from excessive taxation in some states, minor federal legislative help under the terms of the Transportation Act of 1958, and some cooperation from public agencies in support of money-losing commuter services have been gained, but the need to increase efficiency and reduce costs through operation of the two roads as one system is far greater now than in 1957, when the studies were begun.

### Better service seen

"Time to assure maintenance of rail transportation as a private enterprise is running out," the statement continued, "and we have no choice but to try every means at hand to help our companies better their ability to compete more effectively in the transportation field, and to avoid government ownership. It is believed that better service to the public by the merged railroads will be one of the most beneficial results if a decision to proceed is reached and authority is given to effect a merger."

Mr. Perlman and Mr. Symes pointed out that both Central and Pennsylvania are operating with heavy deficits this year and indicated there is little or no likelihood or sufficient earnings in the last months of 1961 to give either railroad net income for the full year. Both roads will probably wind up the year in the red. The original studies indicated that merger might permit a number of steps to be taken to improve the earning prospects of both roads.

### Committees at work

Joint committees of the two railroads, and experts in special fields from their staffs, at that time conducted research and discussions as to the extent to which a merger would bring about more efficient operation, with resulting benefits to shippers and passengers, employes, investors and the general public. The findings of the earlier study groups will be available to the new joint committees which will be set up to progress negotiations to an early conclusion. The new studies will bring the previous findings up to date, taking into account changes, such as equipment and facility improvements, expansion and reduction of money-losing passenger operations, which have occurred in the three years since the earlier talks ended.

In addition to changed economic conditions, the railroads are faced with a number of difficult problems beyond their own control. Among these are discriminatory excise taxes, excessive state and local taxes, unfair assessments for highway crossings and other artificial burdens placed on the one transportation agency that has proved beyond doubt its essentiality in both peace and war. Whether under existing and anticipated circumstances, consolidating New York Central and Pennsylvania would be effective in overcoming or offsetting these difficulties, will be determined by the studies now being made. If these studies indicate that consolidating the two roads is in the public interest and beneficial to the respective employes and shareowners, a merger proposal would be formulated and if finally approved, submitted to the appropriate regulatory authorities.

To all of our readers throughout the New York Central System—active and retired—and to our many friends outside the Central, the HEADLIGHT staff extends cordial good wishes for a very happy Christmas and a bright New Year.

# NYC Ads Win Award

CENTRAL ADS, based on careful research, emphasize the many services NYC has to offer potential shippers.

▶▶▶ A national advertising campaign employing a vigorous, modern technique, vivid colors and new ideas—all put together in a way that keeps readers associating progress and New York Central—won an "Award of Merit" for NYC recently. Central's new slogan, "Road to the Future," also was highlighted in all of the advertising.

The award was made by the Railway Progress Institute, sponsor of the Annual Traffic Promotion Award competition. NYC was one of five winners of awards, chosen from among all of the nation's railroads. Actual presentation of the plaques took place before more than 900 railroad and railway equipment and supply industry leaders, assembled Nov. 16 in Chicago for the Institute's 53rd Annual Dinner.

Central's award was accepted by the railroad's President, Alfred E. Perlman. It was presented by John W. Scalan, Chairman of the Railway Progress Institute's Board of Directors. Judges of the competition were three outstanding business men: Fairfax M. Cone, Chairman of the Executive Committee of Foote, Cone & Belding, nation-wide advertising agency; Ralph H. Cox, Manager of Sales Promotion of Sinclair Refining Co.; and E. Grosvenor Plowman, Vice President of Traffic of United States Steel Corp.

In a statement announcing their selections, the judges said all the entries were of outstanding caliber and "we were particularly impressed with the progressive nature of sales promotion in the railroad industry." The other winners were the Frisco; Milwaukee; Reading; and Western Pacific railroads.

Central's advertising campaign was carried on in national news, management, and shipping magazines and business newspapers. The campaign's objectives were:

*1. to establish a modern, progressive image for the Central, reflecting the physical modernization of the railroad in recent years at a cost of many hundreds of millions of dollars . . .*

*2. to acquaint shippers with the new and modernized features of the Central for the purpose of stimulating freight sales.*

To achieve these goals, the following steps were taken:

- A review of surveys on public attitudes toward railroads in general and the New York Central in particular, and a careful study of NYC's past advertising.
- Objectives for future advertising were established.
- A new slogan—*Road to the Future*—was selected from hundreds suggested to replace "Waterlevel Route—you sleep all the way."

Next, a series of four-color ads was prepared about vital freight and plant site selection services offered by Central, including Flexi-Van. The ads employed a vigorous, modern style, bright colors and fresh ideas, arranged to build continuing association by readers of progress and New York Central.

## ADS NEED BACKING OF EMPLOYES' PERFORMANCE

Scientific research and carefully planned advertising can help change people's attitudes and ideas about railroads and lead them to use New York Central services. Once they have decided to do so, it's up to NYC people to make good on the ads' promises.

Smooth handling of trains by road and yard crews on a right of way kept in good shape by maintenance of way forces makes train rides comfortable for passengers and easy on the freight. Courteous treatment by every railroader they come in contact with makes customers glad they decided to "buy Central." Careful service and attention to all the details that go into producing good transportation adds to this feeling, and it becomes complete when equipment maintenance men have seen to it that all the modern mechanical devices on the railroads are in perfect working order.

The latest equipment, best planned schedules and most competitive prices . . . the most thorough research and effective advertising can't do the job alone. These are only tools. Making good use of the tools is the job of the men and women of the Central. They alone can prove to customers that in transportation—New York Central is the best buy.



Over a period of time, the new slogan —"Road to the Future"—was put into increasing use, along with a modernized NYC trademark, on printed material used throughout the railroad.

A direct-mail campaign was started to support the national advertising. Special materials were mailed to selected lists of potential shippers.

### Objectives summarized

Summed up, Central's objectives in all this may be expressed in these words: NYC should become fixed in the public mind as a dynamic, forward-thinking railroad, growing with the nation. We should be thought of as an important element in America's continuing growth, with emphasis on alert, progressive employes, led by progressive management, continually coming up with new ideas based on scientific research. In short: The railroad of the future!

In the shipper's mind, Central should have all of these characteristics, plus the feeling that New York Central is a flexible, adaptable transportation organization, competitively priced, but offering better service for the same money. NYC wants shippers to feel that in the Central they have a dependable way of shipping merchandise with a road whose employes live up to their railroad's promises and are interested in the needs of their customers.

While it often is difficult to analyze results produced by advertising, there is a sizeable amount of tangible evidence to prove that advertising can and has helped sell NYC's freight services, and that NYC people are living up to the promises of the ads.

### Sales tool

Central salesmen have responded quickly and affirmatively to the advertising campaign, recognizing in it an additional tool for use in their sales work. Responses to offers of special publications—about industrial development sites, for example — exceeded expectations. Many solid leads to new business were uncovered through responses to the ads.

Specialists in advertising research conducted surveys that indicate New York Central's advertising has consistently been receiving more readership for each advertising dollar spent than airlines, trucks and general industry ads in the same publications.

The attractive, new advertising caught the eye of the editors of *Railway Age* magazine, who published a feature article about Central's ads in that weekly railroad industry publication. The article was called, "New NYC Ads Pack Visual Punch." The Railway Progress Institute competition judges thought so, too.

LEADING Central men in acceptance of awards for railroad's advertising is NYC President Alfred E. Perlman, right. Others who also received plaques for their parts in railroad's ad campaign are (from left) Wayne M. Hoffman, Vice President-Sales; Douglass Campbell, Vice President in charge of NYC's Public Relations & Advertising department; and Arthur E. Baylis, Vice President-Marketing. Awards were given at 53rd annual dinner of the Railway Progress Institute.

## *Monogrammed Keys Still Available*

Gold plated keys for your auto, bearing your own initials on one side and New York Central's trademark on the other are still available at the low price of 50 cents each.

Originally designed for use in connection with a Central advertisement, entitled "Operation Turnkey," the key is symbolic of the many doors that can be opened for industries locating plant sites through NYC's Industrial Development services.

The keys were offered to HEADLIGHT readers in the Sept.-Oct. issue and the response was a flood of orders, followed by numerous inquiries as to whether or not the offer is still open. The answer is that it is.

### Easy to obtain

All you have to do to obtain one or more keys is fill out the coupon on this page carefully, making sure to include all the information called for, and send it with 50 cents for each key you order to: Keys, c/o HEADLIGHT; 466 Lexington Ave.; New York 17, N. Y. There is no limit on the number you may order at 50 cents apiece. Do not mail cash—use check or money orders, making them payable to Robert Conahay, Inc. (This is Central's advertising agency, which is handling actual orders.)

**Checks should be made payable to NYC's Advertising Agency, ROBERT CONAHAY, INC.**

**KEYS**
**c/o HEADLIGHT**
**466 Lexington Avenue**
**New York 17, N. Y.**

**Please send____ initialed, gold plated "Operation Turnkey" auto key(s) @ 50¢ each for the following cars**

**Year Make of Car Initials (2 required)**

_____
_____
_____
_____
_____
_____
_____

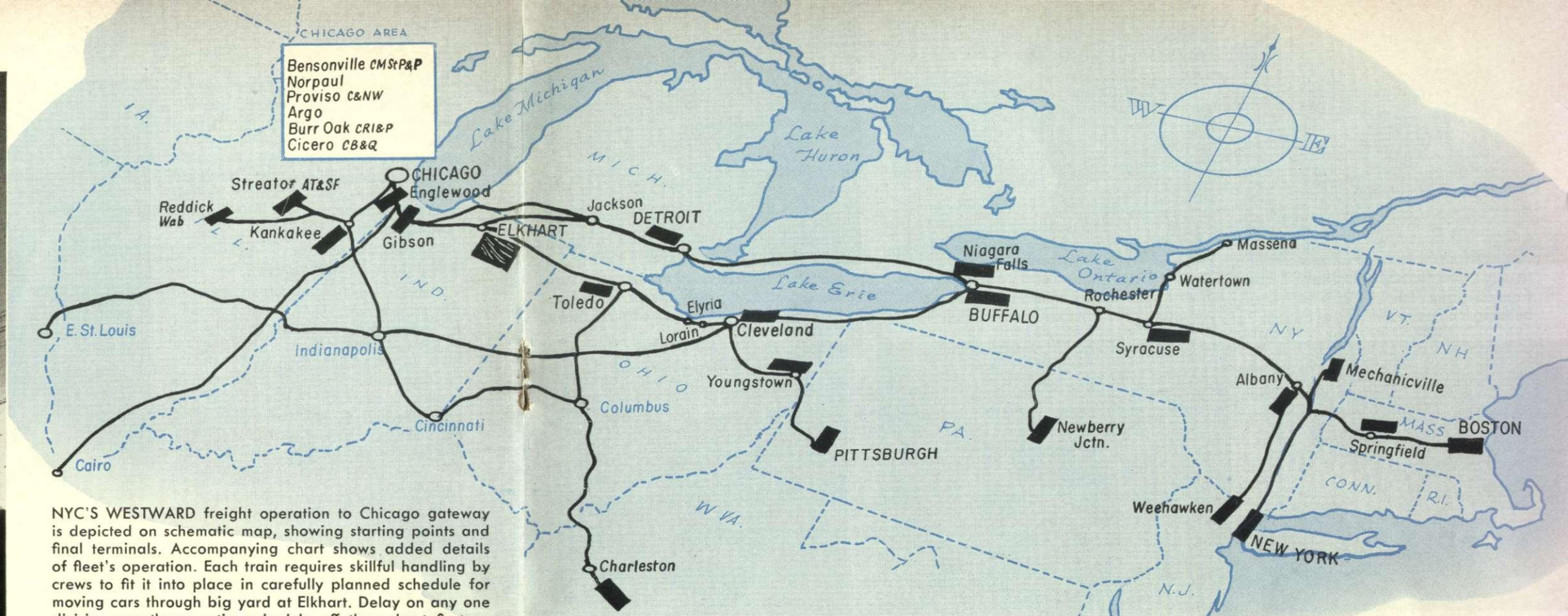
**(Add separate sheet with same information, if additional keys are ordered)**

**Your Name**_____
**Please Print**

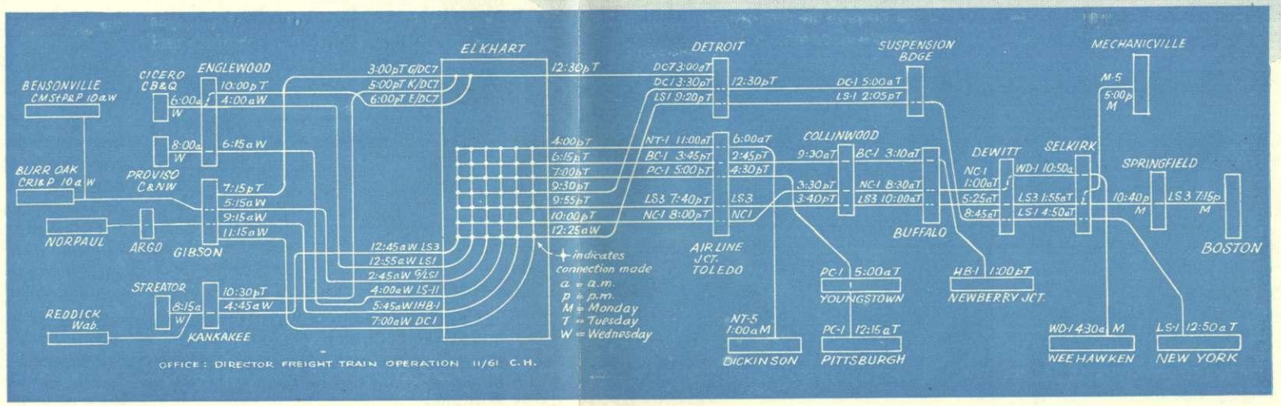
**Job Title**_____
**Location**_____
**City State**

# OPERATION SUNSET

***Setting sun is signal for NYC's big yard at Elkhart to switch into high gear to handle east-west fleet of symbol trains***




NYC'S WESTWARD freight operation to Chicago gateway is depicted on schematic map, showing starting points and final terminals. Accompanying chart shows added details of fleet's operation. Each train requires skillful handling by crews to fit it into place in carefully planned schedule for moving cars through big yard at Elkhart. Delay on any one division can throw entire schedule off throughout System.




▶▶▶ New York Central's big Robert R. Young Yard at Elkhart, Ind., is a restless place, always awake, always alert, always in action. Its air is scratched by voices on radio receivers, breaking in on the constant clanking of moving cars. Its ground throbs with the mechanical chatter of diesel engines. Its men and machines are on the job 24 hours a day, speeding the freight of a nation to market.

As shadows lengthen and the afternoon sun races for the western horizon, the sprawling yard becomes the hub of a wheel that turns Central's east-to-west freight train schedule into reality.

Years ago, New York Central was thought of as principally a west-to-east railroad, since most of its freight traffic flowed in that direction. But the big electronic yard at Elkhart has changed all that. Strategically located at the heart of NYC's Western District, easily accessible from north, east and south, it has provided a channel through which freight now reaches the west coast a full day faster. And at the same time, Central continues to be a big mover of eastbound freight as well.

Starting at four in the afternoon, a string of symbol freights originating at points on NYC's Northern, Southern, Eastern and New York districts, begins to arrive at Elkhart. The procession into the yard's receiving tracks continues until shortly after midnight. Then, a few minutes later, Central diesels direct their headlights westward and head for the Chicago area, ready for a quick turnover of solid blocks of cars to western railroads.

When the trains leave their eastern terminals, they are mixed, with cars destined to stations all over the western United States, and routed by a wide variety of connecting roads after they leave NYC. Arriving at Elkhart, the cars are swiftly pushed over the big yard's hump and reclassified into trains that will take them directly to the connecting roads at points where they have interchange facilities with Central. Other solid trains are moved to industrial centers in and around Chicago.

### Same schedule daily

The same procedure goes on every night of the week. On each division of the Central, train and engine crews regard their runs as pieces of a giant jigsaw puzzle, fitting into its correct place in the railroad's overall operation. If one piece of the puzzle is missing (or one of these runs is off schedule) then the whole picture is distorted and cannot be finished on time.

### Takes team work

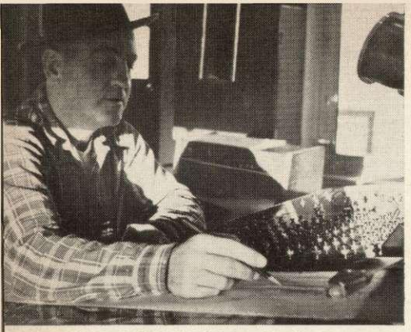
Approximately 100 New York Central men are directly involved in the over-the-road operation of these trains every night east of Elkhart. Another 40 men comprise the crews of the trains going west from the yard. And in addition to these railroaders, scores of other men and women—salesmen, yard clerks, billing clerks, equipment maintenance workers, track crews, yard crews, to mention a few categories, back up the actual train operations with their work.

Nerve center of the yard through which all this activity filters is the general yard office and tower at the crest of the hump. This is the communications center and headquarters for yard officials. From the top floor of this tower building, the Terminal Trainmaster has a commanding view of the entire yard. In the lower floors of this tower are yard offices where the clerical work is done to back up the train operations.

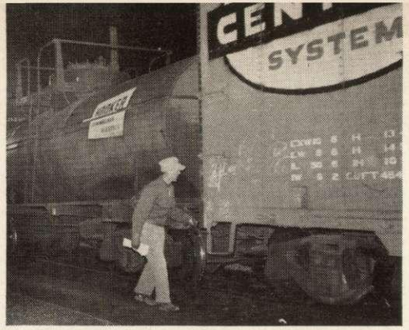
Also located in the hump tower is the yardmaster's office, where directions are given for the routing of each incoming train to its assigned receiving track. A panel in this office shows the yardmaster how many cars are already in each classification track and with this information he can distribute incoming cars to best advantage.

Car inspectors with walkie-talkie radios inspect the trains before the hump engine couples on. The hump conductor, working in a glass-enclosed building, contacts the engine by two-way radio telephone. The engineman keeps his throttle set for two miles an hour over the hump so that each car's journal bearings can be lubricated by an automatic device set for that speed on the up-side of the hump.

**Please turn the page**



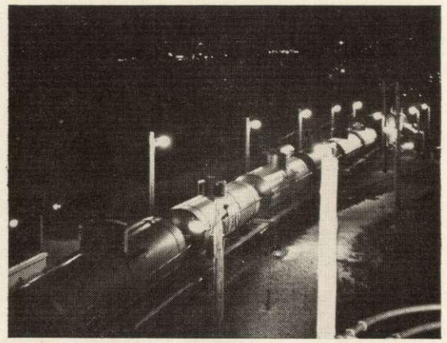
HUMP CONDUCTOR Bill Shuler works from copy of switch list in glass-enclosed building located at the crest of the hump.



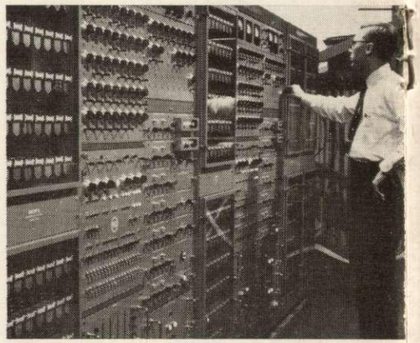
CUTTING CARS apart as they go over hump is night-time task of Pin Puller Del Nellist. He also works from copy of the switch list.

ATOP six-floor retarder tower, Jerry Brik monitors automatic system that sends cars into correct tracks at proper coupling speed.

NERVE CENTER is tower on the hump. Terminal Trainmaster Bill Gleason keeps careful watch over operation.

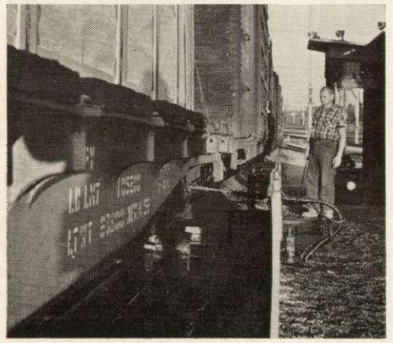


IN THE GLOW of floodlights, cars roll over the hump at a steady two miles an hour, heading for tracks with cars going to same destination.



COMPUTERS are "brains" of the yard. They are housed in dust-proof, temperature controlled room, easily accessible.

NYC MEN between runs pass time in the yard's YMCA building, including sleeping facilities for men away from home.



IMPORTANT item in yard's hump operation is automatic lubricating device that squirts oil into journal boxes as cars roll past.

READY TO ROLL west is message from Rear Brakeman after train make-up is completed and caboose is coupled on behind.

## Operation Sunset

**CONTINUED**

A switch list is prepared in the yard office with the aid of highspeed data sorting equipment and modern punch cards. A copy of this list is furnished to the hump conductor and the same information is fed into the intricate electronic network leading to the yard's "brain"—called analog computers by technicians.

These computers, in about one-tenth of a second, can arrive at the precise speed at which a car should leave the retarders to be able to couple to other cars without damage to the freight on board. In that brief time the computers take into account thousands of factors governing each car individually – among them speed, weight, rollability and weather.

When men and machines have finished their combined work in the yard, Central's Chicago-bound freight fleet is ready to hit the high iron again—this time with each train consisting entirely of cars for a single connecting railroad.

The big yard at Elkhart is one of four electronic yards Central has built in recent years as part of the railroad's all-out effort to become the kind of modern transportation organization that can meet today's transportation needs. These yards, together with other modernization projects are helping New York Central people provide their customers with "tops in transportation" and make NYC truly the *Road to the Future.*



# Sales Staff Expanded to Serve Southwest

Expansion of New York Central's sales staff and creation of a new Freight Sales and Service region were announced Dec. 1.

The expansion centers around St. Louis, from which services can be provided for the vast areas of the southwest. I. J. Bader has been named Assistant Vice President-Freight Sales & Service at St. Louis.

John G. Patten, formerly Assistant Vice President-Freight Sales & Service at Cincinnati, has been moved to New York as Assistant Vice President Sales-Staff. He has been succeeded at the Cincinnati post by John E. Norwood. Mr. Norwood's father, John H., held the same post at Cincinnati at the time of his retirement in 1958.

Announcing the changes, Wayne M. Hoffman, Vice President-Sales, said, "The creation of the new Freight Sales and Service region marks another step in Central's program to tailor its services to the customers' needs. St. Louis has become a major transportation gateway and the Central is anxious to better serve this rapidly expanding part of our country."

During the past few years Central's vast improvement program has made it possible for the railroad to provide the St. Louis area with the fastest freight schedules ever offered. Super-Van trains, carrying solid loads of Flexi-Van rail-highway containers, operate at passenger train speeds over the 1,156-mile route between New York to St. Louis in slightly more than 24 hours. Similar fast schedules are offered by NYC between Boston and St. Louis.

Central's new electronic Big Four Yard near Indianapolis has enabled the railroad to create a modern mass transportation link between the eastern seaboard and the south-midwest area.

In addition to his activities right in St. Louis, Mr. Bader will also represent the Central in such major southwestern areas as Kansas, Oklahoma, Texas and Mexico. He joined the Central in 1947 as a member of the Freight Sales department. Since 1959 he has been Freight Sales Manager at Cincinnati.

Mr. Patten, who joined the Central in 1953, will supervise the Central's Flexi-Van operations, industry planning and foreign freight sales. He will also direct the sales department's personnel training and budget programs. Prior to his service at Cincinnati, he was Assistant Vice President-Freight Sales & Service at Boston.

Mr. Norwood started his NYC career in 1940. Since 1959 he has been Freight Sales Manager at Cleveland.

## RECENTLY RETIRED

**CONTINUED**

### NORTHERN DISTRICT

Anger, W., Car Inspector, Welland, Ont., Canada 44
Baker, J. F., Conductor, Niles, Mich. 36
Baldwin, C., Inspector, Jackson, Mich. 43
Beystrum, A. L., Freight Conductor, Detroit 45
Black, C. E., Red Cap, Detroit, 42
Borowicz, L., Trackman, Sheboygan, Mich. 32
Brooksmith, T. M., Steno Clerk, Detroit 22
Burke, T. L., Crossing Watchman, Albion, Mich. 11
Carter, H. P., Trackman, Grand Rapids, Mich. 34
Chappell, H., Car Inspector, Windsor, Ont., Canada 36
Christoff, T., Carman, Detroit 32
Courtain, E., Machine Foreman, Jackson, Mich. 28
Curry, M. A., Porter, Detroit 37
Downs, J. I., Car Cleaner-Foreman, Detroit 36
Eagan, F. S., Trucker, Detroit 32
Favorite, J., Gang Foreman, Three Rivers, Mich. 43
Fisher, W. G., Machine Inspector, Jackson, Mich. 51
Ford, G. D., Brakeman, St. Thomas, Ont., Canada 35
Francis, R. B., Engineer, St. Thomas, Ont., Canada 45
Frency, M. L., Clerk, Detroit 40
Gill, S., Blacksmith - Millman, Windsor, Ont., Canada 39
Grumbuski, J. M., Foreman MOFW, Detroit 45
Hadd, G. T., Weld Operator, Bay City, Mich. 45
Hafer, J. E., Train Dispatcher, Jackson, Mich. 44
Harris, M. C., Mail Room Attend., Detroit 18
Hartsuff, E. C., Engineer, Jackson, Mich. 32
Hewitt, R. J., Conductor, Battle Creek, Mich. 43
Hill, O. A., Yardmaster, Michigan City, Ind. 41
Jonson, C. A., Trackman, Oxford, Mich. 43
Jones, W., Truck Driver, Tilbury, Ont., Canada 40
Larkins, R. D., Switchman, Jackson, Mich. 34
Lawrence, A. D., Conductor, St. Thomas, Ont., Canada 43
Leak, O. R., Inspector, Niles, Mich. 38
Linsky, W. W., Clerk, Detroit 39
McCarthy, F. A., District Claim Agent, Detroit 32
McDonell, R. F., Trainmaster, Detroit 41
McNabb, J. S., Conductor, St. Thomas, Ont., Canada 50
Miller, R. H., Locomotive Engineer, Detroit 44
Miller, S. C., Yard Conductor, Battle Creek, Mich. 39
Moore, C. C., Foreman, Canfield, Ont., Canada 48
Morris, L. W., Conductor, Kalamazoo, Mich. 39
Nicholson, G. W., Machinist, Niles, Mich. 39
Pisciotto, G., Laborer, Windsor, Ont., Canada 41
Polselli, A., Gang Foreman, Jackson, Mich. 33
Reum, G. A., General Yardmaster, Niles, Mich. 47
Richardson, W. F., Clerk, Detroit 35
Rombalski, A., Switchtender, Detroit 41
Seabrook, J. A., Station Master, Detroit 45
Sourwine, J., Extra Gang Foreman, Welland, Ont., Canada 53
Staley, C. E., Leverman, Welland, Ont., Canada 48
Thomson, R. A., Locomotive Engineer, St. Thomas, Ont., Canada 46
Totten, H. M., Clerk, Jackson, Mich. 18
Vail, B. M., Secretary, Detroit 40
Westwood, J. W., Division Engineer, Detroit 23
White, J. H., Laborer, Detroit 12
Yakubesan, A., Handyman, Detroit 12
Yaremco, M., Blacksmith, St. Thomas, Ont., Canada 26

### SOUTHERN DISTRICT

Barnett, M. W., Engineer, Corning, O. 48
Black, F. E., Repairer, Beech Grove, Ind. 29
Bock, C. M., Carman, Beech Grove, Ind. 18
Bogan, J., Laborer, Indianapolis 32
Burns, D., Trackman, Corning, O. 20
Clemens, G. H., Flagman, Galion, O. 41
Compton, B. H., Operator, Robinson, Ill. 39
Dean, J. H., Electrician, Beech Grove, Ind. 24
Donnelly, E. J., Clerk, Cincinnati 49
Erving, C. M., Agent, Forest, O. 41
Gerber, C. W., Yardmaster, Cincinnati 41
Griffin, R. S., Foreman, Mattoon, Ill. 43
Hakola, E., Signal Supervisor, Columbus, O. 40
Hanna, G. R., Checker, Columbus, O. 16
Jackson, F. D., Engineer, Toledo, O. 45
Jackson, M. B., Chief Clerk, Indianapolis 43
Jones, I., Laborer, Crawfordsville, Ind. 32
Junken, W. C., Car Inspector, Mattoon, Ill. 45
Livengood, P. A., Agent-Operator, Mohawk, Ind. 41
Mason, W. P., Conductor, Bucyrus, O. 45
Meyers, R. L., Storekeeper, Bellefontaine, O. 17
Naufzinger, R. B., Boilermaker, Columbus, O. 36
Nier, T. A., Yard Conductor, Lyons, Ill. 45
Parker, H. L., Conductor, East Alton, Ill. 48
Phillips, E. O., Engineer, Bucyrus, O. 48
Redding, J., Signal Maintainer, Indianapolis 49
Rhinehart, W. M., Crossing Watchman, Springfield, O. 36
Rose, A. M., Janitress, Cincinnati 31
Roth, J. F., Locomotive Engineer, Cincinnati 52
Shambaugh, E., Locomotive Engineer, Anderson, Ind. 41
Smith, N., Supervisor of Track, Crawfordsville, Ind. 42
Stinson, R. F., Machinist, Bellefontaine, O. 49
Stutz, G. E., Crane Operator, Greenburg, Ind. 39
Swango, R. T., Trackman, New Point, Ind. 35
Terrell, W. E., Agent-Operator, Troy, O. 48
Thomas, J. H., Conductor, Hobson, O. 43
Vincent, P., Conductor, Kankakee, Ill. 43
Walters, W. H., Agent, Matteson, Ill. 51
Wasson, W. C., Agent, New Paris, Ind. 36
Weber, G. C., Telegrapher, East St. Louis, Ill. 51
Weldy, C. S., Agent Operator, Warsaw, Ind. 41
Whitaker, W. O., Carpenter, Indiana Division 42
Wing, C. E., Brakeman, Harrisburg, Ill. 36

### PITTSBURGH & LAKE ERIE

Birka, T. A., Machinist, McKees Rocks, Pa. 48
Bounds, W. E., Gang Foreman, McKees Rocks, Pa. 33
Freshcorn, C. V., Chief Rate Clerk, Struthers, O. 48
Early, C. E., Engineer, Pittsburgh 46
Gastner, R. F., General Car Foreman, Aliquippa, Pa. 49
Giancola, G. B., Hostler, East Youngstown, O. 39
Hanna, M. A., Engineer, College, Pa. 44
Kelly, C. J., Clerk, McKees Rocks, Pa. 48
Leck, A. H., Clerk, Pittsburgh 54
Lepore, N., Foreman, McKees Rocks, Pa. 40
Meyer, J. C., Airbrake Repairman, McKees Rocks, Pa. 39
Natale, F., Track Laborer, Campbell, O. 12
O'Neill, J. T., Statistician, McKees Rocks, Pa. 48
Purcell, J. G., Baggage-Mail Handler, Pittsburgh 18
Renzenbrink, C. L., Conductor, Struthers, O. 36
Robinson, H. L., Laborer, Pittsburgh 16
Roseto, L., Machinist, McKees Rocks, Pa. 44
Taylor, H. B., Chief Clerk, Coraopolis, Pa. 46
Totzke, M., Clerk, Braddock, Pa. 38

### CLEVELAND UNION TERMINAL

Day, J., Baggage-Mail Trucker, Cleveland 17
Maloney, T. J., Assistant Signal Maintainer, Cleveland 32
Wertz, C. J., Foreman, Cleveland 32

# HEADLIGHT Hilites

**Central Clevelanders . . .**
all holding executive posts in their city's transportation clubs this year are (from left to right) Herbert Treadwell, Chief Car Distributor, Cleveland Union Terminal and President of the Cleveland Transportation Club; Carl Heinisch, District Freight Sales Manager and a Governor of the Cleveland Traffic Club; E. F. Heil, Administrative Asst., Passenger Sales department and First Vice President of Bon Vivants of Cleveland; and Kenneth Hunt, Passenger Sales Representative and First Vice President of Cleveland Passenger Club.

**Beloved by children . . .**
the world over, comedian Joe E. Brown is dubbed "Mr. Pretzel of America" by lovely Christine Flynn, four year old daughter of a Central family in Cleveland. Occasion was celebration of the *Pretzelennial*—100th anniversary of the pretzel in the United States. Brown requested an "angel-faced little girl" to crown him pretzel king and blonde Christine surely fills the bill for this performance.

**Gold spikes . . .**
help to strengthen the ties of understanding between the railroads and the communities they serve. At left: Donald F. Rehl, NYC Division Freight Sales Manager, Columbus, O., received a gold spike from Mayor R. Walston Westlake (right) in recognition of Mr. Rehl's chairmanship of the Railroad Community Service Committee of Columbus area for two years. At right: Freeman M. Stork, NYC Freight Agent, Syracuse, receives a gold spike from William T. Alexander (right), General Manager of Central's Eastern District, for his year as head of the Railroad Community Committee of Central New York State. Mrs. Stork and Robert S. Lindberg, District Sales Manager of the Pennsylvania Railroad beam approval.

**Bound for London . . .**
these 84 Central employes and members of their families ready for take-off on first leg of a 20-day European tour organized by NYC Athletic Association in New York. They visited England, France, Germany, Italy, Holland, Switzerland, and Monaco. Rail buffs in the group had an extra feature in an overnight treat on run from Monaco to Paris on the world-famous *Blue Train*, renowned for its fast run. Moonlight gondola trips through Venice, evening performances of grand opera in the old Roman Baths were among the delights of the trip.

**Victors . . .**
display their trophy proudly after winding up as champions of NYC bowling league in New York. From left: Charles Smith, George Conley, Art Newman, William Love, George Smith.

**Tale of two colonels . . .**
is the story here as U.S. Army Reserve Lieutenant Colonel Harry A. Skiff (right), of Central's Law department, is congratulated on promotion from rank of Major by Robert W. Minor, NYC's Vice President-Law. Mr. Minor served as a Lieutenant Colonel in the Army's 29th Division during World War II. Another common ground for the two men is activity in the Associated Railroads of New York State. Col. Minor is the Association's Executive Committee Chairman and Col. Skiff is group's Treasurer.

# Competitive Transport Notes

IN CONGESS . . .
Sen. George A. Smathers of Florida has introduced a bill (S.2560) to help states and federal agencies control irregular and illegal trucking, known as "gray-area" operation. Sen. Smathers is chairman of the Surface Transportation Subcommittee of the Senate Committee on Interstate Commerce.

Warning that "this is a problem of extreme seriousness" and "a growing threat to our transportation industry," he declared: "Despite a recent increase in the level of penalties assessable, illegal transportation continues to drain an ever-increasing amount of traffic from the legitimate rail, truck and water carriers."

• • •

AVIATION EXPERTS . . .
can't seem to agree on development of a supersonic airliner. Researchers at the National Aeronautics and Space Administration challenge the Federal Aviation Agency's plans for such a plane on the grounds of cost, noise, technical obstacles. One forecast for the project runs to $1.5 billion. Skeptics recall the fizzle of a similar project for a nuclear-powered plane.

While these government agencies argue about spending taxpayers' money on such planes for the use of commercial airlines, NYC and other railroads continue to produce sound and thoroughly tested new transportation equipment at their own expense.

• • •

LAW BANNING PIGGYBACK FEE . . .
has been passed by the Texas legislature. The measure outlaws and makes void any provision in a teamster union contract imposing a $5 fee on truck lines using railroad piggyback service. The Texas lawmakers passed the bill in their lower house by 132 to 2, and in their Senate by 29 to 1. A similar law was recently enacted in Illinois.

• • •

ST. LAWRENCE SEAWAY . . .
ended its 1961 season at the end of November, with a declining trend in high-toll traffic compared with the same month of 1960. This same trend has existed in each month of the 1961 season. Although bulk, low-toll traffic has shown an increase in volume this year, this has not been sufficient to bring Seaway revenues to the level necessary for liquidation of federal loans advanced for construction of the Seaway within the 50-year time limit on the loans without increasing Seaway tolls.

These developments have occurred despite ample governmental assistance from the Seaway and rosy predictions by its planners.

Meanwhile, New York Central continues to provide its customers with year-round, all-weather transportation services as the Seaway remains idle under ice from now to next spring.

• • •

AN INSIGHT . . .
into what President Kennedy may say in his message to Congress on national transportation policy early next year was hinted by Clarence D. Martin, Jr., Under Secretary of Commerce for Transportation, in recent speech.

Giving the railroads a pat on the back, Mr. Martin said the President's message to Congress "will establish an orderly and progressive structure for transportation development in the years ahead."

Other points he made:

- development of a national policy was the biggest administration job in transportation;
- upheld the common carriers as compared with private carriers;
- asked: "Where would we be without the railroads with their ability to carry the emergency burden of wartime?"

"The railroads are losing millions of dollars each year in dying passenger service," he said, "yet, lying unused on the drawing boards are technological improvements that could make short and medium-haul rail passenger service competitive or even superior to short-haul air services."

"In the freight market," he added, "common carriers face, literally, traffic starvation from the growth of private and exempt carriage."

"Drastic action is required—and soon—or there is big trouble ahead for the rails, trucks, and domestic water carriers in freight, just as much as there is in the rail passenger field today."

Mr. Martin declared "there should be a clear and definite policy with respect to user charges paid by carriers making use of facilities and services provided by the federal government. A policy of assessing user charges for motor and air carriers has been reaffirmed by the President in recent messages to Congress. Serious consideration should be given to extending this policy to other areas," he said.

Meanwhile, President Kennedy has been studying the Department of Commerce's recommendations for a national transportation policy. Such recommendations are included in a report the President requested from Secretary of Commerce Luther Hodges. It is expected the report will be used by the President in drafting his special transportation message to Congress.



# New Station Procedure Aids Customers

## Improvements in demurrage accounting methods simplifies and speeds service to Central shippers

▶▶▶ When a carload of freight reaches its destination it's customary for the receiver of that freight to be allowed a certain length of time to unload the car so it can go back to work on the railroad. If the car isn't unloaded in that time, the railroad makes a charge for each day the car is held past the limit. This charge is called demurrage.

On a railroad the size of New York Central, with 000,000 freight cars moving around the System every day, keeping track of demurrage charges which the railroad may make is a mighty big task, and anything that makes the job faster and simpler is welcomed by the freight agents whose assignment it is to collect these charges.

### Speeds process

Now a new mechanized method of demurrage accounting has been developed that goes a long way towards simplifying and speeding the process. Principal architect of the new method is Ray Mann, himself a New York Central Freight Agent at Buffalo.

First step in improving demurrage accounting was to re-design the track check book used by freight agents for this work. Under the old system, a check was made each day of cars on tracks under the agent's jurisdiction. These records were totaled at the end of the month and a bill sent to the customer. Then, the sheets of records were sent to the Demurrage Auditing Bureau for the operating district in which the station was located.

The old records were laboriously produced by hand in pen or pencil at each individual station.

Under the new method, modern punch cards and data processing machines help freight agents and their staffs to compile the necessary information much more quickly and accurately.

Information gathered in checking yards is listed on a card. In addition to basic statistics, like car numbers, a great deal of other yard check data is included – for example, whether it's an inbound or outbound car, customer's name, the station and its number, private track or team track, rules applying to the transaction, debits, credits, status of the car's lading and excess days allowed.

When these cards are completed at local freight stations, they are sent to a District Demurrage Bureau. Here the information is quickly transferred to a punch card. At this point in the operation, the customer's pre-assigned code is added to the card. At the end of the month the demurrage cards are mechanically sorted according to accounts, and audited sheets, automatically printed by the machines, provide a detailed summary of each customer's demurrage account.

### Cuts time

The new method, among other things, has greatly reduced the time involved in transferring yard check data to finished summary. Increased efficiency comes from applying the new method to four simple steps: 1. making the necessary physical yard check; 2. transcribing the data to a balance sheet; 3. calculating demurrage charges; 4. preparing a monthly audit of each car transaction.

Under the old system, if a car were on a track for five days, the car number, for example was listed five separate times, and a form was sent to the freight office every day. There the information was transcribed manually to a balance sheet for each industry.

With the new method, the key-punched card prints the balance sheet and also calculates demurrage charges rapidly.

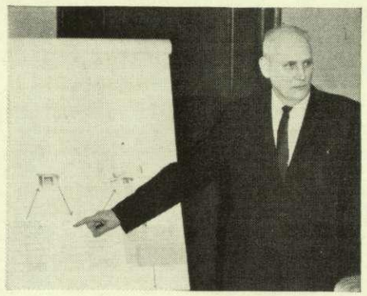
### Lead seen to other improvements

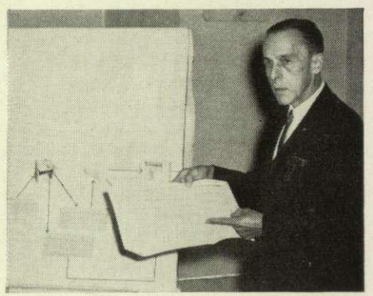
The new cards are expected to lead to other progressive developments in car accounting procedures and may provide a means of improved detection of areas where freight cars are held for excessively long periods.

After a two-year trial period in Buffalo, under Mr. Mann's direction, the system has been extended to about 60 per cent of the cars included in Central's demurrage records. District Bureaus using the new procedure are located at New York, Syracuse, Cleveland and Indianapolis, and consideration is being given to additional extension of the method to encompass the entire NYC System.

A day-long meeting was held recently in New York during which New York Central freight agents from many on-line points had an opportunity to discuss and learn more about the new demurrage accounting procedures. Mr. Mann, Mark Frix of Detroit, and Ralph Dean of Toledo, were among those who led these discussions.

In addition, the men at the meeting talked over other ways in which New York Central is serving its customers and exchanged views on doing some of these things better.





PASSING ALONG benefits of their experience with the new mechanized demurrage accounting procedure are (from left to right) Ray Mann of Buffalo, who pioneered the system; Mark Frix of Detroit; and Ralph Dean of Toledo. These three Central men gave detailed talks about new procedures at a special meeting of freight service center agents held recently.

## *It's true . . .*

your eyes are not playing tricks on you. But the odds on your seeing this combination of numbers on a freight car again are pretty long. New York Central box car No. 123456 was spotted a long way from home in northern Minnesota by John F. Agee of Los Alamos, N. M. His sharp eyes noted the unusual number and out came his camera. Result: This photo.

## *Looking over . . .*

the property is standard practice for railroad officials at the year's end. Few of them, however, don more quizzical looks than this railroader of the future, snapped by the HEADLIGHT'S roving camera in Hasting-on-Hudson, N. Y. The expression indicates there's more to this railroad business than appears at first.