Headlight

DECEMBER • 1965

HOLIDAY GREETINGS

With the coming of the holiday season, I want to extend my best wishes to you and your family for good health and happiness.

We in the New York Central family have much for which we can be thankful at this season of the year. We have had a good year on the railroad; we have made real progress in our merger with the Pennsylvania Railroad; we have handled more traffic and have improved service to our customers; and most important of all, we helped to re-establish the railroads as a growth industry. We shall have many challenges as well as opportunities in the year to come.

In this holiday season I offer my sincere appreciation for your help in accomplishing what we have in the past year, and at the same time I send to you and yours cordial Christmas greetings and best wishes for the New Year.

Sincerely,

Alfred E. Perlman

PRESIDENT

Headlight

DECEMBER, 1965

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ON THE COVER: As the HEADLIGHT beams its light towards the beginning of a new year the staff extends to all its readers most cordial greetings of the Season and every good wish for an abundance of health and happiness in the coming year.

Picture Contest Enters Second Month

You don't have to be a professional photographer or painter to win big prizes by picturing what's *new* on the Central

OFFICIAL CONTEST RULES

1. Pictures submitted in the contest must portray a new development on the New York Central System. Subjects in this category include new machines, equipment, facilities and installations, as well as new methods of performing New York Central jobs, or portray a Central employe (or employes) at work on the railroad.

2. The contest is for amateur photographers or artists only. Any employe of the New York Central System (including its subsidiary and leased lines) is eligible. Contest closes Jan. 31, 1966. Time or date on which entry is submitted has no bearing on judges, but all entries must be received at contest headquarters no later than Jan. 31, 1966, to be considered by judges.

3. Developing and printing may be done either by a professional photofinisher or by the entrant. Black-and-white or color photographs, original oil or water color paintings or sketches in any medium are eligible. Those entering pictures in the contest should save the negatives from which the submitted pictures are made. Send no negatives, however, until requested.

4. No photographic print or enlargement more than ten inches in its longest dimension will be accepted. Paintings or sketches must not be larger than 30" x 33". These sizes permit easiest handling, but size has no influence on final judging. Do not mount pictures. No art work or retouching is permitted on photographic prints or the negatives from which they are made.

5. To enter the contest, mail a print or prints of as many pictures as you desire to Headlight Picture Contest, New York Central System, 466 Lexington Avenue, New York 10017. Entries may be sent via U.S. Mail or Railroad Mail. On the back of each picture print your name and address clearly in ink. Pictures will be judged on their quality, overall appeal and the general interest they arouse in connection with the contest theme. Decision of judges is final.

6. Entrants may submit as many pictures as desired at any time during the contest period, but no one will be eligible for more than one prize.

7. Prizes are as follows: First prize, a $100 U.S. Savings Bond; two second prizes—each a $50 U.S. Savings Bond.

8. If you snap a picture which you expect to enter in the contest and in which one or more persons appear, be sure to obtain their names and addresses.

Remember to keep your eyes open for picture possibilities on the railroad. When you spot one that shows something new on the Central, or an outstanding shot of one of your fellow railroaders at work, be sure to put your camera to work.

Or if you are handy with a palette and brush you may have a canvas that can be a winner.

It's easy to enter. Simply follow the rules on this page. Just remember that your contest entries must picture a new development on the Central, or your fellow railroaders on the job. It's a big railroad, and many things are happening on it. Your prize-winning picture may be of a big new construction project . . . a new electronic computer at work . . . or something as simple as a new method of filing records. Your pictures can cover broad expanses or be confined to a close-up of a Central man or woman performing a railroad job in a new way.

You may already have a subject in mind. By looking about as you travel to and from work, or right on the job—indoors or out—you may spot the subject that will win a prize. Get your thinking cap out along with the camera or easel and brushes and turn your imagination loose. The only requirement is that your eye be focused on *what's new on the Central*, or on your fellow railroaders at work.

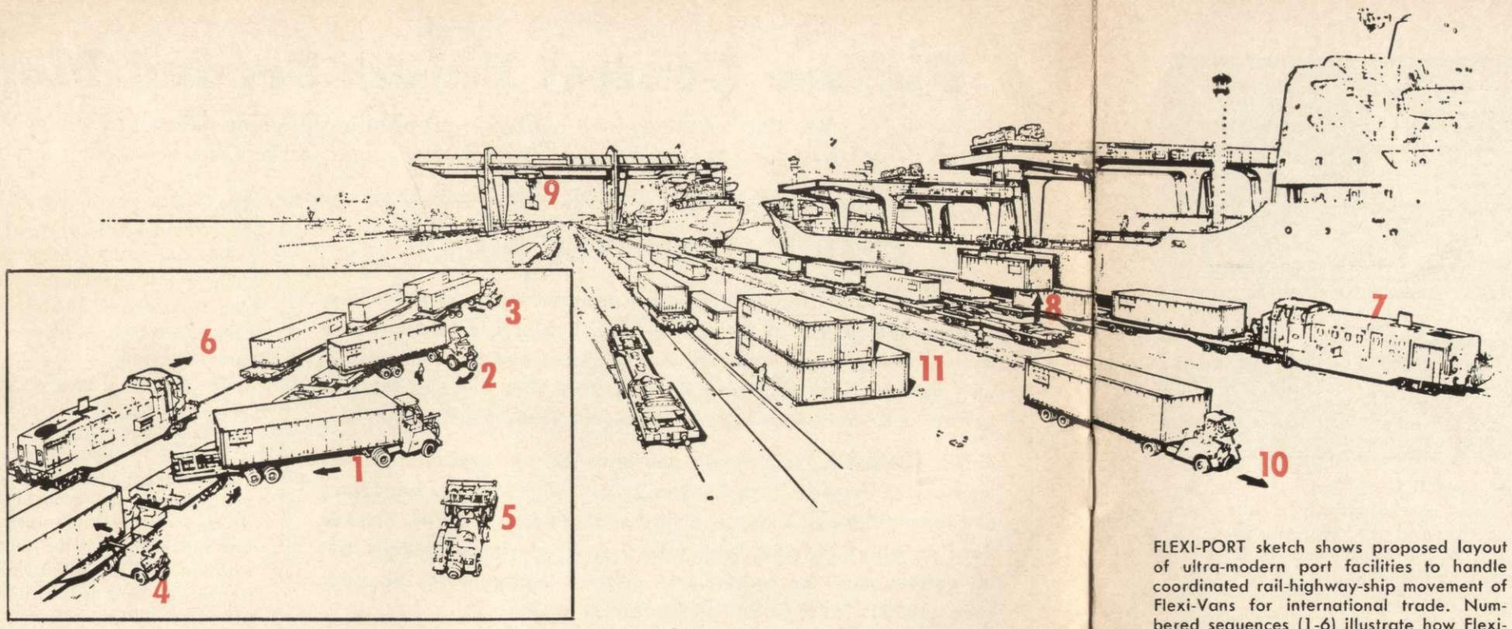
The contest, which opened last month, closes Jan. 31, 1966. Seems like a long time away? Maybe, but the weeks have a habit of moving more swiftly than we expect.

The prizes are ready — one of them may be waiting for you, so don't delay. Get started today on your entry.

Look what you can win!

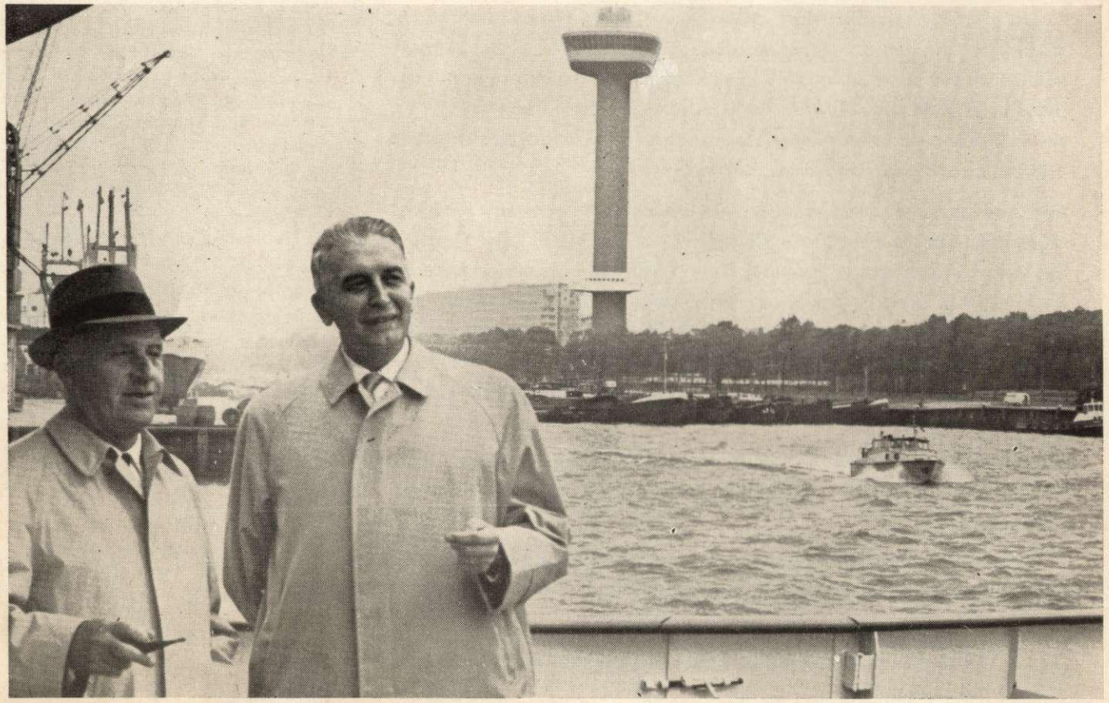
$100 U.S. Savings Bond
First Grand Prize

Two Second Prizes
each a
$50 U.S. Savings Bond



FLEXI-PORT sketch shows proposed layout of ultra-modern port facilities to handle coordinated rail-highway-ship movement of Flexi-Vans for international trade. Numbered sequences (1-6) illustrate how Flexi-Van units are swiveled from truck to flatcars, then linked together in a unit train. Arriving at dockside (7), the individual vans are hoisted by giant gantry cranes and gently deposited onboard ship (8). The reverse process occurs in background as crane maneuvers Flexi-Van from incoming steamer directly onto flatcar (9) for delivery to domestic destinations. Sealed against theft and spoilage, Flexi-Van containers may also be stacked at dockside for future shipment by rail, truck or sea (10-11).

NYC President Sees New Era in Transport With European Flexi-Van



NYC PRESIDENT ALFRED E. PERLMAN (LEFT) INSPECTS PORT FACILITIES WITH MANAGING DIRECTOR, PORT OF ROTTERDAM, Ir. F. POSTHUMA

"NEW ERA" IN INTERNATIONAL TRADE . . . Oversized map of Rotterdam's vast port facilities provides backdrop for meeting in Europe of transportation executives from both sides of the Atlantic. Alfred E. Perlman (center), President of the NYC, describes Central's revolutionary Flexi-Van container service as "the most practical method of transporting goods in international trade." Listening are Ir. F. Posthuma (right), Managing Director of the Port of Rotterdam, and Mischa Kluge, President of Integrated Container Service, which operates a pool of Flexi-Vans.

Speaking before 100 Belgian business, civic and government leaders at a reception in the Antwerp City Hall, Alfred E. Perlman, President of the New York Central, recently declared that a "new era" in international transport and trade will blossom with the inauguration of the Trans-European Road Rail Express early next year. He pointed out that the increasing use of Central's revolutionary Flexi-Van sealed container units will help pave the way to this era.

He hailed the Road Rail Express as the "culmination of cooperation between European and American businessmen." The new express will run between the Benelux countries and northern Italy, with a consist of Flexi-Van units exclusively.

He also addressed a similar group in Rotterdam, where he said, "Railroad officials on both sides of the Atlantic agree that in the last few years we have seen a materials handling revolution. Rather than providing the service and equipment most convenient for ourselves, we have recognized that we are part of the industrial production line in the tailoring of our own transportation services to fit the customer's needs.

"In this new emphasis on marketing," he said, "scheduling of service has been important. But perhaps even more important is the development of new equipment, combined with rates designed to insure volume movement."

Mr. Perlman cited one development "which is in itself revolutionizing materials handling techniques. This is the container-on-flat-car concept that we call 'Flexi-Van.' "

Calling Flexi-Van "the most practical method of transporting goods in international trade," Mr. Perlman explained that Flexi-Vans are compatible with all modes of transportation—rail, highway or water carrier.

"Today there is a rapidly growing number of marine-type Flexi-Vans available for international commerce. They have already spanned the world. They are familiar sights in the streets of the United Kingdom, Belgium, Holland, Germany, France, North Africa, the Orient and Australia. The railroads of Japan and Australia have adopted the system."

Mr. Perlman said that Antwerp—and Rotterdam in The Netherlands—have been chosen as "bridgeheads" for transatlantic through-van transportation "because they offer excellent facilities for the interchange of Flexi-Vans between Europe and the United States."

"Eventually," he said, "it is hoped that other ports and freight-loading areas will be linked by a modern, high-speed rail-highway service network."

Mr. Perlman emphasized that "the Central hopes to offer its experience and its best efforts to serve inter-continental shippers jointly with national railroads and motor carriers of Europe to provide the benefits of truly integrated transportation on all these routes."

"I am confident," Mr. Perlman added, "that working together, European businessmen and American businessmen will contribute greatly to international economic stability. We have much to learn from each other."

Tracing the "amazing progress" of the railroad industry in Europe and America during the past two decades, Mr. Perlman said that "economic conditions today demand the swift bulk-transport of all kinds of goods from one industrial area to another."

He observed that European railway systems shared in the worldwide trend towards using specialized modern rail cars "to meet the present-day requirements of shippers for fast mechanical loading and unloading."

In his speech, Mr. Perlman compared American and European technological breakthroughs. Describing the Central's new all-container trains, called "Super-Vans," he noted that these trains are "identical in concept" with the Trans-European Road Rail Express. Super-Vans travel on schedules once reserved for the fastest passenger trains and carry only Flexi-Van units.

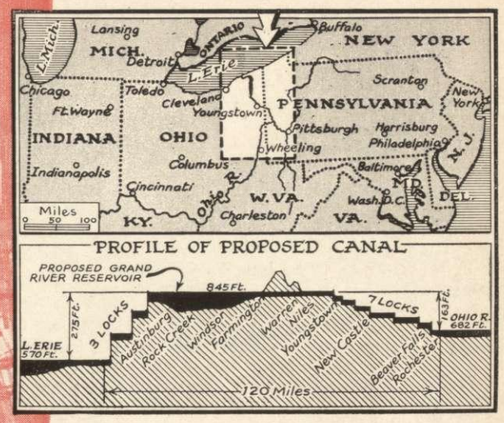
"Actually," Mr. Perlman declared, "what the railroad industry, European and American, has in Flexi-Van is the instrument for a revolutionary form of distribution. It is a concept that embraces all the inherent advantages of the various modes of surface transportation. Yet, at the same time, it eliminates some basic disadvantages of each mode."

Pointing out the specific advantages of Flexi-Vans for marine transport, Mr. Perlman said, "You load and seal the highway van at your shipper's dock—minus the costly export packing. This is known to have saved over $2,000 a unit. At the port of embarkation, the van is transferred directly to the ship still sealed."

Mr. Perlman said this reduces to a minimum the number of times the product is handled, narrowing the margin for damage. And when the Flexi-Van units are unloaded at the destination port, the still-sealed containers can be shipped directly to customers throughout Europe by rail or, with wheels attached, by truck.

Mr. Perlman concluded that European and American businessmen "must take action to reduce the barrier to international growth by joining in cooperative ventures" such as the Trans-European Road Rail Express. ◀◀

The Planned Disaster...



...LAKE ERIE-OHIO RIVER CANAL

Project Threatens Serious Harm to Atlantic Ports and Jobs of Railroaders and Will Slow Growth of Other Industries

WHAT?

The Pittsburgh District Engineer of the U.S. Army Corps of Engineers has recommended the construction of the proposed Lake Erie-Ohio River Canal. The 120-mile long navigation project would link Lake Erie with the Ohio River by following the course of the Beaver River in western Pennsylvania, the Mahoning and Grand Rivers in northeastern Ohio. These streams are not navigable in their present state, and it would require the construction of a total of 10 locks and dams, plus a 104-square-mile reservoir, to complete the project.

In addition, the canal would sever the natural divide between the Lake Erie and Ohio River Basins, thereby changing the natural allocation of water to these basins.

Width of the bottom of the canal would be a minimum of 300 feet, with a reduction to 200 and 250 feet respectively in the congested Youngstown and Warren, Ohio areas. Channel depth would be a minimum of 18 feet.

Elevation or reconstruction of 87 highway and railroad bridges would be required along the canal route.

The federal government would have to acquire approximately 100,000 acres of privately owned land to implement the project.

Cost of construction of the canal, as reported by the Corps of Engineers, is $1.026 billion.

ACTUAL cost of construction of the canal would be—

ONE BILLION $ $ — PLUS — PLUS — PLUS

Total cost, covering amortization, interest, maintenance and operation over 50-year project life, would be—

THREE BILLION $ $ — PLUS — PLUS — PLUS

Estimates of time required for construction of the canal vary from 7 to 10 years. Further, the drainage from over 1,400 square miles of land would have to be appropriated for a period of 5 years to fill the canal's reservoir.

Current agitation for the canal by Youngstown, Ohio interests follows four unsuccessful atempts since 1920.

WHY?

Commerce for the proposed toll-free Lake Erie-Ohio River Canal would be limited to about one dozen bulk type commodities in average minimum shipments of 1,000 tons, with just two of the commodities, coal and iron ore, representing 90% of all traffic.

This coal and iron ore is now being handled by the land carriers via the port facilities on the south shore of Lake Erie and the Atlantic coast. Traffic on the proposed canal would bypass these facilities.

The aggregate cost of transporting this iron ore and coal now is figured in fractions of a penny per ton-mile, but if the canal were to be built transportation charges by water would be even less to a selected few shippers and receivers.

The apparently attractive rates would exist only because the nation's taxpayers would be picking up part of the cost. The entire cost of construction, operation and maintenance would be at public expense.

Based on cost figures for the canal, that have been officially developed in the past, a reasonable *minimum* cost to the public for every ton of cargo carried on

(*continued on next page*)

the proposed Lake Erie-Ohio River Canal would be $1.34.

If tolls were to be charged to make it pay its own way, advocates of the project have stated that little use would be made of the canal.

WHY NOT!

It would cost over $1 billion to construct and eventually $3 billion for total costs.

It would have a limited benefit, and only for a selected few industries in a small geographic area.

It would only serve shippers or receivers capable of handling thousands of tons of commerce.

It would be toll-free and would be totally supported by taxpayers.

It would be subject to seasonal shutdown due to winter freeze-up.

It would be a transportation bottleneck due to the tortuous and congested canal course.

It would divert much needed water from Lake Erie to provide water to operate the Canal's locks.

It would displace 7,000 people from their homes.

It would flood tens of thousands of acres of productive land.

It would require millions of dollars of financing by people local to the canal route who could not afford it.

It would seriously depress the land carriers by removing millions of tons of commerce from railroad cars and trucks and placing it on barges.

It would cost thousands of jobs for railroad workers, coal miners, dockworkers, steelworkers, truckers, and employees of the transportation supply industry.

It would increase transportation charges on many commodities to compensate for the losses to the land carriers of their high volume bulk traffic.

It would virtually shut-down most Lake Erie ports and seriously harm Atlantic ports due to a diversion of millions of tons of coal and iron ore to the dock facilities at the canal's terminus.

It would not be in the national interest.

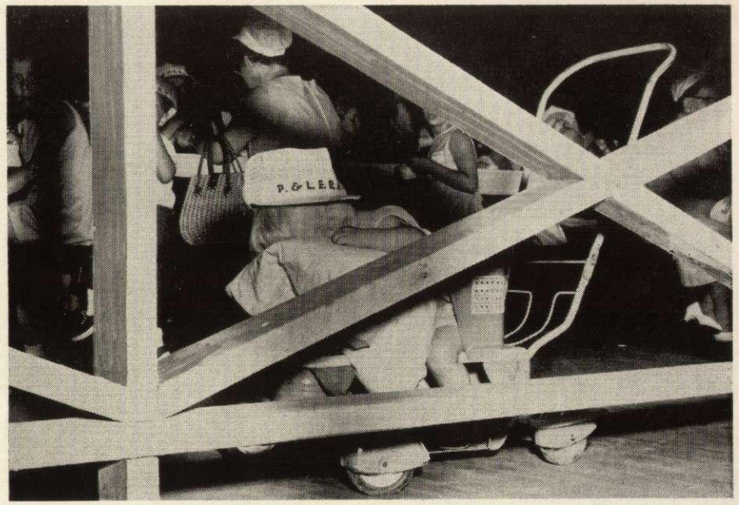
Your opinion is important too.
If you question the advisability of having your tax dollars spent on a project that would benefit at best only a small segment of the economy act now. Write your elected representatives in Washington. Ohioans and Pennsylvanians should also express their opinions to their state officials.

P&LE Employees Held Family Picnic

Over 3,000 persons were in attendance at the first of three P&LE Family Picnics held this year. Employees in the Beaver Falls-McKees Rocks-Pittsburgh area, their spouses and dependent children, attended the picnic at West View Park, Pittsburgh, Pa.

The affair was highlighted by an address by Curtis D. Buford, P&LE President, in which he discussed principally the nature of the competition facing the P&LE-NYC and the opportunities available, through teamwork, to improve the railroad's share of the available traffic.

Other picnics were held at Cascade Park, New Castle, Pa., and Kennywood Park, McKeesport, Pa., for employees of other portions of the railroad and their families. Arrangements for the three picnics were under the direction of a committee headed by W. J. Petrie, P&LE Director of Personnel.



SMALL FRY TAKES NAP AS FAMILY ENJOYS PICNIC

Letters Bring Pats on the Back

Paul O'Reilly, NYC Customer Service Center, New York, received an impressive letter of commendation from the District Manager of a chemical company in New York.

The executive wrote of the difficulty in locating a car shipped from Hansford, W. Va., to Providence, R. I. In tracing the car he spoke to Mr. O'Reilly. "Mr. O'Reilly surely went far out of his way to straighten matters out, and gave us the complete history on the car, and we feel indebted to him for his courtesy. I will see to it that your road receives considerable carload freight shipments and we trust Mr. O'Reilly will receive credit thereon," he wrote.

* * *

Conductor **H. W. Smith,** Train No. 40, Syracuse to New York, received a letter of praise from a recent passenger who wrote, "I wish to express my appreciation for the courtesy and service extended to me by your Conductor H. W. Smith, who merits recognition for his good public relations."

* * *

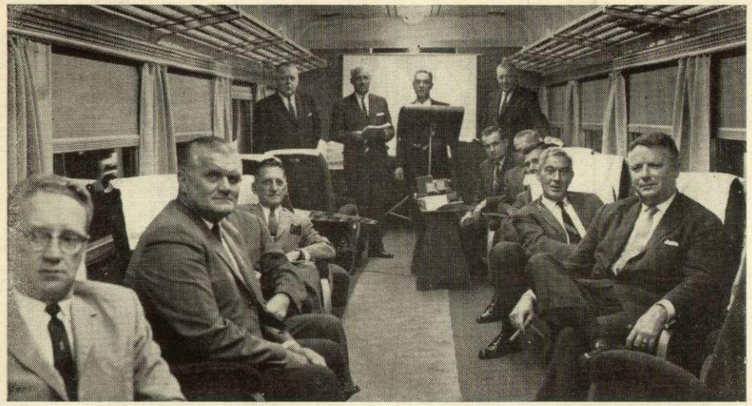
Ir. F. Oudendal, Chief Engineer, Werkspoor N. V., Amsterdam, expressed his appreciation for the opportunity to inspect NYC's Super-Van operation. He wrote, "The trip was very instructive, especially as your Company runs these special trains with, from European conditions, high speeds. Also the development from your Mark III to the Mark IV Flexi-Van flat car is very interesting."

A. J. Wayne, Division Transportation Superintendent, Cleveland, **G. H. Miller,** Division Road Foreman, DeWitt Yard, Syracuse, and **F. E. LeFauve,** Road Foreman, Frontier Yard, Buffalo, were all helpful in making this trip an interesting one."

HEADLIGHT *Hilites*

Special Train . . .
attracted crowds to the opening of a new plant by Bethlehem Steel Company at Burns Harbor, Ind. Guests are shown getting ready to board special train in Chicago by going through a specially constructed steel arch erected by Bethlehem. They traveled to the opening via a New York Central 19-car stainless-steel train shown at right.

Grand Reunion . . .
was held by nearly 300 retired Central people, their families, and friends, as they attended the Eighth Annual Retirement Dinner at the Pick Carter Hotel, Cleveland, recently. The affair, which honored all those who had retired during the past year, enjoyed the second largest attendance in the history of these annual banquets. Donald B. Fleming, General Manager of the Western District, congratulated the new retirees and extended a cordial welcome to them. Affair is sponsored yearly by NYC and Assn. of Railroad Union Representatives.



"Discover America by Rail" . . .
was the theme for a travel agents' seminar held aboard a parlor car on Track 31 at Grand Central Terminal. Gerald Phelan (standing at left), NYC Passenger Sales Representative, assisted Clifford Pelletier, NYC Manager of Passenger Sales, in making arrangements for the three day sales meeting. Representatives of the New York Central, New Haven, Pennsylvania, Long Island and Erie-Lackawanna Railroads assisted by Western and Southern Railroad Representatives conducted the seminars, which were under the direction of A. J. Winkler, Chairman, General Passenger Committee-Eastern Railroads.

Fire Prevention . . .
was highlighted during Fire Prevention Week by Frank L. Manganaro, NYC Chief, Fire Protection and Prevention (right), who arranged to have exhibits such as this one shown in Grand Central Terminal in New York, featured in other cities along the Central. Henry Sikorski (left), Fire Captain, New York District and New York City Fireman, Lt. Robert E. Mullen are examining some of the equipment.

Golf Champs . . .
John Tyrell (center) and Art Newman (right), receive trophy from Ralph Carter (left), Auditor of Miscellaneous Receipts in New York. They won championship trophy in departmental tournament by defeating Charles Smith and Dick Wyman, at Baird Park Golf Course near Poughkeepsie, N. Y.

Roll Those Cameras . . .
was the cry as film crews shot all angles of New York Central train operations at Beacon Park Yard, Boston recently for television commercials to be used with a forthcoming "Wonderful World of Golf" program. Program is sponsored by Shell Oil Company nationally and in Canada. Ken Webel (right), Trainmaster at Beacon Park was standing by to advise film crew on NYC train operations.

Employees Move into New Posts on NYC

FREIGHT SALES AND SERVICE

Del F. Harbaugh has been appointed to the position of Freight Sales Manager with headquarters in Chicago.

Mr. Harbaugh joined the Central in 1937 in the Freight Sales Department at Kansas City, Mo. After serving in various clerical capacities, he was appointed City Freight Agent in 1943. After military service with the U. S. Marine Corps during World War II, he resumed his career with the Central in 1946. In 1959 he was promoted to District Freight Salesman at Omaha, Neb., and in 1962 was appointed District Freight Sales Manager at that point. In 1964 he was transferred to Chicago as Assistant Freight Sales Manager, the position he held prior to his present appointment.

Del F. Harbaugh

Carl R. Heinisch

Carl R. Heinisch has been appointed to the position of Division Freight Sales Manager with headquarters in Toledo, O.

Mr. Heinisch began his career with the Central in the Freight Traffic Manager's Office in Cleveland, in 1937. He was transferred to Charleston, W. Va., as Traveling Freight Agent in 1947. In 1952, he returned to Cleveland as Chief Clerk to the Freight Traffic Manager and was appointed District Freight Sales Manager in 1955. He returned to Charleston as Division Freight Sales Manager in 1962, the position he held prior to his present appointment.

William A. Cole has been appointed to the position of Division Freight Sales Manager with headquarters in Charleston, W. Va.

Mr. Cole, a native of Cleveland, started his career with the Central in 1941 in the Operating Department at Cleveland. After serving with the Armed Forces during World War II, he returned to NYC in 1946 and assumed a position in the Accounting Department. In 1958 he was transferred to the Freight Sales Department as District Freight Salesman, subsequently becoming District Freight Sales Manager at Toledo, in 1962 and District Freight Sales Manager at Fort Wayne, Ind. in 1963, the position he held prior to his present appointment.

Kenneth F. Konz has been appointed to the position of District Freight Sales Manager with headquarters in Fort Wayne, Ind.

Mr. Konz began his career with the Central as a Yard Clerk in the Operating Department at Toledo, O. in 1946. In 1952, he entered the Freight Sales Department and held various clerical positions until his appointment in 1958 as District Freight Salesman, Toledo, the position he held prior to his present assignment.

William A. Cole

Kenneth F. Konz

MARKETING DEPARTMENT

Thomas B. Graves, Jr. has been appointed to the position of Manager of Automobile Industry Services with headquarters in New York.

Mr. Graves, a native of Indianapolis, entered the service of the Central in 1957, as a Freight Sales Department trainee at Cincinnati. He was appointed Office Service Supervisor at the Consolidated Rate Bureau at New York in 1958. In 1961 he was promoted to Industry Planning Analyst, and in 1962 rejoined the pricing staff as Assistant Director of Rates. In 1963 he was promoted to Manager of Pricing, and in 1964 was transferred to Detroit as Freight Sales Manager-Automotive, the position he held prior to his present appointment.

Thomas B. Graves, Jr.

John W. Hobb

EASTERN DISTRICT

John W. Hobb has been appointed to the position of Superintendent of Freight Transportation with headquarters in Syracuse.

Mr. Hobb began his career with the Central as a Messenger in DeWitt, N. Y. in 1928. In 1950 he was appointed Trainmaster at DeWitt and in June, 1954, was promoted to Trainmaster at Syracuse. In October of 1954 he advanced to Assistant Superintendent at Syracuse and in 1957 was appointed Assistant to General Manager. In 1958 he was appointed Supervisor Freight Transportation, the position he held prior to his present appointment.

Edmund J. Wlodarski has been appointed to the position of District Supervisor of Unit Train Operation, with headquarters in Syracuse.

Mr. Wlodarski began his career with the Central as a Messenger in DeWitt, N. Y. in 1944. In 1956 he was appointed Traveling Car Agent at Syracuse, and in 1958 he was appointed Assistant Supervisor Car Utilization, the position he held prior to his present appointment.

James L. Ryan has been appointed to the position of Supervisor of Stations with headquarters in Syracuse.

Mr. Ryan began his career with the Central as a Messenger in Utica, N. Y. in 1941 and has held various positions in the Transportation and Operating Departments since that time.

Edmund J. Wlodarski

James L. Ryan

Bruce G. Willbrant has been appointed to the position of Division Engineer for the Mohawk & St. Lawrence Division at Utica, N. Y., Division headquarters city.

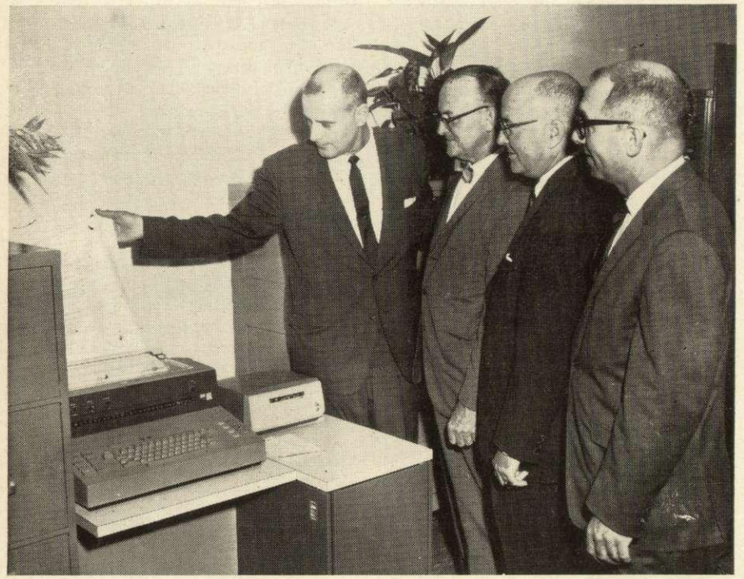
A native of Pittsfield, Mass., Mr. Willbrant joined the Central as an Engineering Assistant in 1960 at New York City under the railroad's College Management Trainee Program. He moved to the Buffalo Division in 1962 as Assistant Supervisor of Track and to Pittsfield, Mass. later in the same year as Supervisor of Track. He has been Division Engineer of Track at Utica since 1964, the position he held prior to his present appointment.

Albert R. Hermann has been appointed to the position of Division Engineer of Track with headquarters at Utica, N. Y.

Mr. Hermann started his railroad career as an Engineering Assistant at New York City, took a leave of absence the

NYC "Hot Lines" to Trace Freight Cars

Instant Car Tracing System Launched in Indianapolis Bureau



BUREAU BRIEFING on operation of Central's new Customer Service Bureau in Indianapolis is given by Lawrence N. McCraven (left), Cincinnati, Service and Equipment Supervisor. His listeners, left to right, are Raymond L. Maxwell, Supervisor of Production and Coal Shipment for Enos Coal Sales Division of Pickands Mather & Company; John E. Norwood, Cincinnati, Assistant Vice President-Freight Sales and Service, and Frank J. Slattery, Indianapolis, Assistant Freight Sales Manager.

New York Central's own version of the "hot line" went into action recently at NYC's Southern District headquarters in Indianapolis.

But instead of just one "hot line," six have been installed. They provide direct, instantaneous telephone hook-ups for freight car tracing and expediting between NYC's new Customer Service Bureau in Indianapolis and the road's giant Transportation Computer Center in New York.

The telephone "hot lines," plus a series of IBM computers ad computer-fed television sets, enables NYC to constantly monitor movement of 110,000 freight cars throughout its 10,000-mile system. Car tracings are available practically instantaneously with the new system.

Up-to-date data on all car movements is constantly fed in from 234 points along NYC to the New York center where this information is stored on computer memory systems. A tracing clerk in Indianapolis by utilizing the "hot line" may then ask a Computer Center clerk in New York for information about a specific freight car. The New York operator teletypes the query into a computer-fed television set and within less than a millisecond, the history of the car's entire pattern of movements on NYC is flashed on the TV monitoring screen and relayed by the New York operator to the Indianapolis tracing clerk.

Or, if instead of a complete history, only the car's present whereabouts is needed, this is available within 10 seconds via computer in the Indianapolis bureau.

The Indianapolis bureau also will have telephone connections with tracing bureaus of other railroads to check on cars which are interchanged.

The new streamlined tracing technique is the result of a $6 million outlay by NYC since 1962 to perfect its computer and communications systems.

The Indianapolis bureau services NYC customers throughout the railroad's Southern District and at distant points where Central has "off-line" freight sales offices such as Atlanta, Birmingham, Jacksonville, Fla.; New Orleans, Memphis, Dallas, Houston, Denver, Los Angeles, San Francisco, Portland, Ore.; Seattle and Winston-Salem, N. C.

The Indianapolis bureau is part of NYC's Freight Sales Department and will be managed by Duncan M. Bright.

PROMOTIONS—continued

following year to serve with the U. S. Air Force, returning to the Central in 1964 as Supervisor of Track at Pittsfield, Mass. He transferred to Rochester, N. Y. later the same year in the same capacity. In March, 1965 he moved to Syracuse as Engineer of Automotive Equipment, the position he held prior to his present appointment.

PITTSBURGH & LAKE ERIE

Arthur R. Brunner has been appointed to the position of Real Estate and Tax Agent with headquarters in Pittsburgh.

Mr. Brunner joined the P&LE in 1936 as a clerk in the Accounting Department, transferring to the Real Estate and Tax Department in 1946. Prior to his recent promotion he served as Assistant Tax Agent and Assistant Real Estate Agent.

Donald E. Miller has been appointed to the position of Assistant Real Estate Agent with headquarters in Pittsburgh.

Mr. Miller joined the P&LE in 1946 as a clerk in the Accounting Department, transferring to the Real Estate Department in 1951. Prior to his recent promotion he served as Supervisor Fire Prevention, Custodian of Records and Assistant Tax Agent.

Arthur R. Brunner

Donald E. Miller

INDIANA HARBOR BELT RAILROAD

Bernard J. McCanna has been appointed to the position of Superintendent with headquarters in Hammond, Ind.

Mr. McCanna was formerly Superintendent for the Milwaukee Road at Kansas City, Mo.

Report Shows Increase in Net Income

New York Central's third quarter net income rose 25.2 per cent to $8,378,226, or $1.23 per share, compared with $6,690,821, or 98 cents per share for the same period last year.

For the first nine months of 1965, Central's net income increased 27.5 per cent to $22,279,637, or $3.27 per share. This was NYC's highest first nine months earnings figure since 1956. Earnings for the same period of last year totaled $17,479,572, or $2.57 per share.

The reported earnings are for the New York Central Railroad only. Consolidated earnings of the System, including Central's subsidiaries, are only reported annually.

Freight revenue for the third quarter of 1965 amounted to $125,606,965, an increase of $2,109,752, or 1.7 per cent, compared with the same period in 1964. At the same time, the railroad's passenger revenue declined 7.3 per cent. Total operating expenses decreased 0.5 per cent for the quarter.

Central's total revenues for the first nine months increased $13,147,465 (2.8 per cent), compared with an increase in operating expenses of $6,758,612 (1.7 per cent).

Alfred E. Perlman, NYC President, attributed the improved earnings "to new marketing and cost data techniques that have enabled the railroad to determine the rates, equipment and services that will be most profitable." He noted that, while carloadings were up only 0.4 per cent during the first nine months of this year, the average revenue per car increased $7.13 over last year to a new high of $172.70. The railroad transports more than three million freight cars annually.

"Central's quiet revolution in seeking the most profitable types of freight traffic has been extended to every area of the company's operations," Mr. Perlman said.

For the first nine months of 1965, Flexi-Van container service volume increased 21 per cent and the transportation of new automobiles on tri-level cars is up more than 20 per cent, according to the report.

"While our progress is good," Mr. Perlman said, "we must remember that, during our nation's highest economic business level, Central's first nine months earnings represent an annual rate of return of only 2.37 per cent on assets employed in the railroad business." Mr. Perlman emphasized that "this is all the more reason why we anticipate an early, favorable decision on the Penn-Central merger which already has been recommended by two I.C.C. examiners."

EARNINGS STATEMENT SUMMARY: Third Quarter Ended September 30,

	1965	1964
Gross Revenues	$162,610,877	$161,608,115
Total Expenses	129,823,465	130,439,806
Net Railway Operating Income	11,801,946	9,837,316
Net Income	8,378,226	6,690,821
Earnings Per Share	$1.23	.98

Nine Months Ended September 30,

	1965	1964
Gross Revenues	$491,118,614	$477,971,149
Total Expenses	395,504,474	388,745,862
Net Railway Operating Income	29,743,831	24,333,286
Net Income	22,279,637	17,479,572
Earnings Per Share	$3.27	$2.57

Frank P. Soen Retires After 43 Year Career

Frank P. Soen

Frank P. Soen, Vice President-Coal and Ore retired from his New York Central post on November 1, closing a railroad career that started when he joined NYC in 1922 in the Operating Department at New York and in 1924 transferred to the Freight Sales and Service Department. Subsequently, he held a variety of Freight Sales positions in the New England area and at Cleveland, Chicago and Pittsburgh. In 1958 he was appointed Assistant Vice President-Freight Sales and Service at Pittsburgh for Central's affiliated Pittsburgh and Lake Erie Railroad. He became Director of Coal Sales for NYC in 1959 and in 1961 he was appointed Assistant Vice President-Coal Sales. In 1964 he was appointed Vice President- Coal and Ore, the title he held at his retirement.

Per Diem and Car Utilization Meetings Held System-Wide

PER DIEM AND CAR UTILIZATION meeting at Cleveland (above) was one of 30 such meetings held on the Eastern, Southern, Northern and Western Districts between Sept. 20 and Oct. 15. Meetings dealt with necessity for ACTIVE USE of all freight equipment and avoiding unnecessary car rental payments (Per Diem). Aim is to achieve through proper car handling practices, maximum utilization of equipment, to increase NYC income and reduce equipment investment expenses.

Gold Passes Awarded

FOR 50-YEAR SERVICE

TUGBOAT CAPTAIN E. H. Spoehel (center), receives his Gold Pass after completing 50 years service with the NYC. Presentation was made by Marine Superintendent W. E. Frechette (left), as Lighterage Agent K. Delaney from Weehawken, N.J. looks on.

MILESTONE IS REACHED by A. Clair Dingler (left), a Clerk at NYC's Diesel Terminal in Newberry Junction, Pa. Trevette A. Rhoades, Terminal Foreman, presents him with Gold Pass in honor of his 50 years of service with the New York Central.

FELLOW WORKERS extend good wishes as Jerry W. Smith, Leading Signal Maintainer is presented his Gold Pass by Wilber E. Cummings (third from left), Signal Supervisor, Hudson Division, in honor of his completing 50 years service with New York Central. Looking on (left to right) are: H. Koff, F. Pitcher, Mr. Cummings, Mr. Smith, H. Clow and W. Leach.

A capsule history of New York Central—No. 7

Heritage of Progress

With consolidation of the twelve little railroads across New York State into the New York Central Railroad, the new organization was in an enviable position. Its capitalization, mileage and value of property made it the largest railroad in America.

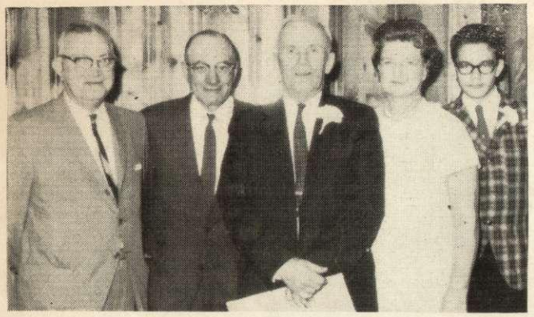
Cities along its main line rapidly expanded. Rochester was now a thriving city with a population of 40,000; Syracuse boasted 25,000 inhabitants; and Buffalo promised to be the largest of them all. In Schenectady, a group of enterprising citizens, realizing the growing importance of the railroad and its future status in American business, took over a defunct factory and organized the Schenectady Locomotive Works (later to become the American Locomotive Co.). Hundreds of New York Central engines were turned out here, as well as others destined for railroads all over the world.

The industries of its cities, combined with the agriculture of its rich farming sectors, foretold a prosperous future for the New York Central, and for the budding railroad industry in general.

The New York Central Railroad had come into being during a glorious era. America was moving westward. The discovery of gold in California, the Mexican War, the growing differences between the North and South all played important parts in formenting restlessness in the East. Horace Greeley's famous advice, "Go West, Young Man," began to be taken seriously.

The Great Western Railroad between Niagara Falls and Detroit had been completed in January, 1854, though ferries still had to be used at both ends (across the Niagara and the Detroit Rivers). Despite these ferries, and another at Albany, the boast was that you could now travel by rail from New York to Chicago in a matter (sometimes) of thirty-six hours.

With the growing migration westward, the Central's freight traffic spiraled, as did its passenger business. The new company was off to a fine beginning.



VETERAN EMPLOYEES RETIRE . . . Picture top left: Joseph C. Ainor, Lube Oil Analyst, Pittsburgh & Lake Erie Railroad, Pittsburgh, Pa., with 48 years' service, poses (left to right) with F. B. McConnell, Mechanical Engineer; W. F. Kascal, Chief Mechanical Officer; Mr. & Mrs. Ainor and son Michael. Center: Robert Swartz, Mechanical Foreman, Maintenance of Way Department, Ashtabula, O., ends his New York Central career with 44 years' service. In last picture E. J. Schlicker (right) Assistant General Manager-Employee Relations, Detroit, Mich., with 45 years' NYC service, receives retirement certificate from John B. Kuhnie, Jr. his successor.

They Retired

Compiled by Leonard H. Rose, Director of Employee Benefits

NEW YORK DISTRICT

Bell, C. C., Car Cleaner, Mott Haven, N. Y.
Brennan, J. J., Genl. Foreman, New York
Chappell, S. L., Carpenter, Grand Central Terminal
Dopp, L. G., Carpenter, Grand Central Terminal
Fitzgerald, R., Cook, Hudson Division
Gumbs, R. B., Car Cleaner, Grand Central Terminal
Harris, C., Laborer, Harmon, N. Y.
Haug, J. H., Clerk, Grand Central Terminal
Hawthorne, A., Stevedore, Weehawken, N. J.
Hazel, J. E., Car Cleaner, Mott Haven, N. Y.
Jackson, H. A., Car Cleaner, Grand Central Terminal
Kunz, J. J., Brakeman, Grand Central Terminal
Lane, D., Stevedore, New York
Larson, E. H., Secretary, New York
Marti, J., Stevedore, Weehawken, N. J.
McDonnell, M., Mail Dispatcher, Grand Central Terminal
McMullen, W. E., Yard Brakeman, East Buffalo, N. Y.
Mollica, A., Foreman, New York
Nelson, C. E., Carpenter, Weehawken, N. J.
O'Connell, M. M., Payroll Clerk, New York
Older, J. F., Master, Weehawken, N. J.
Osborne, W. H., Car Cleaner, Mott Haven, N. Y.
Overmire, E. G., Supervisor Claim Prevention, New York
Phelan, H. R., Clerk, New York
Riley, E. S., Car Cleaner, Grand Central Terminal
Stone, A., Car Cleaner, Mott Haven, N. Y.

EASTERN DISTRICT

Ahearn, M. F., Engine Dispatcher, Albany, N. Y.
Andle, F. B., Engineer, West Syracuse, N. Y.
Blaire, J. E., Laborer, Forestport, N. Y.
Burkholder, W. H., Trucker, Rochester, N. Y.
Coates, F. E., Trackman, Syracuse Division
Cochrane, J. J., Mason, Allston, Mass.
Combs, W. J., Clerk, Rochester, N. Y.
Cramer, E. L., Stenographer Clerk, Rochester, N. Y.
Dunham, W. C., Assistant Mechanical Engineer, East Rochester Car Shop
Falbo, F., Carman, East Rochester Car Shop
Felton, J. P., Car Cleaner, Boston, Mass.
Fowler, Sr., H. T., Engineer, Newberry, Pa.
Hotaling, R. J., Conductor, Syracuse Division
Hutson, A. A., Waiter, Boston, Mass.
Kelly, L. J., Iinspector and Repairer, DeWitt, N. Y.
Kennedy, J. P., Conductor, Selkirk, N. Y.
Kerrigan, J. W., Yard Clerk, Selkirk, N. Y.
Mackinnon, J. H., Car Inspector, Boston, Mass.
McIntosh, G. A., Correspondent, Buffalo, N. Y.
McLaughlin, J. J., Machinist, Beacon Park, Mass.
Mundy, E., Telegrapher Clerk, Canton, N. Y.
Nealon, T. H., Yardmaster, Rensselaer, N. Y.
O'Donnell, T. J., Watchman, Wellsboro, Pa.
Peterson, A. J., Inspector, Corning, N. Y.
Plumadore, L. C., Laborer, Lake Clear Jct., N. Y.
Rebuffoni, D., Switchtender, East Syracuse, N. Y.
Reiher, S. J., Clerk, Buffalo, N. Y.
Ritter, G. F., District Claim Adjuster, Buffalo, N. Y.
Rouse, L. F., Crossing Watchman, Geneva, N. Y.
Senese, C., Inspector Repairer, Rochester, N. Y.
Spong, F. S., Cook, Wellsboro, N. Y.
Sprackland, E. F., Inspector Repairer, W. Albany, N. Y.
Stein, A., Blacksmith Helper, East Rochetser Car Shop
Stell, C. J., Carpenter, East Rochester Car Shop
Sullivan, J. J., Electrician, Boston, Mass.
Sullivan, M. J., Cashier, Buffalo, N. Y.

CONGRATULATIONS were extended to Joseph Sullivan (left), District Supervisor of Freight Houses, Lines West, by his daughter Mary Jane Wolf, Steno-Clerk in the Road Foreman's office in Toledo, O., as she presents him with Gold Pass. G. C. Ellert, Transportation Superintendent, looks on.

THREE VETERAN employees of Central have retired. Left: B. D. Pierce, Assistant General Foreman, Engine House, West Columbus, O. Center: Arthur Waters, Janitor, Diesel Locomotive Shop, Collinwood, O. Right: J. K. Ferguson, Assistant Foreman, Wheel Shop, Beach Grove, Ind.

AMONG RECENTLY RETIRED employees of the New York Central are, Left: Eugene S. Mustain, Superintendent of Shop, Croton-Harmon, N. Y. Center: Thomas A. Johnson, Foreman, Frontier Yard, Buffalo, N. Y. Right: Frank Eignor, Foreman, Diesel Back Shop, Croton-Harmon, N. Y.

Summers, A. W., Clerk, Watertown, N. Y.
Teats, A. B., Laborer, Keating, Pa.
Tweed, C. W., Checker, Boston, Mass.
Terricola, G., Laborer, Fonda, N. Y.
Vannort, H., Carpenter, Albany, N. Y.
Verdone, J. P., Inspector and Repairer, Selkirk, N. Y.
Yauch, F. F., Clerk, Utica, N. Y.

WESTERN DISTRICT

Cisneroz, A., Laborer, Gary, Ind.
Coven, H. S., Telegrapher, Elyria, O.
Demlow, W. C., Cashier, Toledo, O.
Ervine, J. W., Electrician, Cleveland, O.
Federico, A. A., Laborer, Lake Division
Join, G. P., Gang Laborer, Ashtabula, O.
Gartty, M. E., Gang Foreman, Ashtabula, O.
Hamblen, R. W., Brakeman, DeWitt, N. Y.
Hogan, L. C., Truck Driver, Gibson, Ind.
Koberstein, R., Inspector and Repairer, Rockport, O.
Kotila, H. C., Gang Foreman, Ashtabula, O.
Krist, S. D., Foreman, Toledo, O.
McInerney, E. L., Coal Clerk, Chicago, Ill.
Meyer, G., Engineer, Collinwood, O.
Newell, J. W., Clerk, Westfield, N. Y.
Noce, T., Assistant Signal Maintainer, Ashtabula, O.
Oakes, R. M., Laborer, Van, Pa.
Parsons, R. W., Laborer, Jonesville, Mich.
Schaefer, W. J., Terminal Passenger Representative, Toledo, O.
Thomas, H. A., Electrician, Kankakee, Ill.
Tomerlin, E. G., Engineer, Air Line Jct., O.
Tsiros, A., Trucker, Cleveland, O.
Young, A. C., Clerk Stenographer, Collinwood, O.

SOUTHERN DISTRICT

Blanco, N. W., Engineer, Indianapolis, Ind.
Boss, P. E., Foreman, Wellington, Ohio
Boswell, W., Laborer, Greencastle, Ind.
Burton, Jr., J. F., Conductor, Terre Haute, Ind.
Cardosi, J. J., Foreman, Springfield, O.
Collins, J. B., Electric Welder, Columbus, O.
Coovert, R. G., Conductor, Indianapolis, Ind.
Costin, R. W., Yardmaster, Muncie, Ind.
Crockett, W. R., Engineer, Sharonville, O.
Cunningham, C. J., Assistant Foreman, Beech Grove Car Shop
Eickenhorst, E. G., Engineer, Ohio Division
Ervin, F. E., Laborer, Springfield, O.
Ferguson, J. K., Assistant Foreman, Beech Grove, Ind.
Heubel, E., Machinist, Beech Grove, Ind.
Kelly, L. V., Clerk, Dickinson, W. Va.
King, W. L., Bridge Carpenter, Ohio Central Division
McMahon, M. A., Train Dispatcher, Fostoria, O.
Markovich, A., Car Helper,, Beech Grove, Ind.
Meyer, H. F., Yard Patrolman, Louisville, Ky.
Nichols, J. E., Yardmaster, West Columbus, O.
Shannon, C. A., Inspector, Lyons Yard, Ill.
Spatz, A. H., Executive Assistant, Indianapolis, Ind.
Turner, R. S., Engineer, Indianapolis, Ind.
Zupancic, A., Boilermaker, Beech Grove, Ind.
Zwally, H. P., Claims Clerk, Indianapolis, Ind.

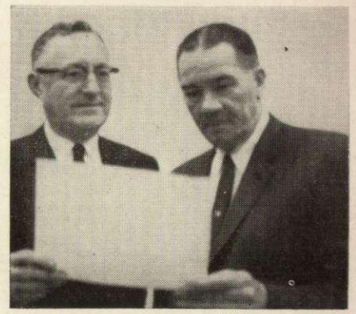
NORTHERN DISTRICT

Barnes, A. C., Clerk, Niles, Mich.
Boyanowski, J. J., Conductor, Detroit, Mich.
Dennison, A. J., Brakeman, Windsor, Ont.
Duhs, A. E., Clerk, Detroit, Mich.
Fellows, S., Brakeman, Canada Division
Glynn, F. T., Assistant Ticket Agent, Detroit, Mich.
Graves, C. A., Car Repairer, Detroit, Mich.
Green, F. E., Machinist Helper, Niles, Mich.
Hendricks, A. W., Machinist, Jackson, Mich.
Holleran, E. J., Patrolman, Detroit, Mich.
Jeter, H. R., Clerk, Detroit, Mich.
Kirk, N. M., Inspector Repairer, Niles, Mich.
Litchfield, C. J., Conductor, Saginaw, Mich.
Masters, H. W., Assistant District Auditor of Expenditures, Detroit, Mich.
McKeough, R. J., General Signal Inspector, Detroit, Mich.
O'Keefe, E. H., District Transportation Superintendent, Detroit, Mich.
Pidgeon, O. M., Yard Conductor, Detroit, Mich.
Pole, J., Laborer, Victoria, Ont.
Redman, L. E., Ticket Clerk, Lansing, Mich.
Staley, H. C., Conductor, Montrose, Pa.
Strong, L., Assistant Auditor Freight Revenue, Detroit, Mich.
Wernet, C. M., Engineer, Jackson, Mich.
Yancey, M. A., Clerk, Detroit, Mich.

BEST WISHES were extended by Stanley P. Kohler (left), District Staff Engineer-Communications &Signals, as he presents retirement certificate to Mrs. Ruth L. Lyman, Clerk in the Eastern District Engineer's office at Syracuse. Francis C. Nolan (right) Supervisor of Personnel, presents gift.

TWO SYRACUSANS RETIRE after completing a total of 92 years' service with NYC. (Left to right) Brakeman, Arthur Goldberg, with 40 years' service and Conductor Edward J. Vollmer, with 52 years' service. Trainmaster Thomas J. McGinness, congratulates them at the end of their last run.

VETERAN EMPLOYEE John M. Jones, Storekeeper, Maintenance of Way-System, Collinwood, O., retires after 48 years' service with the NYC. Presenting Gold Pass and retirement certificate is Thomas E. Aiken (left), General Storekeeper.



J. J. HOLBERT, Special Clerk, Office of Assistant Vice President-Equipment, N. Y. retired after 46 years' service with the New York Central. Retirement certificate is presented by John J. Eble (left), Chief Clerk.

AFTER MORE than 49 years' service with the NYC, W. J. Schaefer, Terminal Passenger Representative, Toledo, O., retired. Present at his retirement dinner were (left to right) his daughter Noreen, Mr. & Mrs. Schaefer, daughter Joan and D. B. Johnson, retired Division Passenger Sales Manager.

PITTSBURGH & LAKE ERIE

Ainor, C., Lube Oil Analyst, McKees Rocks, Pa.
Corroto, J., Brakeman, Youngstown, O.
Deangelo, K. A., Laborer, McKees Rocks, Pa.
Garvin, J. R., Relief Foreman, Campbell, O.
Hawkins, C. L., Laborer, Ellwood City, Pa.
Larkin, J. A., Trainman, West Aliquippa, Pa.
Lufrano, J., Engineer, Mckees Rocks, Pa.
McCallum, A. H., Conductor, Pittsburgh, Pa.
Wadowsky, M. F., Trainman, McKees Rocks, Pa.
Wall, R. S., Laborer, Pittsburgh, Pa.

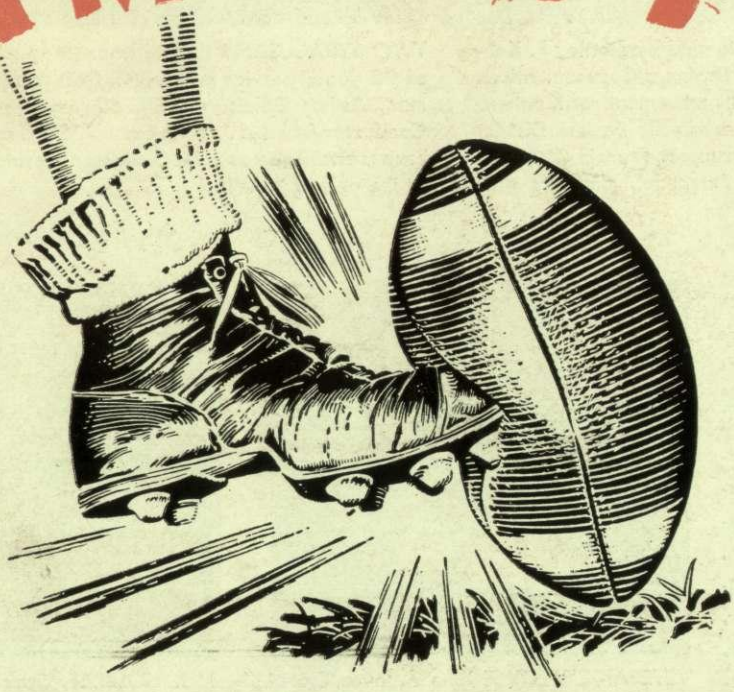
INDIANA HARBOR BELT

Abel, E. D., Machinist, Gibson, Ind.
Collins, E. C., Engineer, Gibson, Ind.
Eidam, A. H., Engineer, Gibson, Ind.
Erikson, N. A., Assistant Foreman, Gibson, Ind.
Herman, P. J., Machinist, Blue Island, Ill.
Joyce, L., Engineer, Gibson, Ind.
Julian, W. M., Yardman, Gibson, Ind.
Lopez, C. M., Foreman, Blue Island, Ill.
Mowery, R. J., Engineer, Hammon, Ind.
Phelps, L. H., Signal Maintainer, Gibson, Ind.
Robbins, M., Engineer, Chicago, Ill.
Robbins, W. J., Engineer, Chicago, Ill.
Schmidt, H. G., Foreman, Argo, Ill.
Stanford, R. B., Engineer, Hammond, Ind.
Tebodo, M. E., Clerk, Gibson, Ind.
Winters, B. E., Machinist Helper, Gibson, Ind.

CHICAGO RIVER & INDIANA

Aceto, P., Foreman, Chicago
Raney, S., Conductor, Chicago

IMPACT



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NOT

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