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

[Signature]

President

The Headlight is published by the New York Central System for its active and retired employees and their families. All communications should be addressed to the Headlight editorial office: Room 464, 466 Lexington Avenue, New York 17, N. Y.

Member: American Railway Magazine Editors Association; House Magazine Institute; and International Council of Industrial Editors.

New York Central Headlight

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—270,902 (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 $19,984,072.

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 7½ 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 employ earnings up to $400 a month, the taxable maximum in effect under the law. The old retirement and unemployment rates were 8½ per cent and 3½ per cent, respectively.

The scheduled increase in the retirement tax was provided by the 1951 amendments to the Railroad Retirement Tax Act. The new rate will remain in effect through December, 1964. Further increases will occur in 1965 and 1966, the 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.
Following is a list of New York Central employees who have retired recently from active service. The number to the right of each name indicates the years of continuous service spent with the Central.

**NEW YORK DISTRICT**

- Garofalo, J., Painter, Bronx, N. Y. 43
- DiCastro, V., Trackman, Poughkeepsie, N. Y. 47
- Baker, H. D., Machinist, Harmon, N. Y. 23
- Flynn, C. M., Secretary, New York 39
- Beninato, Q., Janitor, St. John's, N. Y. 37
- McKenna, B. W., Yard Conductor, Allston, Mass. 49
- O'Hara, J. F., Telegrapher, New York 45
- Kennedy, W. J., Engineman, Weehawken, N. J. 37
- Solimando, F., Laborer, Weehawken, N. J. 36
- Williams, A., Brakeman, Selkirk, N. Y. 32
- Vrabel, J. F., Machinist, Harmon, N. Y. 47
- Aubrey, W. F., Engineer, Malone, N. Y. 35
- Bangoff, M., Inspector-Repairer, Utica, N. Y. 24
- Brown, C. J., Carman, Ashtabula, Ohio 44
- Burke, M. J., Clerk, Youngstown, Ohio 42
- Carpenter, W. B., Foreman-Machinist, Utica, N. Y. 40
- Cirami, F., Freight Handler, Utica, N. Y. 33
- Crapo, W. E., Agent-Operation, Utica, N. Y. 41
- DeGeorge, N., Car Oiler, Ashtabula, Ohio 41
- Gunn, H. L., Locomotive Engineer, Utica, N. Y. 48
- Fisher, H. F., Conductor, Elkton, Md. 35
- Hall, G. W., District Freight Agent, Utica, N. Y. 48
- Love, W. R., Supervisor, Chicago 37
- Pifer, T. L., Shop Painter, Chicago 19
- White, E. B., Locomotive Engineer, Utica, N. Y. 45
- Watzel, F. W., Engineer, Sandusky, Ohio 44

**EASTERN DISTRICT**

- Bangoff, M., Inspector-Repairer, Utica, N. Y. 24
- Brown, C. J., Carman, Ashtabula, Ohio 44
- Burke, M. J., Clerk, Youngstown, Ohio 42
- Carpenter, W. B., Foreman-Machinist, Utica, N. Y. 40
- Cirami, F., Freight Handler, Utica, N. Y. 33
- Crapo, W. E., Agent-Operation, Utica, N. Y. 41
- DeGeorge, N., Car Oiler, Ashtabula, Ohio 41
- Gunn, H. L., Locomotive Engineer, Utica, N. Y. 48
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- Watzel, F. W., Engineer, Sandusky, Ohio 44

**WESTERN DISTRICT**

- Bacchetti, R. J., Inspector-Repairer, Buffalo, N. Y. 46
- Berry, D., Inspector-Repairer, Buffalo, N. Y. 49
- Bonfigli, J. K., Inspector-Repairer, Buffalo, N. Y. 44
- Bonfigli, J. K., Inspector-Repairer, Buffalo, N. Y. 44
- Finner, C. J., Freight Handler, Buffalo, N. Y. 47
- Bonfigli, J. K., Inspector-Repairer, Buffalo, N. Y. 44
- Bonfigli, J. K., Inspector-Repairer, Buffalo, N. Y. 44
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**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.

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 December 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 climate which we confronted the railroads when the original merger studies were initiated four years ago has been worsened appreciably. A measure of relief from excessive taxation in some states, minor federal legislative help under the terms of the Transportation Act of 1938, and some cooperation from tax authorities in the form of money-losing commuter service subsidies have been gained, but the need to increase efficiency and to compete more effectively in the transportation field as a single entity is as great in 1959 as it was 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 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 Central and Pennsylvania to operate with heavy deficits this year and indicated there is little or no likelihood or sufficient earnings in the last six months of 1951 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, employees, 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 barriers, and the one transportation agency that has proved beyond doubt its essentiality in both police 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 employees and shareholders, 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 employees, friends in the outside community, the Headlight staff extends cordial good wishes for a very happy Christmas and a bright New Year.
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 these 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. Scalzi, 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 Road; 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 more than $250 million.
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 by the Central's advertising agency.
- Objectives for future advertising were established.
- A new slogan—"Road to the Future"—was selected from hundreds suggested to the railroad's President, Alfred E. Perlman.

Next, a series of four-color ads was prepared, with special emphasis on 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.

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. Response 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. Salesmen in advertising research conducted surveys that indicate New York Central's advertising has consistently been receiving more readership for every 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-oriented publication. The article was called, "New NYC Ads Pack Visual Punch." The Railway Progress Institute competition judges thought so, too.

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 employees, 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, thus 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 employees 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.

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

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

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.

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.

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.

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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
Expansion of New York Central's sales staff and creation of a new Freight Sales and Service region were announced Dec. 1. 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 Cincinnati, has been moved to New York as Assistant Vice President Sales Service. He has been succeeded at the Cincinnati post by John E. Norwood. Mr. Norwood's father, John H., held the same post at the same 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 create a modern mass transportation link between New York to St. Louis with the fastest freight schedules ever offered. Super Van trains, carrying solid loads of Flexi-Van rail container systems, 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 areas. In addition to its 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.

Operation SUNSET

CONTINUED

A switch list is prepared in the yard office with the aid of high-speed 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 correct time the cars going to some destination.

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.

Terminal Trainmaster Bill Gleason keeps careful watch over operation.

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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 areas. 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.

Operation SUNSET

CONTINUED

A switch list is prepared in the yard office with the aid of high-speed 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 correct time the cars going to some destination.

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.

New York Central Headlight

December, 1961
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.

Bound for London... these 84 Central employees and members of their families ready for takeoff 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 Canley, 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.
IN CONGRESS... 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 road, truck and water carriers."

**AVIATION EXPERTS...**

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 failure 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 FRE...**

has been passed by the Texas legislature. The measure outlaws and makes void any provision in a freight union contract imposing a 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-bulk 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 a teamster union contract imposing a $5 fee on truck traffic.

*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 losing passenger service," he said, "yet, lying unused on the drawing boards are technological improvements that could make short and medium-haul rail traffic 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 carriers."

"Draconine action is required—and soon—or there is big trouble ahead for the railroads, 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 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 York Central Headlight

**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 and then turn it back to 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 50,000 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 that 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 redesign 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 principal architect of the new method is Ray Mann, himself a New York Central Freight Agent at Buffalo.

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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 information 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 automatically sorted according to accounts, and audited sheets, automatically printed by the machines, provide a detailed summary of each customer's demurrage account.

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**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 short-haul, common carrier situations by four simple steps: 1. making the necessary physical record 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 percent of the cars included in Central's demurrage records. District Bureaus using the new procedure are located at Cleveland, Indianapolis, and Cleveland, and is being given to additional extension of the method to encompass the entire NYC System.

A 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, accompanied by Ralph Dean and Mark Frix 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.
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 Hastings-on-Hudson, N. Y. The expression indicates there's more to this railroad business than appears at first.