

PENN CENTRAL



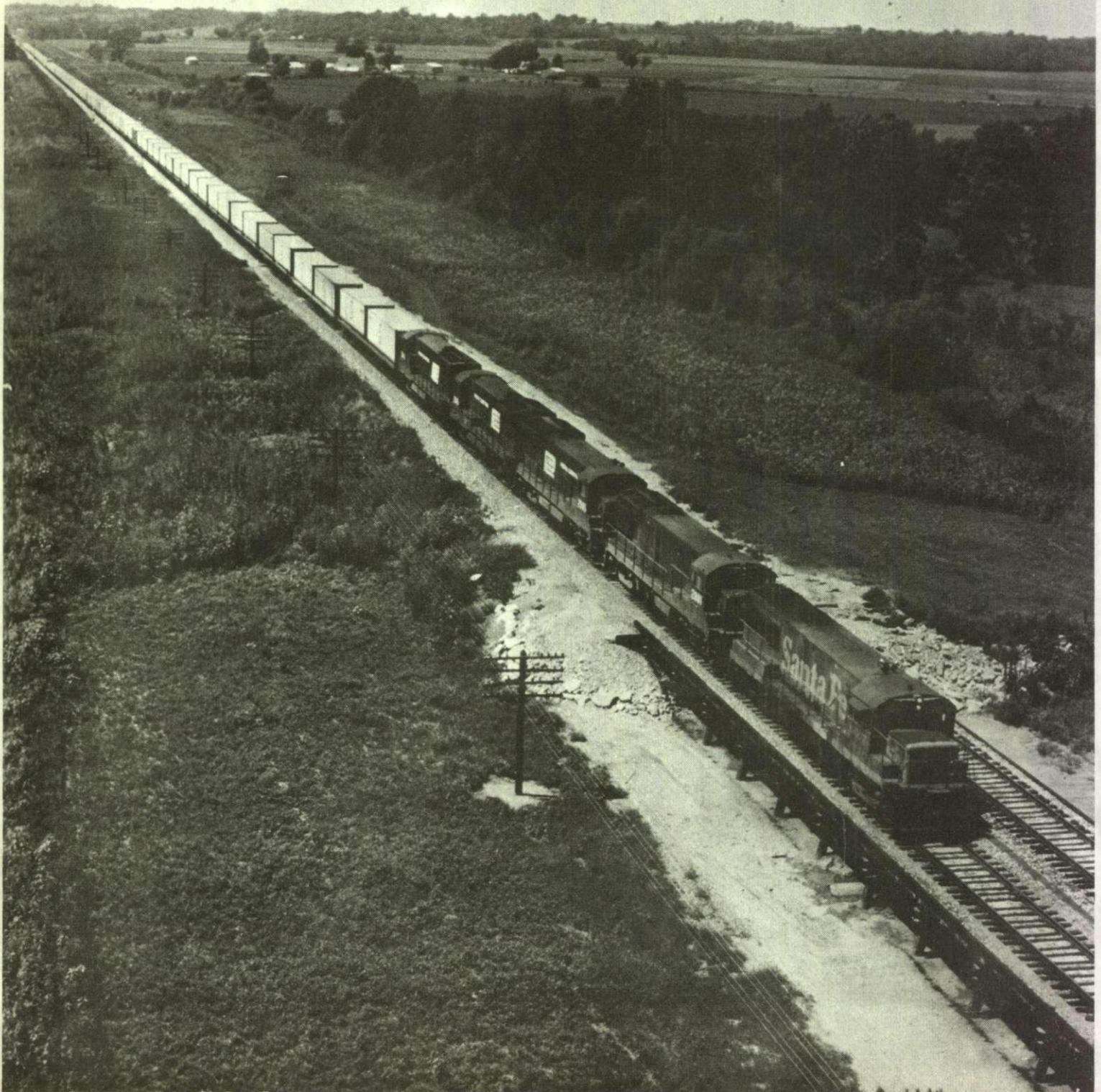
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NEWS FOR AMERICA'S LEADING RAILROAD FAMILY

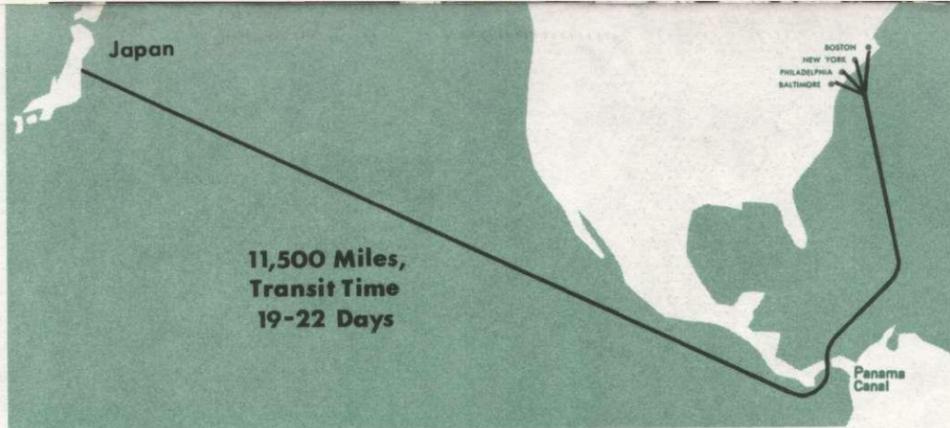
MAY-JUNE 1973

**THE EXCITEMENT
OF RAIL-BRIDGE**

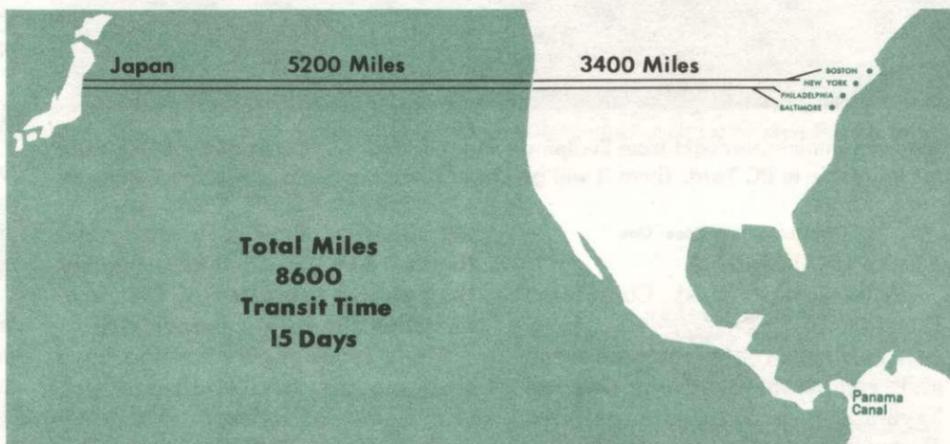
See Page One



Re-mapping international trade routes with the Railroad's new service



Transit time for all-water route from Japan varies with type of vessel and destination port.



Rail-Bridge route—by water to the West Coast, by rail to the East Coast—saves 4 to 7 days.

PC RAIL-BRIDGE

Engineer Harold J. Munck has been running freight trains for 30 years.

"But I never pictured anything like this," he says. "Rail-Bridge!

"You think you've seen everything, and then something new like this comes down the tracks."

The excitement of Rail-Bridge is now percolating throughout the railroad and shipping worlds. It may grow into one of the most significant transportation developments in years.

The idea is simple.

If a manufacturer in Japan wants to send a shipment of cameras to England, the normal procedure has been to put it on a ship which sails southeastward across the Pacific, through the Panama Canal and then northeastward across the Atlantic.

The new idea is for the ship to go across the Pacific to California, and unload the shipment onto a train. The train rushes the shipment to New York, where it goes aboard a vessel for direct movement to England.

The American continent thus serves as a bridge.

This saves time for the shipper—as much as a week—and at no extra charge.

It cuts expenses for the shipowner, who can give the railroads a share of the revenue and still come out ahead.

"And it means new business for the railroads—traffic we previously never participated in," says Roy Hayes, Penn Central's assistant vice president-intermodal.

"The train being operated by Engineer Munck wouldn't be running if it weren't for this new concept of PC Rail-Bridge.

"His wonder at this new development is shared by all of us involved in it. Who could have imagined that a railroad could become part of trans-oceanic trade?"

One thing that helped make



Harry Medici, sales rep, explains the Rail-Bridge to Condr. Dominic Mancini.

Rail-Bridge possible is the container system. A container is a steel or aluminum box, 20 to 40 feet long, 8 feet high, 8 feet wide.

Freight packed inside a container is protected against damage and theft. A container can move on a ship, train, or highway truck, and can readily be shifted from one to another.

On a recent Thursday night, Engineer Munck started a trainload of containers out of Penn Central's yard in North Bergen, N.J.

The containers were packed with electronic products, pottery, books and other items from European manufacturers. They had come across the Atlantic on the Seatrains vessel, "Transoregon." This is one of a fleet of new-type vessels called containerships—specially designed for efficient handling of containerized freight.

The "Transoregon" unloaded at Seatrains' own dock at Weehawken, N.J. The containers were trucked

the two miles to Penn Central's North Bergen yard. There they were placed atop 89-foot flatcars—two containers per flatcar, 120 containers in all.

In the caboose of the special train, Conductor Kevin R. Adams commented:

"The way I see it, the success of this thing will depend on fast schedules, and delivery right on schedule every time.

"That's really the main advantage we're offering—faster service than the shippers can get by the all-water route."

Southward through New Jersey, westward across the waist of Pennsylvania, Ohio and Indiana, the special train adheres to its tight schedule, to assure on-time transfer to the connecting railroad.

At Streator, Illinois, 90 miles southwest of Chicago, the final Penn Central crew gets off and a Santa Fe crew takes over.

It's a fast change. The locomotive units aren't replaced. They go all the way through. Railroad people marvel to see the PC emblem on locomotives moving into Santa Fe's yards in Los Angeles.

Similarly, Santa Fe locomotives

that haul eastbound Rail-Bridge freight go all the way to Penn Central's East Coast yards. Sometimes locomotives of both railroads run in tandem (see the cover).

"This run-through factor is one of the important time-savers helping make Rail-Bridge an efficient operation," Roy Hayes points out.

In addition to the Santa Fe, Penn Central participates in Rail-Bridge movements with the Milwaukee and the Burlington Northern railroads.

The Rail-Bridge idea originally applied to movements that went all the way between Europe and the Far East—that is, across the Atlantic and Pacific and the American continent.

But experience has shown a greater potential for shipments going only part of the way; that is, from Europe to cities on the American West Coast, or from Japan and other Asian countries to cities on the American East Coast.

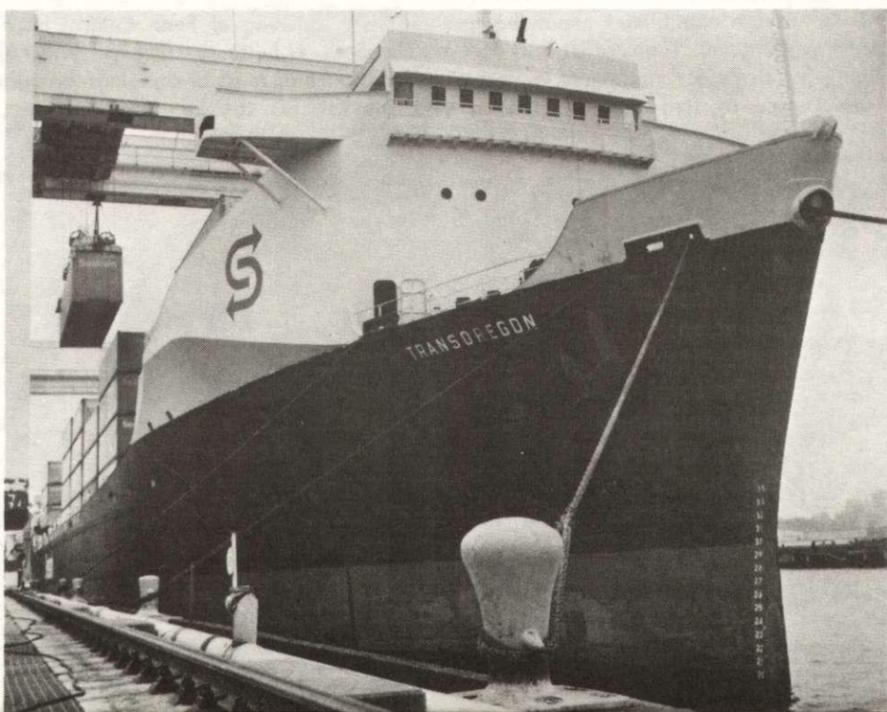
This latter type of movement is now being called Mini Bridge.

There are other Rail-Bridge variations:

Between continental U.S. and

Continued on Page Two

At Weehawken, N.J., Seatrains vessel begins unloading containers of freight from Europe. Seatrains has scheduled two unit-trains of containers across the U.S. each week.





Loaded container, brought from Europe on Seatrain ship, is lowered onto flatbed truck for short ride to PC Yard. There it will go aboard flatcar for trip across the Continent.

Continued from Page One

Alaska or Hawaii.

Between the West Coast and Puerto Rico.

All of these routes combine ocean and rail transportation, and all have strong growth potential, Mr. Hayes says.

The first Rail-Bridge service on the Penn Central was announced on April 7, 1972. It involved containerized shipments from Europe via Sea-Land Service containerships to Port Newark-Elizabeth, N.J. From there the containers traveled on Penn Central's fast TrailVan trains for second-morning delivery to the Santa Fe at Streator, Ill. The final destination was Los Angeles or Oakland, Calif.

The ocean and rail trip totaled 13 days, compared with the usual 19 or more days required to cross the Atlantic, pass through the Panama Canal and go northward to the California port cities.

In August, Seatrain Lines, Inc., inaugurated two weekly unit trains of Mini Bridge traffic—one from Europe to American West Coast cities, and the other from Japan and other Far Eastern countries to American East Coast cities.

In recent months, other American steamship companies have become involved: U. S. Lines, American Mail Line, and American President Lines.

Japanese lines have come in: Japan Line, Ltd.; Mitsui O.S.K. Lines, Ltd.; Nippon Yusen Kaisha; Yamashita-Shinnihon Steamship Company; Kawasaki Kisen Kaisha, Ltd.; Showa Line; and Phoenix Container Line.

Other newcomers are the Orient Overseas Container Line; Zim Container Service Division of Zim Israel; and Atlantica Line.

In all cases, the steamship company provides the containers, issues the bill of lading, and collects

the shipping charges from the customer. The steamship company then shares a portion of the revenue with the railroads involved.

Many types of commodities have been moving in Rail-Bridge service. Some examples:

From Great Britain and the European Continent to America's West Coast there have been bicycles, motorcycles, furniture, ale, cheese, shoes, automobile tires, liquor, candy, Rolls Royces.

From America's West Coast to Europe there have been citrus juices, dates, cotton, machinery, lube oil, almonds, scrap copper.

From the Far East, loads have included cameras, radios, electronic products, machinery, textiles.

"Rail-Bridge offers the customer a degree of flexibility he can't have with all-water shipment," Roy Hayes points out.

"Suppose an American dealer has ordered several container-loads of radios from Tokyo for delivery to his New York store. And suppose, after the shipment has left Japan, he decides he wants part of the



Car Inspector Giovanni Donzella checks a flatcar for use in the Rail-Bridge train.



Brakeman Joe Eberle and Engineer Ken Mackey set train for cross-U.S. move.

shipment to go to Fort Wayne.

"He can so instruct the railroad when the vessel unloads the shipment on the West Coast, and the diversion to Fort Wayne can readily be made.

"This would be impossible if the shipment were aboard a vessel making its way through the Panama Canal and up the Atlantic."

Rail-Bridge will enable ship-owners to handle more business without having to buy additional vessels, Mr. Hayes added.

"Take, for example, a ship leaving England with containerized freight bound for California," he says.

"The ship can dock at a New York area port, turn over its cargo to us, pick up a return load and sail back to England—all in less time than it would have taken the ship to go the traditional route through the Panama Canal to California.

"It thus will have handled two cargoes instead of one.

"And the loads it turned over to us will get to California about a week sooner than by the water route."

The ship-owner benefits also when a vessel has cargo for several East Coast ports, Mr. Hayes points

out. The vessel can unload the entire cargo at a single port and let Penn Central trains distribute the shipments. This is much faster and less expensive than having to dock the vessel at one port, unload part of the cargo, then sail out and repeat the process at additional ports.

"As you can see, there are large potential benefits here for the ship-owner, the shipper and the railroad," Mr. Hayes declares.

"But there are still problems to be worked out. One example is the need to assure balanced two-way freight movements, to avoid the hauling of empty containers. To help solve that, we need a lot more Rail-Bridge business.

"We'll be going after the business during this year, and we'll be counting on our transportation employees to give it the quality service it requires.

"We don't know how far the Rail-Bridge idea will go. But one thing's sure: Penn Central is ideally situated to give it the best chance of success.

"We're the only railroad serving all four major North Atlantic ports—Boston, New York, Philadelphia and Baltimore. And Customs clearances can be accomplished at all of these ports.

"We have more terminal capacity than any other eastern railroad.

"We have the most experience—Penn Central was the first eastern railroad to introduce piggyback, the first to introduce Rail-Bridge.

"We run more piggyback (TrailVan) trains than any other carrier, assuring prompt daily movement for Rail-Bridge containers as they arrive at Eastern ports or are delivered from western connections.

"As you can see, we have a great story; and we'll be telling it throughout the shipping world."



Santa Fe Railway photo shows unit-train of containers winding through the curves of Cajon Pass, not far from Summit, Cal.

PC Rail-Bridge capabilities expanded last year with opening of Penn Central International Container Terminal at Port Newark-Elizabeth, N.J. It's the first rail terminal built exclusively for containers in ocean trade. In photo, loaded container brought from Europe by Sea-Land Corporation ship goes on PC car for movement west.



In quest of more traffic, PC President Moore brought the Rail-Bridge story to Tokyo, where he addressed Japanese shipping officials. Maritime newspaper carried the story.

ハンセントラルの
ムーア社長来日
ハンセントラル船運のワイリア
ム・ムーア社長とインターナ
ナル・セーリング社のジョーシ
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# Shipper's View of Rail-Bridge

## Rail-Bridge saves time

The typical all-water schedule between Europe and California, via the Panama Canal, averages 19 days.

The ocean-plus-rail route averages 13 days.

Saving: 6 days.

The typical all-water schedule between Japan and U.S. East Coast ports, via the Panama Canal, averages 19 to 22 days.

The Rail-Bridge route averages 15 days.

Saving: 4 to 7 days.

## Rail-Bridge conserves dollars

The receiver of freight by the Rail-Bridge route pays no more than he paid by the slower all-water route.

With faster delivery, he can maintain a lower inventory, thus reducing his warehousing costs and tying up less capital.

With faster delivery, he can exploit new sales opportunities more quickly and effectively.

Faster time from producer to the market place means faster dollar turnover.

## How a shipper saves \$1000 per load

The magazine, *Distribution Worldwide*, reports the

following story:

North American Philips Company, Inc., has been receiving six or seven container-loads per month from Japan, for delivery at Newark, N.J.

The all-water route, via the Panama Canal, was too slow in most cases to meet the company's needs. So it had to route the containers by sea from Japan to the American West Coast, and pay additionally to truck them across the U.S.

When Rail-Bridge began, the company tried two container-loads via this new ocean-plus-rail route.

"The transit time was fantastic — something like fourteen days," said Charles F. Dransfield, manager of distribution and traffic for North American Philips.

Now the company can get the delivery schedule it requires, without having to pay for a truck haul across the U.S.

This means a saving of more than \$1000 per load.

Another advantage of the new method is flexibility, Mr. Dransfield added.

"If we load a container in Japan with a New York destination and later find that the container is needed in Reno, we can divert the container upon arrival at the West Coast," he explained. "This is an option we wouldn't have if the container was being shipped to the East Coast by sea."

## SELF-HELP ... when it counts



If you're sick and you need blood, you're lucky if you live in the Baltimore area.

Employees in most of the Penn Central departments there are enrolled in a program that guarantees all the blood they might need in emergencies.

Not only for themselves but for all their dependents, too.

Even retired employees are covered.

To qualify for this protection, the departments involved need only assure that 10 percent of their employees each donate a pint of blood when the Red Cross Bloodmobile comes around twice a year. This provides protection for 100 percent of them.

The Baltimore program has some star donors.

One is Gertrude E. Fryer, clerk in the Communications and Signals Department. She is shown receiving the Red Cross award for contributing a gallon of blood in the past few years.

However, she previously had donated about two gallons more to

hospital patients needing her Blood Type A, Rh Negative, one of the uncommon types.

Angelo D. Colaianni has an even rarer kind—Type O, Rh Negative. He's a signalman with 21 years' service and is local chairman of Local 65, Brotherhood of Railroad Signalmen.

Mr. Colaianni (*photo, above*) is listed with Red Cross's Pulse Program, which consists of persons always on call for life-saving emergencies.

His first call was in 1964. A baby born with the wrong RH factor had to have its entire blood supply changed immediately. Mr. Colaianni's blood was the kind that could be used for this purpose.

In subsequent years, he has given blood for a hemophilia patient, two patients in open-heart surgery, and a man suffering with a gunshot wound of the head. This last request got Mr. Colaianni out of bed at 2 A.M.

Many other Penn Central people at Baltimore have generously opened their veins. Among those who

have contributed a gallon of blood or more are:

C.L. Blucher, C&S inspector; L. E. Jahns, communications maintainer; J.R. Smith, C&S maintainer; H.H. Little, Jr., electrician, electric traction; R.R. Durkin, gang foreman, M-of-W; D.E. Henderson, assistant wire chief; C.G. Schorr, clerk, Dundalk Marine Terminal; J.E. Stickline, enginehouse clerk; O.P. Schiavone, plumber; J.D. Wolf, supervisor, Service Bureau; and E.G. Krauss, sales representative.

Topping the list is a five-gallon donor — A.E. Holt, fire marshal, who retired in 1969.



Blood donor award is given to Clerk Gertrude Fryer by F.I. Doebber (at right), Chesapeake Division superintendent, and C.W. Collins, blood program chairman.

## Statement of Support for the Guard and Reserve

We recognize the National Guard and Reserve as essential to the strength of our nation and the maintenance of world peace. They require and deserve the interest and support of the American business community, as well as every segment of our society.

In the highest American tradition, these Guard and Reserve forces are manned by civilians. Their voluntary service takes them from their homes, their families and their occupations. On weekends, and at other times, they train to prepare themselves to answer their country's call to active service in the United States armed forces.

If these volunteer forces are to continue to serve our nation, a broader public understanding is required of the total force concept of national security — and the essential role of the Guard and Reserve within it.

The Guard and Reserve need the patriotic cooperation of American employers in facilitating the participation of their eligible employees in Guard and Reserve programs, without impediment or penalty.

We therefore join other members of the American business community in agreement that:

1. Our employees' job and career opportunities will not be limited or reduced because of their service in the Guard or Reserve;
2. Our employees will be granted leaves of absence for military training in the Guard or Reserve without sacrifice of vacation time; and
3. This agreement and the resultant company policies will be made known throughout the organization and announced in company publications and through other existing means of communication.

*Frank Richardson*  
Secretary of Defense

*John R. ...*  
Chairman  
National Committee for Employer Support  
of the Guard and Reserve

*J.D. Mahler*  
Title: V.P. - ADMINISTRATION  
PENN CENTRAL TRANSPORTATION CO.  
Employer

Guys in trouble. Austin S. Plimpton, a young locomotive fireman, noticed them. Guys who had borrowed unwisely from loan sharks.

As he became active in the Brotherhood of Locomotive Firemen & Enginemen, he became interested in the growing credit union movement.

When he became BLF&E general chairman for the Boston and Albany lines of the New York Central, he had a sad case of an employee in financial trouble because he had co-signed a loan for a fellow employee who failed to meet the payments.

It was time to do something, Mr. Plimpton said.

He enlisted 20 fellow employees to join him in founding the Boston & Albany Employees Credit Union, and obtained a charter from the State of Massachusetts.

That was in 1928.

The success of this organization led to the spread of credit unions throughout the New York Central and several PRR locations.

Today there are 38 credit unions of Penn Central employees. They have a total membership of 36,000 active and retired employees, plus 7,000 family members.

"There must be good reasons for such growth," says Jack E. Wiggins, president of the Penn Central Association of Credit Unions, and general manager of the credit union at Detroit.

"The most important reason is that each credit union is owned by the members, and is operated solely for the benefit of the members.

"That makes the credit union a good place to save or to borrow."

Most of the PC credit unions have arranged that members may deposit savings or repay loans through payroll deductions.

"Many members say they have amassed considerable savings while scarcely being aware of it, merely because the payroll deductions are automatic," Mr. Wiggins says.

"As for borrowing money, credit unions can offer personalized service, because all the borrowers are members. Loans are provided quickly, without red tape, and at economical interest rates."

Each credit union has its own officers, elected by the members. It sets its own dividend rates for savings, and interest rates for loans. It is operated under Federal or State standards.

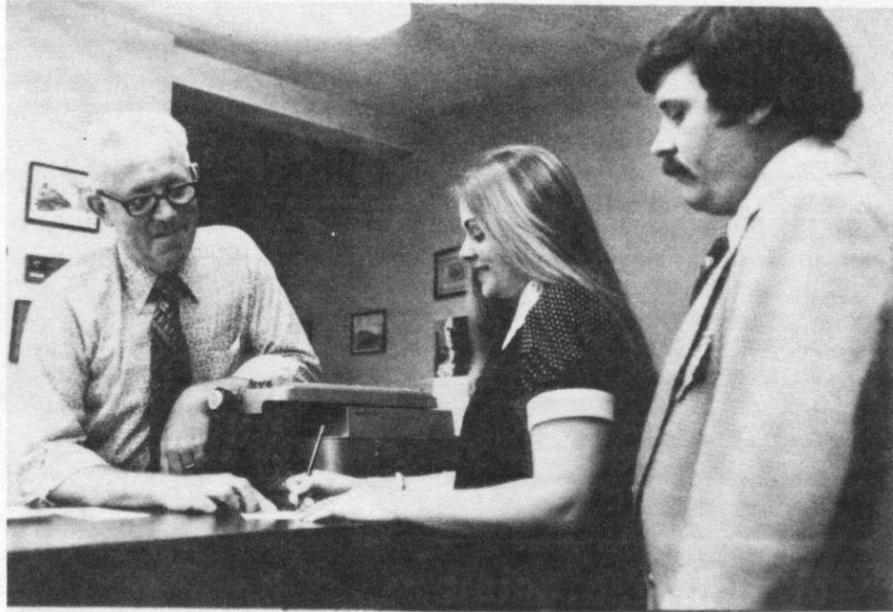
The credit union's funds and policies are entirely independent and separate from the railroad.

New members join by simply



A.S. Plimpton started a credit union at Boston in 1928, is still an officer at 85.

# 36,000 PC people are members of CREDIT UNIONS



Manager Paul Hayes greets two members at the Penn Central Syracuse Employees Federal Credit Union. Marilyn Keefe, TrailVan secretary, signs to increase her savings through payroll deductions. E. Martin Wallis, car trace clerk, is arranging for a car loan.

making their first savings deposit — as little as \$5 or \$10, depending on the credit union's rules. Each member automatically becomes a shareholder, entitled to dividends from the credit union's earnings, and entitled to vote in the selection of officers.

Members may make withdrawals from their savings accounts in person or by mail.

Loans are granted for a wide variety of purposes. New car loans are the most common. Other types of loans include the following, depending on the policies of the individual credit unions:

Home modernization, household appliances, boat and trailer purchases, college tuition fees, vacations, down payments on a house, Christmas gifts, doctor bills, funeral bills.

Many of the credit unions offer the following additional services:

Auto insurance, family group life insurance, loan protection insurance, group purchase of automobiles, and travel arrangements.

"And then there is free financial counseling by experts — advising the employee on a reasonable savings program, showing him how to consolidate his bills, and other financial matters," Mr. Wiggins says.

"It's no wonder that so many thousands of railroaders have found that the credit union is where they belong."

Austin S. Plimpton, who started it all, is now 85 years old and long retired from the engine cab. But he hasn't retired from the credit union movement. He's still active in the B&A Credit Union as vice president and director.

Below are the credit unions (C.U.) on the Penn Central, listed by their headquarters cities, with the name of each contact officer.

Albany, N.Y. 12207: PC Employees Albany District Federal C.U., 13 Plaza, G.J. Deveneau.

Altoona, Pa. 16601: Juniata Locomotive Shops Federal C.U., 1209 11th St., J.M. Gill.



At NYC Detroit Credit Union, Clerk Ella Jemison (rt.) receives a member's deposit.

Baltimore, Md. 21222: Chesapeake Federal C.U., 7317 Holabird Ave., Elizabeth S. Campbell.

Boston, Mass. 02210: Boston & Albany Employees C.U., 234 South Station, F.P. Turnbull.

Boston, Mass. 02210: United Employees Credit Union, 266 Summer St., Mary Lynch.

Buffalo, N.Y. 14200: NYC System Employees C.U., 1104 Central Terminal, John Pax.

Charleston, W. Va. 25301: PC West Virginia Federal C.U., 601 Broad St., D.J. Pierce.

Chicago, Ill. 60606: PC Western Region C.U., 398 Union Station, 517 W. Adams St., J.B. Sablich.

Cincinnati, Ohio 45241: Cincinnati Big Four Railway C.U., Sharonville RR YMCA, 3235 Sharon Ave., Garland Deaton.

Cleveland, Ohio 44113: NYC Mercury C.U., Room 38, East Passage, Cleveland Union Terminal, T.F. Corrigan.

Cleveland, Ohio 44110: NYCOLL C.U., 15602 Waterloo Road, R.E. Bullock.

Columbus, Ohio 43215: PC Columbus Federal C.U., 380 N. High St., F.M. Gilbert.

Detroit, Mich. 48216: New York Central Detroit C.U., Penn Central Terminal, J.E. Wiggins.

East St. Louis, Ill. 62201; Rose Lake Federal Credit Union, 4016 Collinsville Road.

East St. Louis, Ill. 62201: Pencen Employees C.U., 4426 Cookson Road, Evelyn Knutt.

East Syracuse, N.Y. 13057: PC Syracuse Employees Federal C.U., Manlius Center Road, P.J. Hayes.



A member is given personal financial counseling by an officer of a credit union.

Erie, Pa. 16501: PC Erie Federal C.U., 110 W. 13th St., G.A. Ballman.

Fort Erie, Ont., Canada: Fort Erie Community C.U., Box 216, 46 Jarvis St., J.A. Foster.

Hammond, Ind. 46325: IHB RR Employees Federal C.U., P.O. Box 684, E.W. Planer.

Harrisburg, Ill. 62946: NYC Employees C.U., P.O. Box L, H.M. Jones.

Indianapolis, Ind. 46204: Big Four Employees C.U., Room 218, 31 E. Georgia, T.H. Hansell.

Jackson, Mich. 49201: NYC Michigan Employee's C.U., 501 E. Michigan Ave., Ernest Hilton.

Kankakee, Ill. 60901: Kankakee Terminal Belt C.U., RR 4, Box 3A, A.H. Sturgess.

Long Island City, N.Y. 11101: PRR Sunnyside Employees Federal C.U., 29-46 North Blvd., Irving Mersky.

Johnstown, Pa. 15905: PRR South Conemaugh Federal C.U., 406 Braddock St.

Mattoon, Ill. 61938: Mattoon Big Four Employees C.U., 114 S. 15th St., Box 369, E.W. Everman.

New York, N.Y. 10017: Grand Central Terminal Employees' Federal C.U., Room D, 15 Vanderbilt Ave., Louis Bonderefsky.

Niagara Falls, N.Y. 14305: Niagara Falls PC Employees' C.U., Hyde Park and Seneca, P.F. McCabe.

Niagara Falls, Ont., Canada: Niagara Falls Community C.U., 4937 Victoria Ave., Jack Fuller.

Pittsburgh, Pa. 15219: Pittsburgh & Lake Erie C.U., P&LE Terminal Bldg., C.O. Washburn.

Riverdale, Ill. 60627: I.H.B. Employees C.U., 140th and Stewart Ave., J.H. Mooney.

St. Thomas, Ont., Canada: St. Thomas Railway Employees' C.U., 8 Southwick St., E.V. Cosan.

Toledo, Ohio 43609: Penn Central Toledo Federal C.U., Air Line Junction, A.L. Walter.

Toledo, Ohio 43605: Stanley and Lake Front C.U., 911 Oakdale Ave., H.M. Radaker.

Urbana, Ill. 61801: Urbana Credit Union, P&E Railroad Shops, J.H. Current.

Utica, N.Y. 13501: PC Employees Utica Federal C.U., 131 Union Station, E.H. Hellenbeck.

Westville, Ill. 61883: Lyons NYC C.U., RR 1, A.A. James.

Windsor, Ont., Canada: NYC RR Employees (Windsor) C.U., 975 Church St., Thomas Partington.



"I SUPPOSE IT DOES MAKE THE ROOM WARMER."

# DEADLINE: JULY 2

July 2, 1973, is a crucial deadline. On that day, the Trustees are required to file a report with the Federal Court in charge of the reorganization of Penn Central Transportation Company.

In the report the Trustees are to propose one of the following:

1. A feasible plan for reorganizing the Penn Central; or
2. Suitable proposals for liquidation or other disposition of the Penn Central.

The course of action the Trustees will recommend to the Court will depend on several factors.

A prime factor is what action Congress will take between now and July 2 to aid the Penn Central. (See the following article.)

Also important is the degree of progress toward changing the size of train crews.

The Trustees have stated that the gradual elimination of overmanning in train service—through attrition—is an essential step toward lifting the Railroad out of bankruptcy.

To achieve this, the Trustees announced that they would promulgate—that is, put into effect—the new rules permitting reduction in train-crew size on June 9, 1973.

However, on May 25, the Trustees decided to defer the new rules until further notice.

"This decision results from a number of factors," the Trustees stated.

"First is the deteriorated cash position.

"We had always anticipated that promulgation of the rules would result in a strike. This in turn requires that the railroad be in a financial position to stand the effects of such a work stoppage. Penn Central can no longer do so.

"When notices of the new rules were first served in June, 1971—

two years ago—we were willing to pursue this and other self-help measures needed to restore viability.

"The lengthy processes of the Railway Labor Act delayed our ability to promulgate. Further delays were imposed by request of the Secretary of Labor and then, when collective bargaining failed, by Act of Congress. While the Congress asked the Secretary of Labor to make recommendations for the solution of this problem, no concrete or feasible recommendations followed.

"These delays were accompanied by the lack of substantial progress in implementing our abandonment proposals and in securing adequate compensation for passenger losses, both in commuter and Amtrak service.

"Largely as a result of such developments, we estimate that we will have serious difficulty in sustaining operations this year, and on the basis of present estimates, there is grave doubt that operations can continue into 1974.

"A work stoppage of any duration at this juncture would in all likelihood so deplete cash that restoration of service would be impossible.

"On the other hand, maintaining the status quo for some time would permit our situation to be brought to the attention of the Court on July 2, while the railroad was still in operation.

"Hopefully, those interested in continued service will join in a cooperative effort before the Congress for needed legislation.

"In any event, we believe that the crew-consist issue cannot be resolved at this time, but will undoubtedly be considered by the Court on July 2, in connection with its determination of whether, and on what basis, continued Penn Central service can be assured."

problems of the Northeastern railroads, six of which are in bankruptcy.

After reviewing the plans, the Penn Central Trustees stated that the general principles put forward in an Interstate Commerce Commission plan offer the best hope of a long-term solution.

The ICC plan, the Trustees pointed out, recognizes the need for temporary financial aid from the Federal Government to gain the time needed to do "the best possible job" of reshaping the railroads.

The ICC plan also recognizes that government assistance is necessary to upgrade and modernize the railroad system or systems that would be established.

In addition, the Trustees noted, the ICC plan recognizes that the bankrupt railroads would not be able, by themselves, to meet the costs of protection for employees who might be affected by reduction in the size of the Northeastern railroad network.

"The costs of protecting those employees whose services would be unnecessary to any new core railroad or railroads should be assumed by the Federal Government," the Trustees said.

This is the "social cost" of preserving railroad service for the public, they pointed out, and protection of employees is therefore "a proper public responsibility."

If the Federal Government takes on this responsibility — protecting the earnings of surplus employees or retraining them for other positions — the problem would be solved "as it should be, on human factors rather than on legal technicalities," the Trustees stated.

The ICC plan includes an arrangement for the Government to lease, for three years, any bankrupt line that is in danger of shutting down. The Government would pay a rental, which would be considered a loan that the railroads eventually would have to pay back.

This pay-back provision should be eliminated, the PC Trustees contended. The Federal Court has made clear that it cannot permit a continued erosion, or wearing away, of

the property rights of the railroad's creditors, the Trustees said.

"Clearly, the Trustees would be permitted by the Court to enter into a lease only if the rental payments would in fact be adequate to terminate the erosion," they said.

The Trustees also said that special provisions should be made to assure that any passenger service provided by a restructured system would pay its own way. The railroad, they said, "must not be required to provide a subsidy to passenger service out of its freight revenues."

A proposal under consideration by Congress is that the Federal Government take over the Northeast Corridor — the rail line between Washington, D.C. and Boston — and use it exclusively for passenger service. This route already is mainly a passenger route, and arrangements could be made for other routing of freight trains.

The Trustees said they would "take most seriously an offer by the Federal Government to take over this corridor on a basis of just compensation, with due regard to the costs of relocation of freight service."

The Trustees added that they saw no similar need for the Government to acquire and operate the entire Penn Central system.

The Trustees concluded by saying that to enable Congress to have the benefit of expert and independent consideration, they would be prepared to recommend that the Court alter its timetable to permit the following:

1. A 60-day interim period, during which the ICC would determine, on a full record and with notice and opportunity to be heard, what would be necessary to stem erosion for one year and thus sustain operations on a constitutionally permissible basis, with a provision that the amounts found necessary would be retroactive to the time the authorizing legislation is enacted.

2. During the 60-day period, the designation of a system and other measures designed to implement a long-range solution would be instituted along the principles set out in the ICC report.

## Trustees ask action by Congress

"There is recognition on all sides that there is need not only for action, but also for prompt action."

The Penn Central Trustees emphasized this point in testimony prepared for the House of Representatives' Subcommittee on Transportation and Aeronautics.

"The Penn Central reorganization has developed into a situation of extreme urgency, and deadlines for results imposed by the Court are rapidly approaching," the Trustees asserted.

"We cannot overstate the importance of a prompt decision by the Congress on the appropriate measures to be taken to avoid the consequences of a large-scale cessation of rail service on the Penn

Central." Congress is now considering a variety of plans for solving the



The Trustees' views on the kind of legislation that would best preserve the service of the Penn Central and other bankrupt railroads of the Northeast were presented at a hearing of the Subcommittee on Transportation and Aeronautics of the U.S. House of Representatives. Shown at the hearing table are PC President William H. Moore and Trustees George P. Baker and Jervis Langdon, Jr. (Wide World Photo)

# PENN CENTRAL

## ...away down south in Dixie

Penn Central is a Northeastern railroad, as everybody knows. . .

Except Albert G. Hummel. He's a PC man who spends his working hours in the heart of Alabama.

Nor does Penn Central look very Northeastern to Wiley S. Underwood, a PC man in eastern Georgia. Nor to Earle W. Rehn, in North Carolina. Nor to John G. Kelley, in Florida.

They're all part of the off-line sales staff, and they see Penn Central as a national railroad.

"If you'll stop looking at things in a provincial way, you'll understand what we mean," says B. Nash Hughes, PC's Southeastern sales manager, a native of Atlanta, Ga.

"Two thirds of all the carloads you see on Penn Central tracks have originated in, or are destined for, other parts of the United States.

"There isn't a section of the country that isn't dependent to some extent on Penn Central freight service. During 1972, about 175 million tons of Penn Central freight came from or went to cities and towns outside PC territory.

"Now if that isn't a picture of a national railroad, what is?"

### Across the continent

To service shippers in the vast off-line territory — an area five times as large as Penn Central territory — the Railroad maintains sales

offices in 20 key cities. They are grouped in four regions:

Southeastern with headquarters in Atlanta, Ga.; Southwestern, with headquarters in Houston, Tex.; Northwestern, with headquarters in Chicago; and Pacific Coast, with headquarters in San Francisco.

"Shippers in the off-line regions have a wide choice of carriers for routing freight into our territory — trucks and barge lines as well as various railroads," says Jack Bader, System director of off-line sales. "Our job is to show them the advantages of routing Penn Central; to take care of their specialized needs; and to follow up to make sure that PC operating men do indeed provide the service that has been promised."

Business and industry in the off-line areas are generally growing at a faster rate than in the Northeast, where, in fact, some industries are declining.

And nowhere is the industrial growth more pronounced than in the Southeastern region.

"If you think of the South's main products as being cotton, pecans and mint juleps, you're way out of date," says Nash Hughes.

A graying, urbane sort of fellow, Mr. Hughes started as a stenographer in the New York Central sales office in Atlanta 30 years ago, and has worked all over the Southeast.

"The biggest single freight com-



I.J. Bader, director of off-line sales, keeps track of his extensive territory by phone, mail and frequent personal visits.

modity of these states is pulpboard and other products of the paper-making industry," he says.

"Next comes clay. That's right, clay. Clay used in making paper, medicines, paints and other products.

"Next come the phosphates, used mainly in fertilizers. Florida produces more tonnage of this chemical than oranges.

"Then come canned and frozen foods, fresh fruits and vegetables, iron and steel products, textiles, furniture and tobacco products.

"Altogether, our Southeastern region produced 14,580,000 tons of freight for Penn Central in 1972. That's a 20.6 per cent increase over the previous year.

"We're boom territory, friend.

"You remember the old slogan, 'The South shall rise again.' Well, it's risen."

### Miles and miles

Covering a vast off-line sales territory seems like an impossible task. For example, District Sales Manager Thomas S. Wilson and his two sales representatives, Wiley Underwood and Gregg H. Mahlkov, are responsible for all of Georgia, all of South Carolina, and the eastern third of Tennessee.

That's about 100,000 square miles.

"A PC salesman assigned to a major city on the Penn Central line can sometimes make all of a day's calls within a few city blocks — while we're making our calls along 200 miles of highway," Tom Wilson says.

"Understand, I'm not minimizing the on-line man. He works as busily as we do. He just has a lot less geography between his calls."

Gregg Mahlkov puts it this way:

"The Penn Central team mainly consists of infielders. We off-line men are the outfielders. We make our share of the catches, but we have to cover more ground to get them."

The salesman has to call on the shipper in person, not by phone, emphasizes Wiley Underwood.

"You're the only living, breathing part of Penn Central these shippers ever see," he says. "If they stop seeing your face, they stop thinking Penn Central, and then your traffic drops."

A typical month's schedule for an off-line salesman means 2000 to 3000 miles of travel. And he tries to schedule his nights away from home to coincide with meetings of the local traffic club, the Delta Nu Alpha transportation fraternity, or



John Kelley poses amid suitable scenery. He's district sales manager for Florida.

other organizations where he can meet with shippers or representatives of other railroads.

Penn Central has had to reduce its off-line personnel as part of the belt-tightening program. The Southeastern sales staff has been cut 30 per cent — from 23 people to 16 — since bankruptcy.

"The Norfolk and Western has twice as many men on the scene as we do," says Office Manager Clifford N. Crowder. "The Chessie System also has us outmanned.

"In size of personnel, we're only Number Three.

"So. . . we try harder."

### Fast answers

If the salesmen don't make their calls by phone, they do make sure that shippers can reach them by phone.

The shippers all are given Office Manager Crowder's home number — and he has a schedule of where to reach each sales representative in a hurry.

"The policy of the Penn Central Sales Department is that everybody should be able to be reached within a matter of hours, day or night," Jack Bader says.

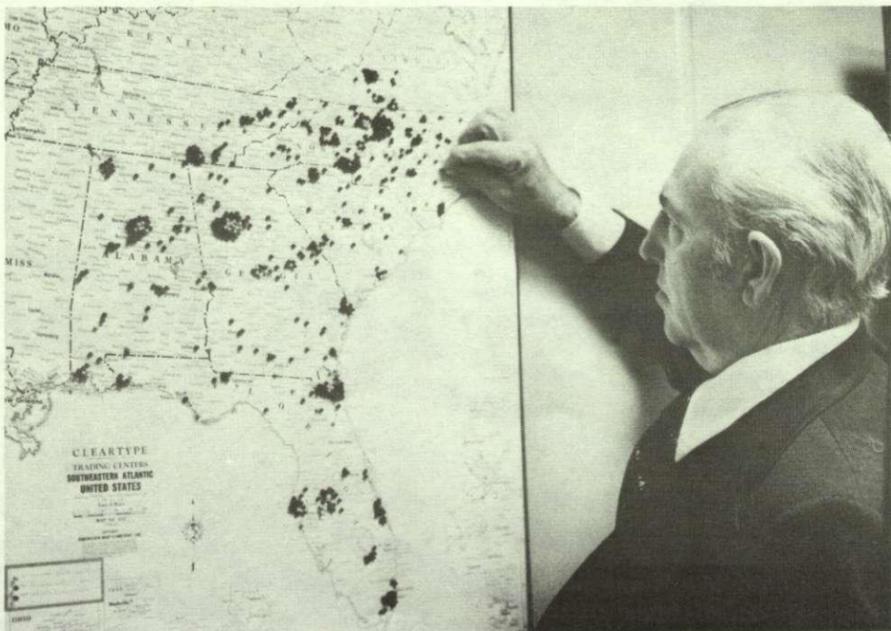
"The shipper may be in trouble. Perhaps an important shipment has been delayed, affecting his entire production line. He wants to know where the car is and when it will arrive. And he needs the answer now, not tomorrow."

PC's Atlanta office, like most off-line offices, has a teletype that feeds directly into the central computer at Philadelphia. When Service Representative Ed Greene taps out a query about a car's location, the answer comes tapping back long-distance into his machine in 10 seconds.

"Getting a fast answer for the shipper is very important," says R. Harold Weldon, assistant district sales manager at Atlanta. "But more important, of course, is getting the car delivered on schedule.

"Anything our yard and road employees can do to expedite freight makes it easier for us to get more business for them to handle. Anything that delays freight does the opposite.

"And if a car is ever coupled at a speed that could damage the lading, the impact bounces across hundreds of miles and hits us where it hurts."



The pins in Mr. Hughes' map show important freight locations for Penn Central.

## Who gets the flak

Tom Wilson, a courtly, quiet-mannered gentleman, as befits a native of Barnesville, Ga., notes that the sales representative is the man who gets the grief when anything goes wrong.

"If there's a delay in settling a freight claim, we'll often hold the matter till your sales representative drops in, and we'll buttonhole him with it," said Harry T. Catchpole, regional traffic manager for Continental Can Company's southern territory.

"We realize that the sales representative isn't in charge of this sort of thing — but he's the Penn Central man we know."

The railroad sales representative has to be, above all, "an effective problem-solver," said Oliver Hawk, southern region distribution manager for Cities Service Company.

"He's our liaison man when it comes to rate negotiations. Or in re-routing an outbound shipment while it's still enroute. Or keeping us informed of proposed line abandonments that might affect us. Or helping us eliminate service problems. And frankly, we do have service problems with Penn Central."

## ... But praise, too

"Despite the problems, I can definitely state that your service has been getting better," Oliver Hawk added.

And Harry Catchpole, of Continental Can, commented:

"There has been a definite improvement in reliability of service, as well as in transit time.

"And obtaining information important to us — that is ever so much better now."

A number of service changes have won wide favorable reaction — and added traffic — reports Harold Weldon at the PC Atlanta office.

"For example, Train NE-4," he says. "This train picks up traffic from the South at Potomac Yard, just outside of Washington, departs at 2:30 a.m., and speeds the freight to our big yard at Selkirk, N.Y. From there it's routed to the Boston area, making second-morning delivery."

"Our competitors deliver on the second night, which means, in effect, third-morning delivery."

Another big improvement, Harold Weldon says, is in shipments from the South to Long Island. Formerly this freight went to Greenville, N.J., and then was floated by barge across New York Harbor to Long Island. This seaborne operation was often delayed by bad weather.

"Now we use an all-land route, via Selkirk and the Hellgate Bridge to Long Island. At first, shippers were dismayed by the change. But when this new routing began to click, shippers saw how much more reliable it was.

"And this has brought us more traffic in pulpboard and paper products, furniture, vegetable oils and other commodities."

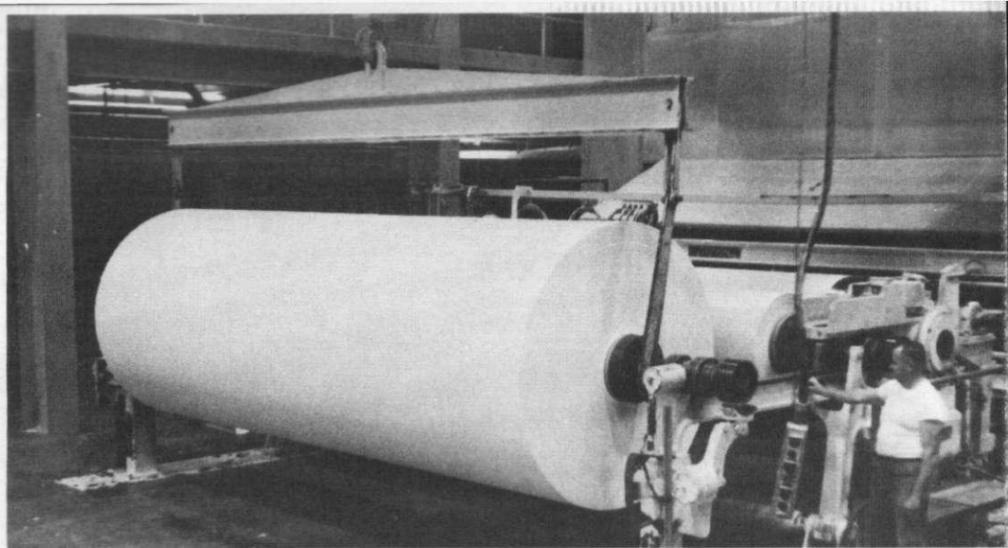
Shippers are also pleased with the faster turnaround of their privately-owned or leased tank cars, adds Gregg Mahlkov.

"One of these cars costs them as much as \$300 a month," he points out. "Our improved service enables them to get more trips per car."

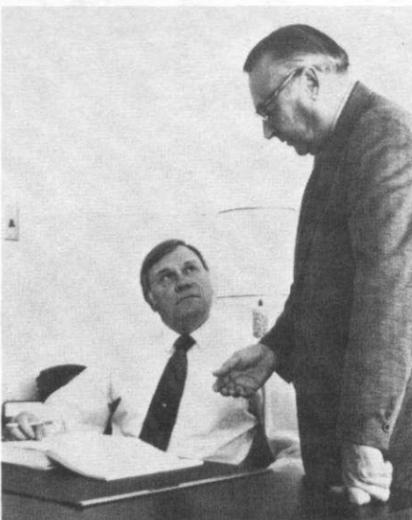
## Pause that refreshes

One of District Sales Manager Wilson's favorite calls is the headquarters of The Coca-Cola Company.

"Atlanta is the world headquarters



Paper toweling is produced in five-ton rolls at Hudson Pulp & Paper Corp., at Palatka, Florida. In addition to its consumer product lines — towels, napkins and facial and bathroom tissues — the plant makes Kraft wrapping paper, gum tape, grocery bags, sacks.



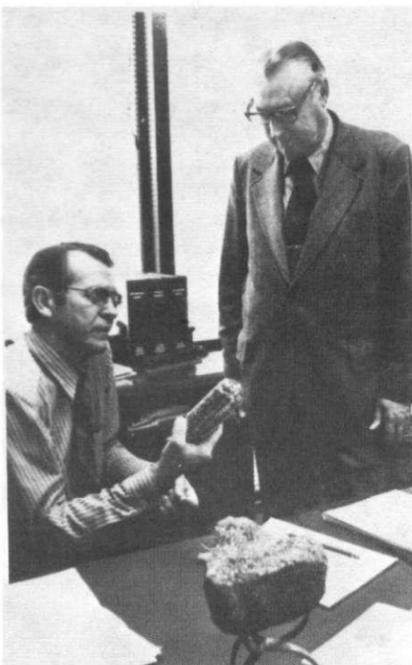
PC's Tom Wilson (standing) discusses shipments with H.T. Catchpole, of Continental Can's Southern Region. Products include containers made of metal, paper, plastic; paper bags, plates, boxes; fiber drums, plastic sheeting, bottle caps, machinery.

of Coca-Cola — Atlanta is where Coca-Cola was born," Tom Wilson says, stretching out his drawl with extra Southern chauvinism.

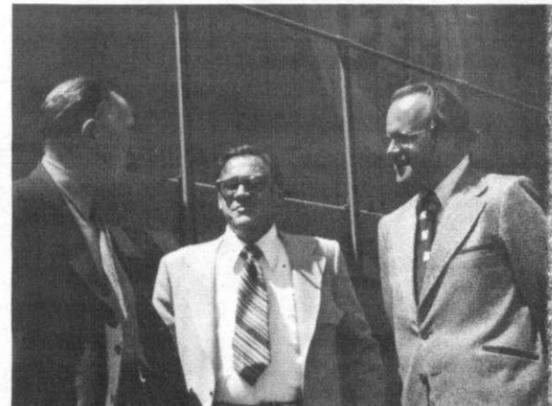
"We Southerners tend to drawl the first part or the last part of a sentence," he says, "but actually we get out as many words as any Northerner."

For The Coca-Cola Company, Penn Central freight crews transport cars of sugar, caramel coloring, Coca-Cola syrup, and syrups and concentrates for Fresca, Tab and Sprite. An interesting movement is a daily "sugar train," carrying sugar in covered hopper cars from a Philadelphia refinery to the Coca-Cola syrup plant at Kearny, N.J.

"One reason we require prompt, scheduled service is that we don't



Oliver Hawk, of Cities Service Company, shows PC's Tom Wilson sample of ore from which copper is extracted. The company's main products are petroleum and chemicals. It ships many cars of agricultural chemicals to plants along the Penn Central.



Penn Central sales personnel often deal with these officials of Florida East Coast Railway: R.P. Taylor, assistant to vice president-transportation; A.L. McDonald, regional mgr.-sales and service; G.A. Tonsager, director-sales and service.

keep our syrup on the shelf — we make it and we ship it," said J.D. Mitchell, assistant general traffic and transportation manager for The Coca-Cola Company.

Penn Central people also haul products of The Coca-Cola Company Food Division, including Minute Maid and Snow Crop frozen citrus concentrate and also High-C canned juices.

## The Sunshine State

In recent years, truckers have gained the major portion of the fresh fruits and vegetables moving from Florida to the Northeast. But there's still a substantial rail movement, says John G. Kelley, PC's district sales manager for Florida, with headquarters in Jacksonville.

"Last year Penn Central handled 436,000 tons of fresh fruits and vegetables, plus 657,000 tons of frozen and canned foods," he says.

However, industrial freight exceeds this, he points out.

"Look beyond the palm trees and the bikinis, and you'll see industry expanding at a tremendous rate," he says.

"And did you know that in terms of population, Florida is the fastest growing state in the U.S.?"

John Kelley, a lanky, ruddy-haired man who calls himself a Georgia cracker, started as a stenographer clerk in the NYC sales office at Atlanta in 1951. All his railroading has been in Sales and in the South.

He has taken a few trips to the Northeast — and didn't care for it.

"All that hustle bustle — everybody on a treadmill," he says. "We Southerners get where we're going, and just as quickly — but we're simply not so frantic about it."

Mr. Kelley happily gives a sampling of the important products that are shipped out of Florida into Penn Central territory.

"Paper products — which are big



At R.J. Reynolds Tobacco Company, Winston-Salem, N.C., E.W. Rehn (center) meets with W.L. Underwood, traffic controller; W.C. Loman, Jr., superintendent-shiping.



Memorabilia from the 87-year history of Coca-Cola are treasured at the Company's world headquarters in Atlanta, Georgia. Wilbur G. Kurtz, Jr., director of Coca-Cola's Department of Archives, and assistant Judy McMinn display samples of the collection.

throughout the South — are big in Florida, with major plants around Palatka, Foley and Jacksonville," he says.

"Clay, which is big in Georgia, is also substantial in northwest Florida. Incidentally, the clay is a component of porcelain manufactured at Edgars, Fla., for aerospace nose cones.

"Ilmenite ore for paint-making comes out of Stark, Fla. — 100 cars a month for DuPont. Titanium is another exotic mineral we produce in abundance.

"And then — at the very top of the tonnage list — there's phosphate. That's Florida's most fascinating product, though scarcely known to most laymen."

## 10,000,000 years

Once, all of Florida lay under the ocean. During a geological period variously estimated at 10 to 15 million years ago, the land rose, trapping vast lakes of salt water. Chemical and bacteriological action changed the dissolved phosphorus into phosphate particles which settled in thick beds.

The bones of sharks, manatees and other sea creatures got mixed into these layers. In later ages, the bones of mastodons and other extinct animals became part of the phosphate beds.

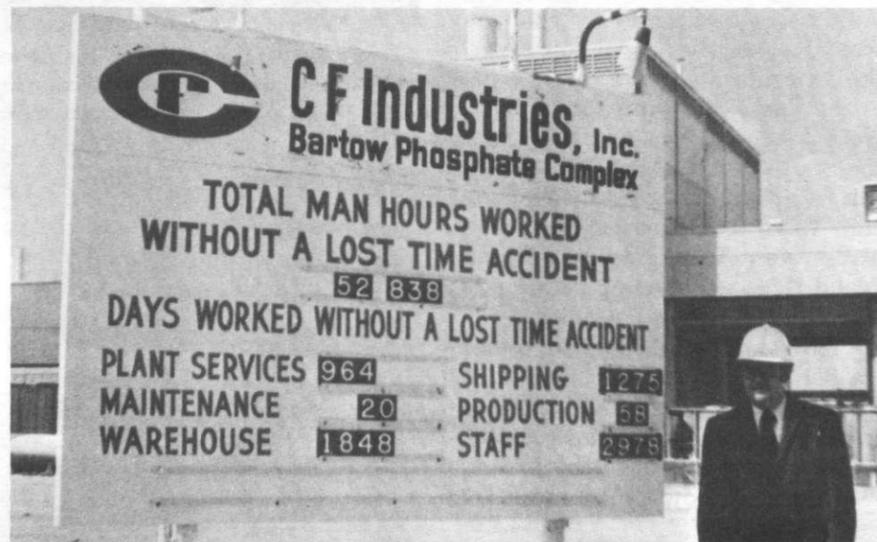
The result is Bone Valley — a formation about 50 miles in diameter, centered at Bartow, in North Florida.

It's the world's richest known phosphate deposit. It provides 70 per cent of America's phosphate production.

And it provides hundreds of carloads daily moving to Penn Central points in Ohio, Indiana and Illinois.



PC's John Kelley confers with R.J. Fletcher, SCL's assistant manager-phosphate sales and service, at Mulberry, Florida. The town calls itself "Phosphate Center of the World."



At Bartow, Fla., C.F. Chemicals, Inc., subsidiary of C.F. Industries, Inc., has annual production capacity of over 1,000,000 tons of phosphate fertilizer, shipped throughout U.S. and parts of Canada. Fred Mills, traffic supervisor, is proud of company record.

Phosphate has many chemical uses, but the main one is as a constituent of fertilizer. Florida's phosphate is sent to fertilizer blending plants in farm country, where this chemical is custom-mixed with potash and nitrogen compounds to produce blends exactly suited to each farmer's soil.

Says John Kelley: "This tailor-made fertilizer is one of the major reasons for the fabulous productivity of America's farms, the envy of the world."

## Alabama's Steel

"Did you know," says District Sales Manager Al Hummel with the did-you-know enthusiasm and local pride that Penn Central salesmen readily develop. . .

"Did you know that Birmingham, Alabama, is the only city in the world with local deposits of iron ore, coal and limestone — all the ingredients for making iron and steel — all in one place?"

Iron and steel products, especially pipe, roll out to many points in Penn Central territory.

So does aluminum, in varied forms: Aluminum "pigs," for further refining, to Massena, N.Y.; aluminum shapes to Cleveland, for making automobile engine blocks.

Automobile tires are a big shipment item from Gadsden and Tuscaloosa. Coke from Fairfield moves to Chicago at the rate of 300 to 400 cars a week.

One of the largest producers of paper has its headquarters in Mobile.

"And don't forget Huntsville and its Redstone Arsenal, where equipment for the moon shots was developed," Al Hummel adds.

Alabama companies shipping freight to the Northeast have a varied choice of routes. Some routes



"Central Florida's biggest dragline," says Gene Austin, production planning superintendent at Bartow Works of W.R. Grace & Co.'s Agricultural Products Division. The giant machine, with 285-ft. boom, can scoop 63 tons of phosphate ore each time.

give Penn Central a bigger portion of the haul than others. The PC sales representative has to be alert to this — a lot of revenue dollars are involved.

Al Hummel recently persuaded two shippers to change their routing so as to use the Cincinnati gateway, which gives Penn Central the longest haul. These two cases alone mean \$27,000 more revenue per year.

## Across the Smokies

Earle Rehn's territory — North Carolina plus the southwestern part of Virginia — is bisected by the Great Smoky Mountains. This can make for rough driving in the winter.

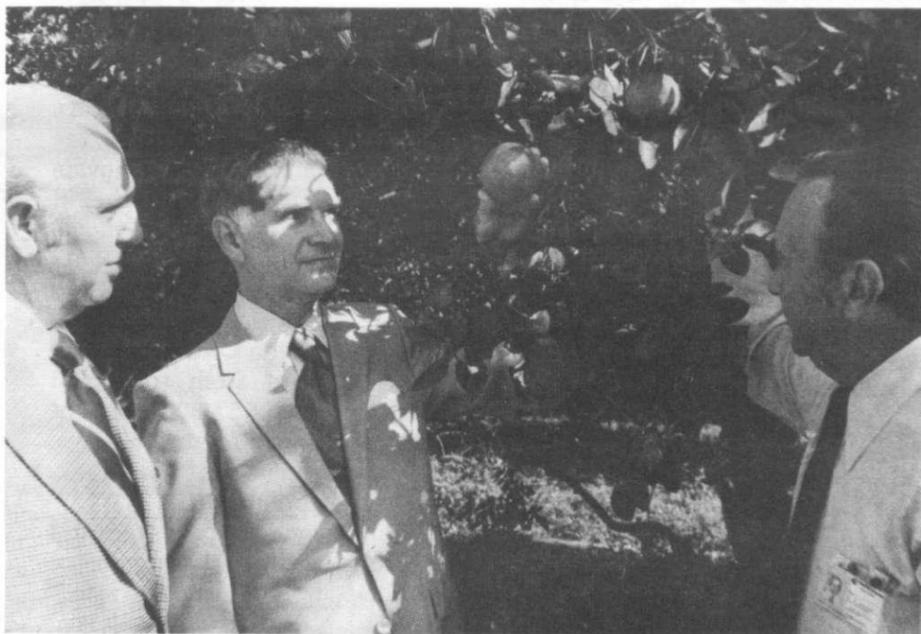
But the mountain terrain produces fine hardwood trees. And the hardwood lumber makes fine furniture. And the furniture makes fine traffic for Penn Central.

"There are towns here — such as Hickory, Lenoir, Morganton, High Point — that have actually grown up around the furniture factories," Earle Rehn says.

"In addition to furniture, my territory is important for paper, chemicals, textiles. There's Gerber, at Skyland — produces baby foods for scads of children. And there's a new Schlitz brewery at Winston-Salem, shipping carloads of beer to the Northeast. This mountain water we have here — very good for beer-making.

"And then, of course, there's tobacco. R.J. Reynolds at Winston-Salem means a lot of traffic for us."

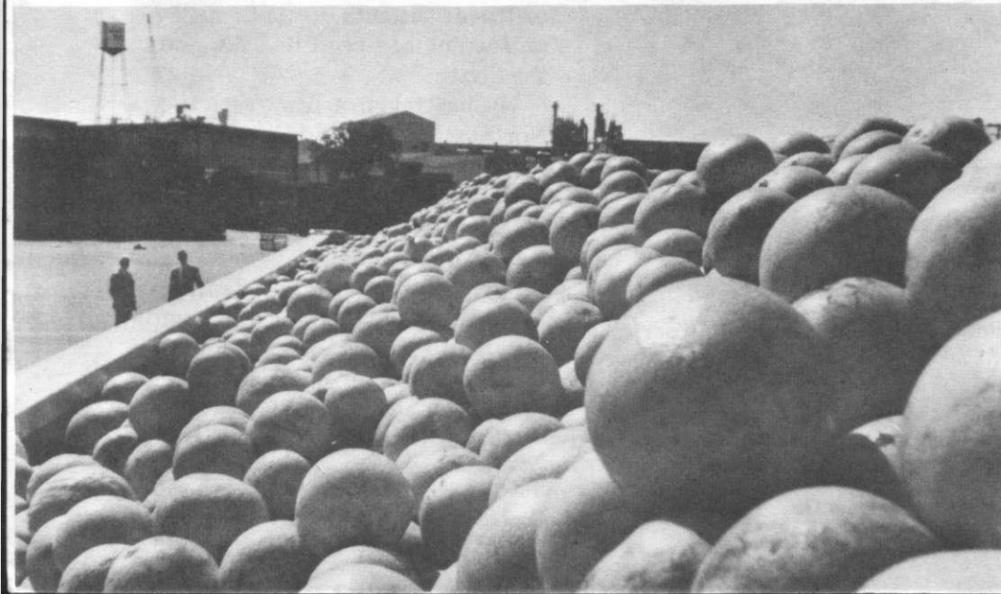
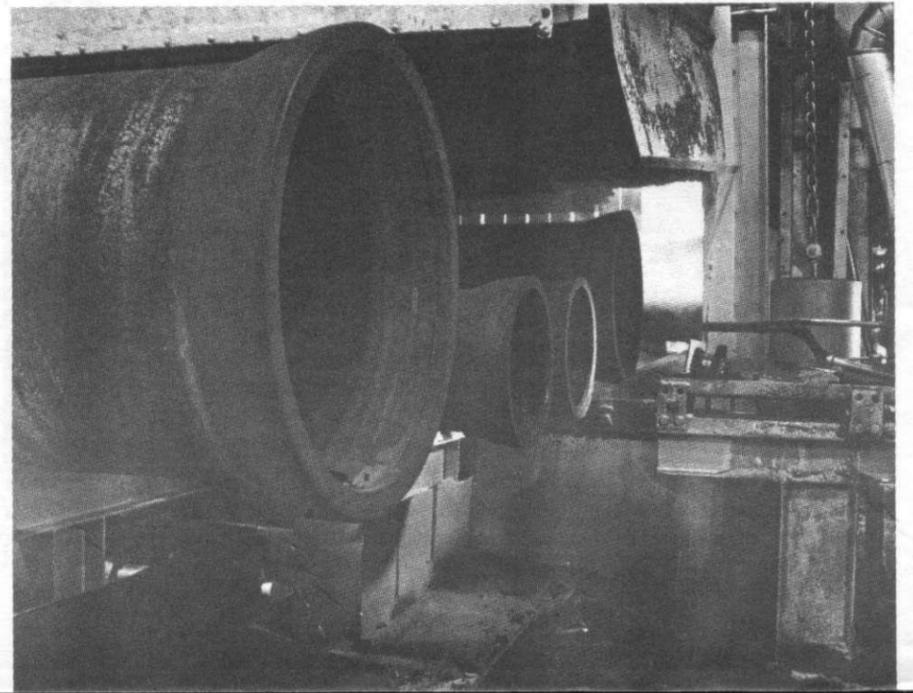
Mr. Rehn recently did some complex research to determine how a supplier of cigarette paper in New Jersey could ship competitively by



Oranges ripe and juicy are the center of attention for Penn Central's B. Nash Hughes and officials of The Coca-Cola Company Food Division at Auburndale, Florida: Frank G. Warren, director of warehousing and distribution; Edgar Birky, asst. traffic manager.

Trailer-load of fresh-picked grapefruit arrives at Adams Packing Co., Auburndale, Fla. The company markets fresh fruit under brand names of Adams, Ariana, Golden Globe, Medora; frozen and canned juice and fruit sections under names Adams, Lucky Gold.

Typical indoor scene around Birmingham, Ala., is this view of cast-iron pressure pipe (used mainly for water distribution systems) made at U.S. Pipe and Foundry Co.



rail to Winston-Salem. This company had been using truck.

With the aid of two PC sales representatives in the New Jersey-New York area, Harry Spilker and Mike Lee, Mr. Rehn ascertained that the Jersey firm, if supplied with special-equipped boxcars, could deliver its product in damage-free shape at an economical rate. PC's Equipment Planning Division concluded that the amount of traffic justified assigning these expensive cars.

The result is a new continuing movement, amounting to \$20,000 in annual revenue for Penn Central.

## Building piggyback

Among the actions Penn Central took last year to expand TrailVan piggyback business was the appointment — for the first time — of off-line managers of TrailVan sales. One was M. Keith Rankin, at Kansas City, Mo. The other was Thomas L. Parrey, at Atlanta, Ga.

"There's a big potential here," Tom Parrey says — "provided our transportation people keep on schedule in delivering those pigs."

On a typical Saturday morning, Burlington Industries at Greensboro, N.C., gives the Southern Railway several loaded trailers bound for Penn Central's major TrailVan terminal at South Kearny, N.J., serving the New York metropolitan area.

To track this movement, the Southern Railway office phones Tom Parrey, giving him the trailer and flatcar numbers.

On Sunday afternoon, Tom Parrey is on the phone to make sure this piggyback shipment has been properly delivered to Potomac Yard, south of Washington, D.C., for trans-

fer to the Penn Central. He then phones South Kearny, reports that the shipment is on the way and requests that on arrival, the trailers be promptly "grounded" — taken off the flatcars.

Early Monday morning, he's on the phone to South Kearny again, making sure the trailers have been driven to the consignee. Then he relays this information to the Southern Railway and to Burlington Industries at Greensboro.

This checking and double-checking helps assure continuation of this particular movement, which means about \$19,000 of yearly revenue for Penn Central.

In Atlanta, one of Sales Representative Wiley Underwood's favorite calls is at the Distribution Center of S.S. Kresge Company.

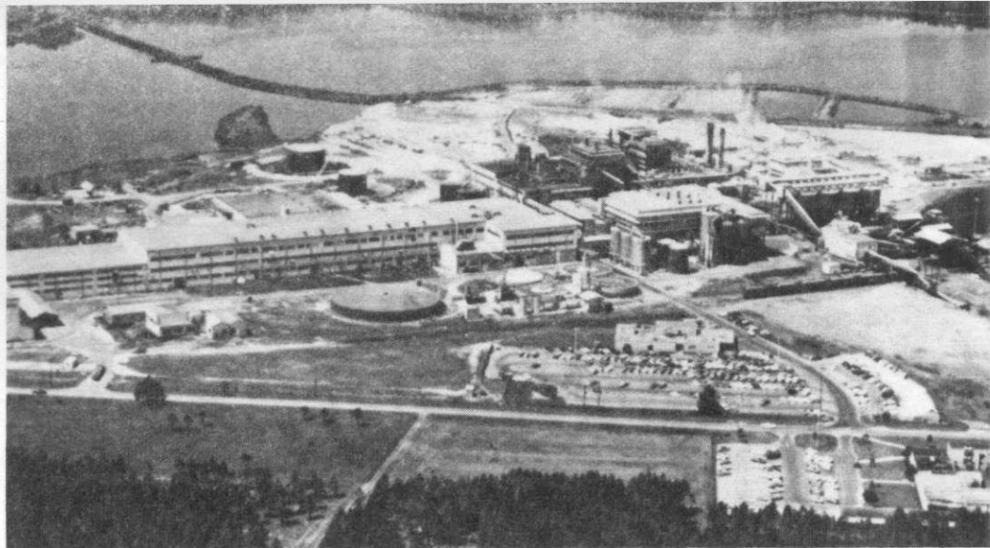
"This was the first retail distribution center in Atlanta to start using piggyback for shipments to the Northeast," he says. "Thanks to the good performance of our TrailVan train, TV-24, they're getting consistent delivery a day sooner than by trucks. And at savings of \$100 to \$150 per trailer."

## Doing a selling job

"It's interesting to note," says Nash Hughes, "that since the appointment of the TrailVan sales manager at Atlanta, the number of piggyback loads moving from the Southeast into Penn Central territory jumped 38 per cent.

"Improved service was the basic reason. But increased solicitation was the vital ingredient that attracted more shippers to try our improved service."

He calls attention to another statistic. Production of pulpboard



The Jacksonville (Fla.) Kraft Mill of St. Regis Paper Company operates around the clock, seven days a week, with 775 employees. One of its machines, called "Seminole Chief," for years held world's record for paperboard production — 1096 tons per day.



S.P. Flynt, traffic manager at S.S. Kresge's Atlanta Distribution Center, discusses piggyback shipments with PC's Wiley S. Underwood, Jr. Mr. Flynt reports not a single damage claim in 2½ years of piggyback to the Northeast via Southern Railway and Penn Central.

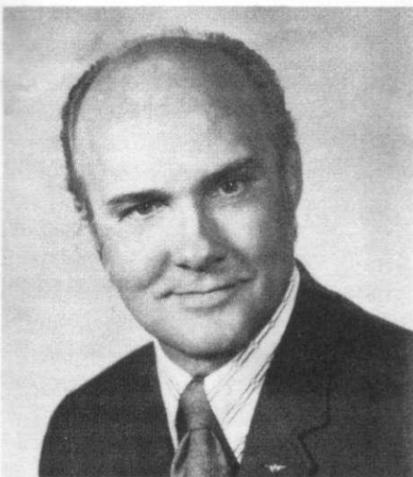
and other papermaking products increased about 12 per cent last year in the Southeastern territory. But Penn Central's carloads of these products soared 32 per cent.

"Wrapped up in these figures," Nash Hughes says, "is quite a story

of salesmanship — good customer relations and dedicated customer service.

"This off-line territory made a sizable contribution to Penn Central revenue during 1972. All signs point to a sizable increase this year."

# PC PEOPLE



**APPOINTMENT AT ELKHART, IND.:** Carl G. Rimmel, freight conductor on PC's Chicago Division, has been elected chairman of Elkhart's Board of Aviation Commissioners. He is a retired Lieutenant Colonel in the U.S. Marine Corps. He served in World War II and the Korean War as a fighter pilot, and has been an active pilot for more than 30 years. He has been Civil Defense Director of Elkhart City and Elkhart County for 10 years.

Mr. Rimmel, who joined the Railroad in 1941, has two sons: Carl, an Army captain and helicopter pilot, and Kim, a former PC Car Department employee, now attending Embry-Riddle Aeronautical Institute.



**GOOD SCOUT AT INDIANAPOLIS:** Richard Brannon, Jr., PC assistant superintendent of stations-west, with headquarters at Indianapolis, Ind., was honored recently for his 24 years of work for the Boy Scouts. At a fund-raising Lunch-O-Ree, sponsored for the Boy Scouts at Chicago by the transportation industry, he received the Good Scout Award. PC President William H. Moore was the principal speaker at the event.

Mr. Brannon, who has previously received the Silver Beaver Award and other Scouting honors, has served as chairman of the West District of the Central Indiana Council. His three sons were all Scouts. One is now an assistant scoutmaster, the second is a scoutmaster, and the third's Scouting activities have been interrupted by duty as a major in the Air Force in Southeast Asia.



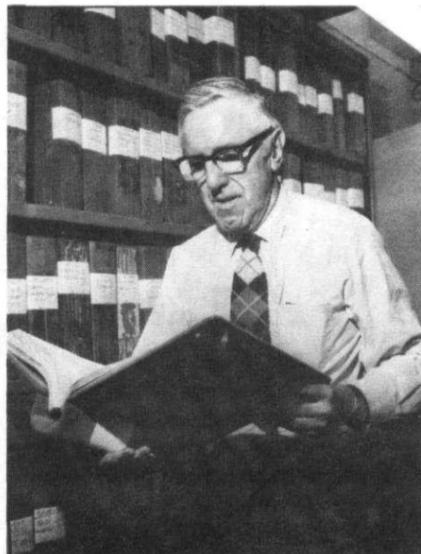
**HOSPITAL VISIT AT WASHINGTON, D.C.:** Shortly after William H. Moore assumed the Penn Central presidency, Life Magazine ran an article on the railroad's problems. The featured photograph showed Mr. Moore talking with Floyd F. Lumpkins, a yard conductor at Washington Union Terminal.

Recently, Mr. Lumpkins was injured on the job, and Mr. Moore paid him a visit at the hospital. What does one bring as a gift for a hospitalized railroader? A locomotive mug, naturally.

Since the time this photo was taken, Conductor Lumpkins has left the hospital and is recuperating at home.

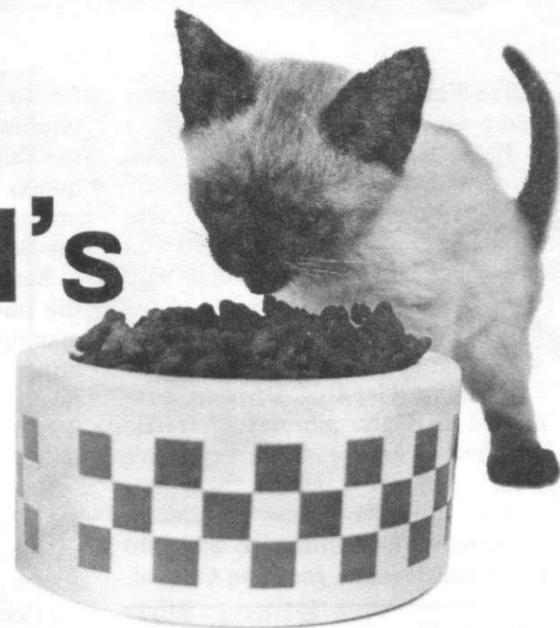
**TAX WATCHDOG AT WILLINGBORO, N.J.:** A Tax Action Council has been formed in this New Jersey community to keep an eye on how the citizen's money is spent and to oppose any tax increase unless proved necessary. Elected president is Fred A. Fiedler, who works for Penn Central as a freight tariff compiler.

The local newspaper reported that one of the Council's first actions was to oppose construction of a new school administration building. Fred Fiedler argued that the administrators, instead of being housed in a separate building, should make their offices in the schools, where they can have close contact with teachers and students. Mr. Fiedler's wife, Janice, fully approves his activities. She's secretary of the Tax Action Council.





# Now Meet Penn Central's Newest Customers



Some are purebred and pedigreed and have won all sorts of cups and ribbons. Others are of doubtful parentage, and never won anything except a hug from their owners.

But there's one thing these pets all have in common: Appetite.

And an awful lot of them think the height of gourmet dining is Purina Dog Chow or Purina Cat Chow.

Which is why the Ralston Purina Company has been establishing pet food plants and distribution centers at key locations across the U.S.

The newest is a giant 240,000-square-foot plant which recently went into production on the Penn Central at Dunkirk, N.Y., on the Lake Erie shore.

Dunkirk, a friendly city of 17,000 people, has a high reputation as an industrial center for specialized steel products, food products, tools and other manufactures. How it came to be picked as the site for Ralston Purina's newest and largest pet food distribution center is a story of search and research.

It illustrates the number of PC people and services that can be involved in helping an industry get established on the Railroad.

The story begins early in 1971. Ralph W. McLarnan, General Traffic Manager for Ralston Purina's Consumer Products Group, put in a phone call to Penn Central from his company's world headquarters at Checkerboard Square, St. Louis, Mo.

He gave an approximate picture of what Ralston Purina was looking for:

A site about 35 acres for construction of a plant of about a quarter million square feet. Forty-five hundred kilovolt ampere electric power. Good rail, highway and air transportation. Good geographical location for serving the Northeast. An industry-minded community.

The specifications were relayed to PC Industrial Development offices at Pittsburgh, Cleveland, Syr-

acuse, New York City and Boston. PC's ID men maintain a vast and constantly updated inventory of available sites totaling about 18,000 acres of PC land, 75,000 acres owned by others, and including 302 industrial parks throughout PC's 16-state territory.

The offices that were contacted picked 20 sites that seemed to meet Ralston Purina's needs, and supplied site descriptions, maps, aerial photos, and information on taxes, utilities, transportation, labor supply and other matters.

Ralston Purina officials studied all this and narrowed down the choices to 11 sites. Then they went on tour.

At Pittsburgh, John T. Matthews, PC Manager of Industrial Development, escorted them to sites in his area. Stuart F. McConnell did the same at Cleveland. Ralph S. Podas covered the Buffalo area, including Dunkirk.

The visitors were impressed with Dunkirk and particularly the industrial land at Progress Park, operated by a non-profit corporation. They asked for more information. Ralph Podas put the answers together with the aid of Ted Rabb, Executive Vice President of the Chamber of Commerce.

A big bundle of information was required from Penn Central — such matters as switching service, train schedules, transit times, siding construction, car supply, car cleaning, freight rates.

Answers were supplied by men of various departments: Industrial Development, Sales & Marketing, Transportation, Engineering, Real Estate and Legal.

Meanwhile, Ralston Purina was still looking at other sites, including several on another railroad.

But finally, on March 26, 1971, the Dunkirk Chamber of Commerce received a welcome letter.

"I am very happy to advise you that we plan to locate our new Pet



Mike Gannon and Harry V. Noon, PC Sales, are shown through new warehouse by Ralston Purina's R.J. Hoffman, customer service manager, and R.H. Hoag, plant manager.

Food Plant at Dunkirk," wrote Ralston Purina Division Vice President D.I. Ingraham.

"Frankly, the main thing that impressed us was the obvious enthusiasm and aggressiveness of Dunkirk and its officials.

"It is the intent of Ralston Purina to be a good community citizen that will help enhance the economy of your city. We will pay good, fair wages, and we believe that the people who work in our plant will find it a good place to be employed."

A letter to Penn Central commended the men who helped provide the needed information and assistance.

"It would have been impossible to make this decision as soon as we did without their help," wrote Ralston Purina's Ralph McLarnan.

Among the many involved:

A turnout from the main line track, to link up with the new in-

dustry's siding, was designed by F.A. Williams, and the work was done by Cleveland Division trackmen under G.C. Pulvino.

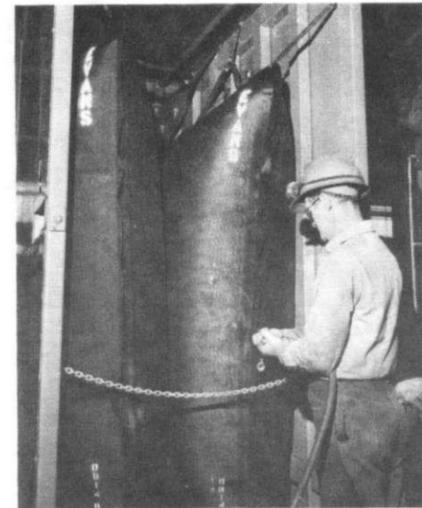
Freight rates for inbound and outbound traffic were worked out by James E. Musslewhite and Thomas L. Sellinger, of the Pricing Department.

The equipment needs of the new plant were studied by Don Washburn, of Equipment and Service Planning. The decision was made to upgrade a group of 50 foot boxcars with new flooring and lining, and equip them with "floating bulkheads" containing air bags to protect shipments against damage.

The sample car was completed under the direction of A.R. Rowe and F.W. Ridall, of the Mechanical

Before the boxcar leaves Samuel Rea Shop, Andrew Weaver makes a pressure test on air bags in "floating bulkhead."

Using an automatic nailer, Ray A. Luther installs new plywood lining in the boxcar.



Cars for Ralston Purina traffic are readied at Samuel Rea Shop, Hollidaysburg, Pa. Here Welders Ray Sweyant, Thomas Knott and Joe Kurty install steel track for bulkheads.



Department. The car was run with eight test shipments, and the results were monitored by Roger R. Chau-fournier and Dan H. Callaghan of Freight Equipment Planning.

Certain modifications of the car design proved necessary, and then the men of Samuel Rea Shop, Hollidaysburg, Pa., were given the assignment of upgrading and equip- ping 150 PC boxcars for the plant's shipments.

As the cars went into service, the PC District Sales Office — Harry V. Noon, Mike T. Gannon, Rose Mc- Closkey—took on the assignment of monitoring the use of the cars, assuring proper loading and routing. And Ralston Purina's salesmen made

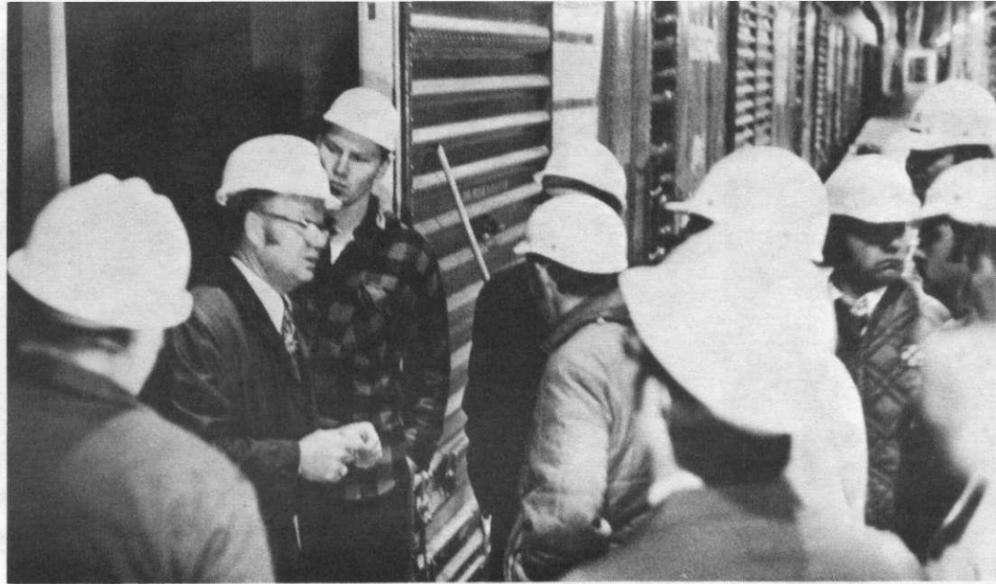
personal calls on consignees to ex- plain proper unloading of the cars and securing of bulkheads and car doors when the cars are returned empty.

An essential step in the whole project was obtaining authorization from the Reorganization Court to spend the money needed for the trackwork and the boxcar improve- ments.

The new plant began receiving in- bound supplies in August. Outbound shipments began in October.

Wrote Mr. McLarnan:

"We are very pleased to be lo- cated on the Penn Central and are confident that our decision will be beneficial to both our companies."



As the cars are delivered to the shipper, Dan H. Callaghan, PC assistant manager of freight equipment planning, explains proper use of air-bag bulkheads to Ralston Purina men.

## Recent Appointments

### TRUSTEES

Duke, P.R. General Counsel  
Helmetag, C. General Counsel-Reorganization

### SYSTEM OFFICES

#### Finance & Accounting

Dennis, R.W. Specialist-Public Billing  
Goerss, R.A. Specialist-Railroad Billing  
Kerr, J.P. Staff Assistant  
Kucich, R.W. Non-Revenue Billing Coordinator  
Lindsay, E.F. Property Accounting Coordinator  
McClellan, E.M. Special Accountant  
McLarnon, J.A. Non-Revenue Billing Coordinator, Detroit  
Mooney, J.V. Non-Revenue Billing Coordinator

#### Sales & Marketing

Alexander, W.E. Assistant Vice President-Automotive  
Carr, J.D. Supervisor-Intermodal Traffic Control  
Dugent, P.J. Assistant Supervisor-Intermodal Traffic Control  
Fox, K.S. Assistant Manager-Intermodal Terminal Service-System  
Lust, J. Assistant Manager-Intermodal Terminal Services, New York  
Mazur, D.M. Assistant Manager-Market Development-Consumer Products  
Pittaccio, R.J. Assistant Supervisor-Intermodal Traffic Control  
Scott, R.P. Market Research Analyst  
Tompkins, L.C. Assistant Manager-Intermodal Sales & Terminal Service, Baltimore, Md.  
Tretter, D.L. Assistant Supervisor-Intermodal Traffic Control  
Webster, R.E. Assistant Manager-Intermodal Terminal Services, Chicago

#### Labor Relations & Personnel

Lanzalone, S.D. Examiner  
Stromley, R.D. Supervisor-Personnel, Indianapolis

#### Vice President-Staff

Brown, K.R. Associate Computer Analyst  
Dilba, R.A. Associate Computer Analyst  
Lowe, R.E. Associate Computer Analyst  
Mackle, J.J. Associate Computer Analyst  
Prinkalns, G.L. Transportation Research Engineer, Akron, O.  
Shaw, A.E. Assistant Manager-Transportation Research Analyst  
Stewart, H.G. Analyst  
Taylor, C.F. Assistant Computer Analyst  
Timmons, D.L. Computer Analyst  
Tull, R.S. Assistant Computer Analyst

#### Secretary

Klammer, W.V. Transfer Agent

#### Transportation

Carbone, F.S. Supervisor-Unit Train Schedules, Phila.  
Cotton, J.W. Supervisor-Industrial Car Control, Chicago  
Hunt, E.M. Supervisor-Permits & Schedules, Phila.  
Huston, R.M. Supervising Agent, Cleveland, O.  
Lanzalone, J.P. Supervisor-Hopper Car Distribution, Phila.  
Lehman, B.J. Supervisor-Freight Car Distribution, Phila.  
McGough, J.M. Supervisor-Train Operation & Equipment, Phila.  
Miller, D.W. Assistant Supervising Agent, Cleveland, O.  
Novotny, E.J. Supervisor-Freight Train Operation, Phila.  
Olive, E.E. Assistant Supervising Agent, New York  
Pollum, J.B. Manager-Ore Operation & Equipment, Phila.  
Quieti, J. Supervisor-Freight Train Operation, Phila.  
Quinn, A.A. Supervisor-Freight Car Utilization, Phila.  
Sothorn, T.P. Supervisor-Reports, Phila.  
Tedeschi, N.J. Assistant Manager-Ore Operation & Equipment, Phila.  
Tucker, L.F. Supervisor-Industrial Car Control, New York

Yannacone, D.J. Systems Analyst, Phila.

#### Engineering

Metzger, P. Production Engineer-System Maintenance Gangs

#### Equipment

Delsole, A.D. Supervisor-Locomotive Performance  
Fronauer, F.M. Office Supervisor, Altoona, Pa.  
Goetz, R.W. Supervisor-Locomotive Performance  
Greer, R.H. Supervisor-Locomotive Performance  
Haas, J.J. Supervisor-Locomotive Performance  
Harley, E.T. General Mechanical Superintendent-Engineering & Research  
Lolli, L.S. Supervisor-Freight Car Maintenance-Leasing & Repair Scheduling  
Minck, E.J. Manager-Locomotive Maintenance  
Myers, W.D. Head Clerk  
Nielsen, F.K. Mechanical Engineer-Freight Cars  
Taylor, R.L. Head Clerk

#### Passenger

Boia, J.P. Passenger Agent, Baltimore, Md.  
Ford, N.F. Supervisor-Passenger Analysis  
Smith, J.B. Supervisor-Passenger Car Distribution

#### Philadelphia Commuter Area

Evans, J.R. Supervisor-Quality Control

#### Operating Administration

Cochrane, W.D. Supervisor-Contract Administration, Pittsburgh, Pa.  
Conti, D.J. Supervisor-Claims & Prevention, Detroit  
Faltz, F.J. Supervisor-Claims & Prevention, Newark, N.J.  
Foster, T.F. Claim Account Representative, Buffalo, N.Y.  
Greenwood, T.A. Claim Account Representative, Buffalo, N.Y.  
Leap, O.G. Industrial Engineer, Altoona, Pa.  
Ross, D.T. Senior Industrial Engineer, Indianapolis, Ind.  
Rutherford, F.I. Industrial Engineer, Altoona, Pa.  
Schneider, R.L. Senior Industrial Engineer, Pittsburgh, Pa.  
Schrameck, E.C. Supervisor-Claims & Prevention, St. Louis, Mo.  
Snelling, D.B. Salvage Supervisor, Buffalo, N.Y.  
Strattman, K.J. Supervisor-Claims & Prevention, Albany, N.Y.  
Tremblay, J.J. Industrial Engineer, Indianapolis, Ind.  
Waldron, W.A. Supervisor-Claims & Prevention  
Wendling, C.A. Assistant Manager-Damage Analysis, Phila.  
Wethington, R.E. Industrial Engineer, Indianapolis, Ind.

#### Security

Abbotts, W.H. Captain-Police, Albany, N.Y.  
Davison, C.F. Inspector-Police, Phila.  
Hall, R.C. Captain-Police, Phila.  
Spain, W.M. Captain-Police, Phila.

#### METROPOLITAN REGION

Jordan, J.J. Transportation Inspector, New York  
Keefer, W.E. Regional Mechanical Supervisor-Car, New York  
Kelly, J.E. General Foreman-Car, Brewster, N.Y.  
Kisselbrack, W.E. Employee Counselor, New York  
Langer, R.C. Supervisor-Materials, New Haven, Ct.  
Lytle, L.C. Assistant Regional Mechanical-Superintendent, N.Y.  
MacDonald, E. Supervisor-Electric Equipment, New York  
Mulhall, P.P. Supervisor of Bridges & Buildings, 125th St., N.Y.  
Rowe, R.J. Assistant Trainmaster, New York  
Rydzeski, S.J. General Foreman-Car, New York

#### NORTHEASTERN REGION

##### Buffalo Division

Carbaugh, R.E. Terminal Trainmaster, Kenmore, N.Y.  
Conklin, A.J. Division Superintendent  
Pyson, R.S. Division Engineer  
Swanson, H.F. Terminal Trainmaster (Night), E. Buffalo, N.Y.

#### Mohawk-Hudson Division

DiScenza, E.V. Agent, Albany, N.Y.  
Goodman, E.S. Trainmaster, Watertown, N.Y.  
Halloran, M.O. Trainmaster, Fulton, N.Y.  
Keiser, W.S. Road Foreman, Oak Point, N.Y.  
O'Sullivan, T.M. Terminal Trainmaster, Selkirk, N.Y.

#### New England Division

Ebbing, J.R. Terminal Trainmaster, Boston  
Laventure, J.D. Terminal Trainmaster, Cedar Hill, Mass.

#### EASTERN REGION

Hagmaier, J.F. Engineer Instructor, Phila.

#### Chesapeake Division

Helton, B.G. Assistant General Foreman-Car, Baltimore, Md.  
Hood, F. Assistant Supervisor-Track, Wilmington, Del.  
Klauser, F.H. Agent, Wilmington, Del.  
Rooks, J.W. Assistant Supervisor-Track, Baltimore, Md.  
Rosberry, A.C. General Foreman-Maintenance of Way Equipment, Baltimore, Md.

#### Harrisburg Division

Brunner, T.E. Assistant General Foreman-Locomotive, Camden, N.J.  
Grubb, C.W. Assistant Trainmaster-Agent, Hagerstown, Md.

#### New Jersey Division

Kopke, J.D. Mechanical Supervisor, Sunnyside, N.Y.  
Leckie-Ewing, M.B. Supervisor-Track, New York  
McCarthy, M.B. Road Foreman, Weehawken, N.J.  
Powers, T.L. Supervisor-Track, Kearny, N.J.  
Ricker, V.K. Agent, Newark, N.J.  
Seitz, T.H. Assistant General Foreman-Locomotive, Kearny, N.J.

#### CENTRAL REGION

Atherton, G.I. Shop Superintendent, Conway, Pa.  
Conte, P.C. General Foreman-Quality Control-Locomotive, Conway, Pa.  
Love, M.A. Supervisor-Operations & Locomotive Control, Pittsburgh, Pa.  
Padezanin, D. General Foreman-Locomotive, Conway, Pa.

#### Allegheny Division

Dailey, H.H. Supervisor-Track, Cresson, Pa.

#### Pittsburgh Division

Erwin, J.W. Road Foreman, Pitcairn, Pa.  
Farris, F.R. Assistant Terminal Superintendent, Conway, Pa.  
Guveiyian, C. Terminal Trainmaster, Conway, Pa.  
Lynch, P.E. Terminal Trainmaster, Conway, Pa.  
Povick, G. Assistant Supervisor-Track, Scio, O.  
Rudy, S.R. Assistant Supervisor-Track, Steubenville, O.  
Sayers, D.L. Assistant General Foreman-Car, Conway, Pa.  
Wyatt, E.D. Trainmaster, Conway, Pa.

#### Valley Division

Alexander, A.J. Assistant Supervisor-Track, Salem, O.  
Harnden, R.D. Road Foreman, Youngstown, O.  
Hunter, J.L. Trainmaster, Goodman, O.  
Labuskey, N. Assistant Supervisor-Track, Mansfield, O.  
Miller, J.W. Assistant Supervisor-Track, Wooster, O.  
Morris, R.E. Trainmaster, Wheatland, Pa.

#### NORTHERN REGION

Gandy, C.J. Regional Mechanical Supervisor-Locomotive

#### Detroit Division

Clark, A.B. General Foreman-Locomotive, Detroit  
Fizer, R.D. General Foreman-Locomotive, Detroit  
Foster, R.L. Assistant Trainmaster, Detroit  
Ingram, S.L. Terminal Trainmaster, Detroit  
Kiger, J.C. Trainmaster, Detroit  
McRae, A.S. Division Engineer  
Niedermyer, E.J. General Foreman-Locomotive, Detroit  
Path, E. Terminal Trainmaster, North Yard, Detroit  
Powell, G.E. Terminal Trainmaster, Junction Yard, Detroit  
Rosenworth, R.J. Terminal Trainmaster, Detroit  
Saulsberry, D.H. Terminal Trainmaster, North Yard, Detroit  
Serens, R.W. Terminal Trainmaster, Detroit  
Siwicki, R.W. Terminal Trainmaster, Junction Yard, Detroit  
Smith, M.E. Trainmaster, Detroit  
Spencer, R.D. Terminal Trainmaster, Detroit  
Tate, P.C. Trainmaster, Detroit  
Troop, R.P. Terminal Trainmaster, River Rouge, Mich.  
Weaver, P.G. Trainmaster, Detroit

#### Michigan Division

Arthurs, N.L. Trainmaster, Grand Rapids, Mich.  
Brandon, R.D. Assistant Trainmaster, Wayne, Mich.  
Kreiss, D.J. Assistant Division Engineer, Jackson, Mich.  
Valentine, D.L. Trainmaster, Battle Creek, Mich.  
Will, T.K. Assistant Trainmaster, Jackson, Mich.

#### WESTERN REGION

Larson, P.C. Assistant Superintendent-Operations, Chicago

#### Chicago Division

Bell, J.M. General Foreman-Locomotive (Night), Chicago  
Jackson, R.B. Assistant Terminal Superintendent, Elkhart, Ind.  
Mathena, M.L. Terminal Trainmaster, Elkhart, Ind.  
Mathews, P.F. Assistant Supervisor-Track, Colehour Yard  
Spiese, G.E. Supervisor-Data Control, Chicago  
Waggoner, E.D. Road Foreman, Elkhart, Ind.

#### Cleveland Division

Cassi, L.W. Trainmaster, Collinwood, O.  
Dickson, E.D. Assistant Trainmaster, Rockport Yard, O.  
Henry, W.D. Agent, Erie, Pa.  
Philbin, J.T. Trainmaster, Cleveland, O.  
Walker, G.E. Agent, Fairlane, O.

#### Ft. Wayne Division

Biagi, F.V. Assistant Trainmaster, Kankakee, Ill.  
Campbell, K.F. Trainmaster, Kankakee, Ill.

#### Toledo Division

Anders, J.Q. Terminal Superintendent, Toledo, O.  
Harris, F.J. Terminal Trainmaster, Stanley Yard, Toledo, O.  
Kelly, R.J. Assistant Terminal Superintendent, Toledo, O.  
McGlothlin, R.W. Assistant Trainmaster, Fairlane, O.  
Watkins, D.E. Assistant Division Engineer, Toledo, O.

#### SOUTHERN REGION

##### Cincinnati Division

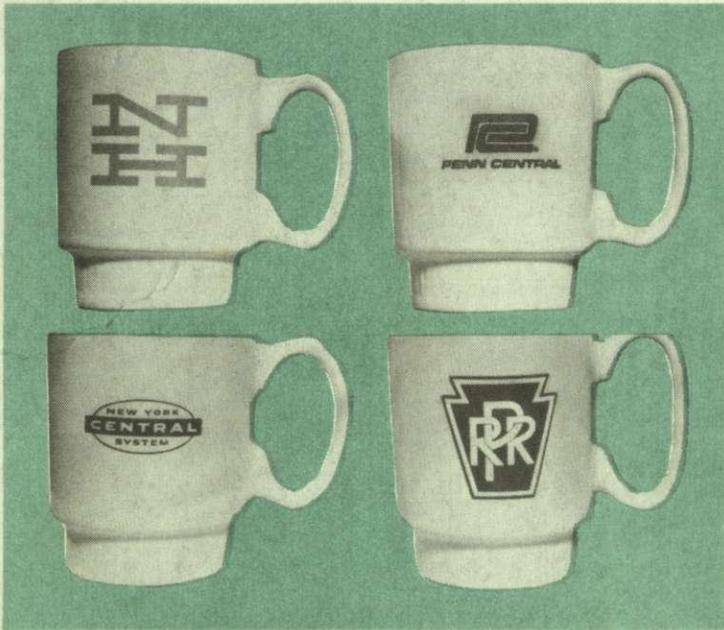
Dean, O.J. Division Engineer  
Leslie, A.J. Assistant Trainmaster, Kokomo, Ind.  
Ray, A.E. Master Mechanic, Cincinnati, O.

##### Southwest Division

Hagerman, R.D. Assistant Trainmaster, Columbus, Ind.  
Martin, G.W. Supervisor-Track, Terre Haute, Ind.  
Schaefer, J.M. Assistant Supervisor-Track, Terre Haute, Ind.  
Stanley, S.I. Supervisor-Track, E. St. Louis, Ill.

# PENN CENTRAL POST

6 PENN CENTER PLAZA  
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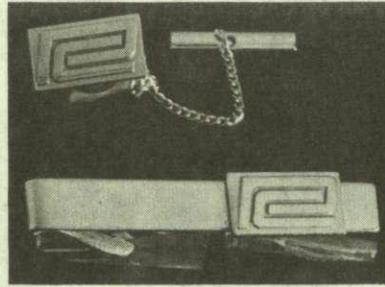


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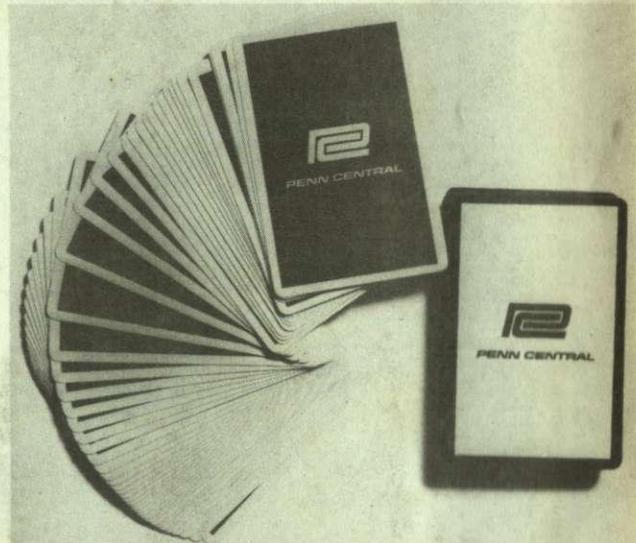


(B) MAGNETIC MEMO-HOLDERS encased in rubber, hold notes on any metal surface. Set of 4 - \$1.

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(D) PC TIE TACK, gold-plated-\$2.25.  
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(F) BRIDGE CARDS, 2 decks - \$2.50.  
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(C) METROLINER POSTCARDS, in color, 7 1/4 inches long. Set of 4 - 50¢.

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