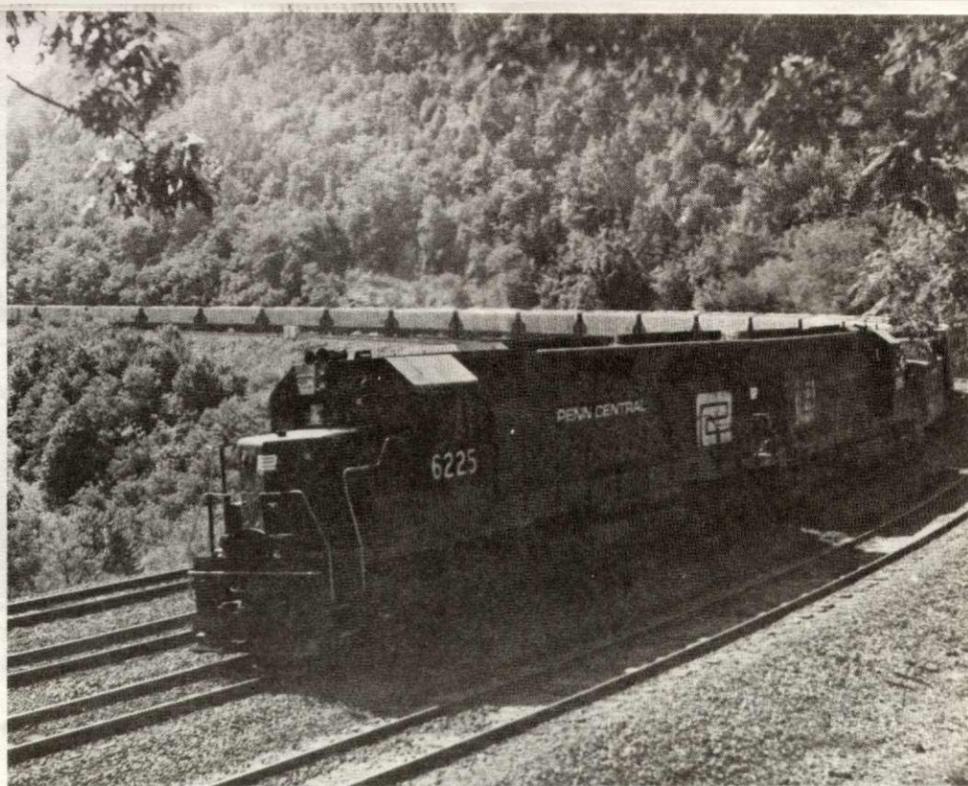




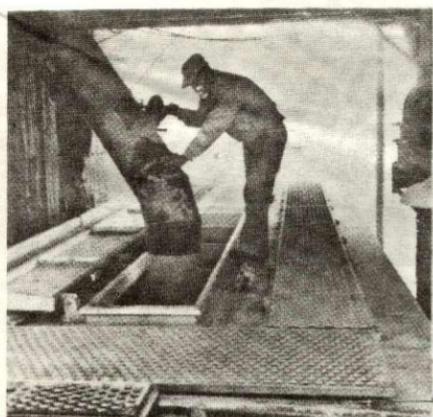
See Page Five



Unit grain train circles Horseshoe Curve, west of Altoona, Pa., en route to Baltimore.

# PC people lend a big hand to grain exports

The boom in grain exports might have been a bust for the Northeast if it hadn't been for some heads-up, look-ahead planning by PC people. Their foresight has paid off for Penn Central, other Northeastern railroads and the North Atlantic ports.



Grain pours out of an Indiana elevator into hopper cars for PC movement east.

Penn Central has handled more than 100,000,000 bushels of export grain via the ports of Albany, Philadelphia and Baltimore during the crop year from October, 1972, through mid-July, 1973.

This is an increase of more than 400 percent over the similar period of 1970-71.

"A dramatic turnaround," said George R. Wallace, vice president-marketing.

He pointed out that the 1970-71 grain export record for North Atlantic ports served by Penn Central was the poorest in several decades.

Back in 1955, for example, these ports shipped out 219,000,000 bushels of grain — more than 49 percent of America's total grain exports. By 1971, their share had dropped to 90,000,000 bushels — less than 6 percent of the total grain exports.

There were a number of reasons for this drastic decline.

One was the construction of many grain export elevators along the southern Mississippi River, plus the availability of low-cost barge transportation, subsidized by the government. A second reason was the construction of the St. Lawrence Seaway with government funds, making it easy for vessels to load up at the Great Lakes grain elevators, bypassing the rail haul from the Midwest.

Other factors included the limited grain-carrying equipment of Eastern railroads; the diminishing number of elevators for exporting grain at Boston and New York; and labor problems at North Atlantic ports.

PC Marketing Department people recognized these negative factors, but plunged ahead with an innovative program during 1970-71.

First they ascertained that there was a large untapped source of export grain in the interior areas of Illinois, Indiana and Ohio, where access to the Great Lakes or the rivers feeding the southern Mississippi was prohibitively expensive.

They found that there were a large number of ships that could be used for carrying grain from North Atlantic ports to Europe — and they could make delivery one or two days faster than ships from the Great Lakes or the Gulf ports.

Penn Central's next step was to apply the unit-train idea to the haul-

ing of export grain, with a new level of rates enabling the interior grain industry to compete effectively.

At the same time, Penn Central acquired 1,500 new covered-hopper cars, more than doubling its grain-carrying capacity.

The railroad sold its major grain elevator to grain merchants who, with long experience in the export trade, could operate it to best advantage.

Thus, when the Russians' huge purchase of grain from the United States came along, Penn Central was ready. This railroad — and other Northeastern railroads that adopted its program — have been able to share in substantial increases in grain shipments and to restore the North Atlantic ports as major centers in the grain export trade.



PC men deliver grain to dock at Baltimore for loading aboard transatlantic vessel.

## EYES ON WASHINGTON

As the Penn Central Post went to press, the Commerce Committee of the U.S. Senate was completing consideration of a bill to restructure the bankrupt Northeastern railroads.

The Senate proposal was similar to a bill approved by the House of Representatives on November 8, though with some basic differences.

If the full Senate votes approval of its bill, a conference committee of House and Senate members will meet to iron out the differences.

The compromise version would then be voted on by the House and Senate, before submission to President Nixon.

Both the Senate and House bills provide for two new agencies:

1. A Federal National Railway Association would be established to map out a core railroad system to provide the Northeast with essential service on a financially sound basis.

2. A railroad corporation would be set up to operate the new system. This would be a for-profit corporation, not a government agency.

The railroad corporation would buy the desired portions of the bankrupt railroad companies by issuing stock to those companies.

The Federal National Railway Association would sell bonds, guaranteed by the Government, and lend the cash to the railroad corporation for modernization and new equipment.

Employees would receive basic protection.

In the House of Representatives' version, union employees would have their present earnings protected up to a maximum of \$30,000 a year, but executive and administrative employees up to \$20,000 a year. In the preliminary version drafted for the Senate, both groups would be protected up to \$30,000 a year. However, no protection was provided for top officers of the railroads.

The duration of protection would vary according to the following schedule:

Employees with 5 or more years' service at the time the bill is signed would have their earnings protected until age 65.

Employees with 3 to 5 years'

service would be protected for a period equal to their years of service.

Employees with less than 3 years' service could be separated if their services were not needed, with payment of separation allowances.

Employees could be transferred by the new rail corporation, with payment for moving expenses and real estate losses if a change in residence were involved. Employees who did not want to accept such a transfer could option for a furlough or separation with a lump-sum payment.

Changes in the above provisions were still possible before a final bill was passed by the Senate and House of Representatives.

# WE KEEP OUR HOUSE CLEAN!

**F**ussy? Sure. And they're proud of being that way.

Because when you stop being fussy about clean walkways, orderly storage of supplies, and removal of debris, somebody's sure to get hurt.

That's what they believe — emphatically — at North White Plains, N. Y.

Which is why the PC people at this location recently were awarded the Metropolitan Region's Good Housekeeping plaque for the second year in a row.

And it's one of the reasons why



Car Cleaner R.H. Lewis takes a moment to pick up piece of discarded metal—a tripping hazard—and put it in wheelbarrow.



John J. Botti, safety supervisor, Metropolitan Region, presents Good Housekeeping plaque to employees of PC's passenger coach yard and car shop at North White Plains, N. Y.

North White Plains has markedly improved its safety record.

"Good housekeeping is the beginning of an accident-free railroad," declares John J. Botti, regional safety supervisor.

"That's what we stress at the safety meetings we hold each month in five safety districts — Grand Central Terminal, North White Plains, Croton-Harmon, N. Y., and Stamford and New Haven, Conn.

"The theme is 'Keep Our House Clean'.

"Emphasis is placed on keeping working quarters tidy, walking areas clear of tripping and slipping hazards, supplies and materials stored in a safe and orderly way, and so on.

"A committee of three is selected at each meeting to visit the other districts, compare notes and make suggestions for safety and housekeeping improvements."

North White Plains is a busy spot on the Harlem Branch, which runs due north of Manhattan into commuter land. There's a bustling passenger coach yard and car shop where 126 electrically-propelled cars are cleaned, serviced and repaired around the clock.

In addition to maintenance-of-equipment employees, this safety district includes the engineers and trainmen who work the commuter trains, and the men who maintain

track and the electrified third rail.

In such a scene, good housekeeping is vital.

Comments Car Cleaner Richard H. Lewis:

"When I pick some waste off the ground and throw it in a trash can, I'm insuring that I won't trip over it the next time I walk this way."

The car shop men are proud of the ingenious use they make of pieces of Lexan left over when Lexan safety windows are fitted into passenger cars.

The car shop men use this scrap material to make covers which pro-



George W. Knox installs electrical contact shoe cover — designed and produced by men of North White Plains car shop.



Vito Falaguerre paints floor on east side of car shop. "With a good coat of paint, it's much easier to keep clean," he says.

tect the third-rail contact shoes while a passenger car is in the shop. The covers come off automatically as the car is moved out of the shop to where the electrified third-rail begins.

"We formerly used wooden covers," explains Electrician George W. Knox. "When they dropped off, they sometimes broke and got ground into the earth, becoming a tripping hazard.

"Our Lexan covers, made out of scrap, don't break and can be used over and over. This saves money and prevents tripping injuries at the same time."



Andrea Hanak, clerk to master mechanic, ends day's work by covering typewriter and moving it out of way of passersby.

## On the trail with Ches and Dot



When Torrence O. Chestnut goes on vacation, he doesn't load up the car. He loads up his back.

Hiking is the best way to keep in shape, he says. His wife agrees.

Mr. Chestnut — known as "Ches" — has been a railroad man 30 years. He's supervisor of service in the Dining, Sleeping and Parlor Car Department, with the responsibility of assuring efficient, passenger-pleasing service.

His vacation-time hobby was written up recently in the Harrisburg, Pa., Evening News (which supplied this photo).

The article told how he and his wife, Dot, can enjoy gourmet dining on the trail, thanks to new varieties of freeze-dried foods. Just add a little hot water, and you can have your choice of turkey tetrazzini, beef stroganoff, and tuna a la Neptune.

In Mr. Chestnut's 35-pound pack and his wife's 25-pound pack are everything they need for a lengthy trip: food, utensils, alcohol stove, sleeping bags, ponchos, extra clothing, towels, first aid kit, snake-bite kit. Plus a tent. Everything's carefully chosen for light weight.

The tent has sewn-in floor and a

screened front to keep out skunks, raccoons, snakes and deer. It also helps shelter the sleepers against the cold. One night last September, in the mountains of Northern Pennsylvania, the temperature dropped to 10 degrees and the water froze in their canteens.

The Chestnuts have hiked portions of the famed Appalachian Trail in Tennessee, North Carolina, Maryland and New England, as well as all of the trail's 222 miles in Pennsylvania.

They have only one gripe — hikers who mar a woodland trail with a trail of litter.



What the cartoonist means is: Don't walk between standing cars unless there's at least 10 feet clearance on either side.

# SHIPPERS' INITIATIVE

*They pay for track to preserve service*

A novel answer to the problem of a money-losing branch line has been achieved by Penn Central and a group of shippers at Quarryville, in southeastern Pennsylvania.

Penn Central, as a result of Tropical Storm Agnes damage and declining business on most of the Quarryville Branch, had sought authority from the Interstate Commerce Commission to abandon the entire 13.8-mile line.

"We just couldn't let that happen," said John C. Hoffman, president of the Quarryville Area Shippers Association, "but we realized it was a very real possibility unless a solution could be found."

The solution was an agreement—the first of its kind between the railroad and a shipper group to change the operating economics of a "loser" branch, bound for abandonment, to a "winner" that will remain in service.

The agreement came about through an offer by the Shippers Association to commit \$130,000 to build a 1700-foot track in Quarryville. This new section of railroad will connect the Quarryville Branch with Penn Central's Atglen & Susquehanna line, which crosses the branch on an overpass in Quarryville enroute to Harrisburg and the west.

Penn Central agreed to change its abandonment application so as to keep 2.26 miles of the branch—the portion on which the six members of the Shippers Association

are located. The new rail connection will provide service for them and any other industries that may locate on that portion of the line.

In 1971, the last full year of operation before Agnes damaged the Quarryville Branch, 399 cars of freight were shipped in or out of the branch.

Of that total, 330 were bound to or from industries on the 2.26-mile segment which Penn Central will serve via the new connection.

"This represents 83 percent of the carloads, but only slightly more than 16 percent of the total branch mileage," pointed out James R. Sullivan, PC senior assistant vice president for planning coordination.

"Since Penn Central was financially unable to build the connection, the Shippers Association decided to underwrite the project with engineering assistance from the railroad.

"This is an illustration of how Penn Central and local shipper groups, working together, can develop solutions to transportation problems which have been complicated by our bankruptcy and limited cash resources."

He commended the Quarryville companies as "an energetic group of Penn Central shippers who see the benefits of such a solution to not only their interests but also the interests of their community, and have taken vigorous action to bring it about."



Reviewing plans as construction begins on new track connection are Bernard M. Reagan, PC manager-special studies; James R. Sullivan, senior assistant vice president-planning coordination; and John C. Hoffman, president of the Quarryville Area Shippers.

The companies involved: Lancaster Bone Fertilizer Company of Quarryville, Walter Hassel & Sons Lumber Company, Ross H. Roher &

Sons Feeds, John T. Eshleman Feed Company, Gruemelli Farm Service, and Agway, Inc.

# BUSINESS-GETTERS

*PC salesmen push campaign for more freight*



Here's Philip C. Lolos, hunting up new carloads for Penn Central in Houston, Texas.

He symbolizes the intensified efforts of PC sales personnel to boost the railroad's revenues at a time of financial pressure.

"Penn Central's most urgent need is maintaining a positive cash flow to preserve its operations while the Government works out a solution to the Northeastern railroad crisis," said Ralph N. Cramer, assistant vice president-sales.

"All our sales personnel are involved in this effort across the Penn Central System and in the off-line territories.

"We call this campaign 'Operation Bootstrap.' It means lifting ourselves by our own determined efforts."

To highlight the campaign, the Sales Department has been giving special recognition to sales personnel who have done outstanding jobs in obtaining desirable new business.

Winners have been named in each of the nine on-line and off-line sales territories.

During the first month of the campaign leading performers and their headquarters were:

B. F. Koepke, Chicago; L. D. Carr, Charleston, W. Va.; T. P. Dwyer, Rochester, N. Y.; H. H. Diekmann, Philadelphia; R. L. Cunningham, Pittsburgh; C. D. Ploehn, Davenport, Iowa; B. Shilstone, San Francisco, Cal.; C. E. Tucker, Winston-Salem, N. Carolina; and P. C. Lolos, Houston, Tex.

During the second month, the leaders were:

P. E. Cummings, Detroit; C. C. Dever, Dayton, O.; D. P. Evitts, Boston; L. E. Schmitt, Philadelphia; R. R. Morrow, Pittsburgh; P. J. O'Meara, Kansas City, Mo.; L. M. Gilliam, Los Angeles, Cal.; G. H. Mahlkov, Atlanta, Ga.; and P. C. Lolos, Houston, Tex.

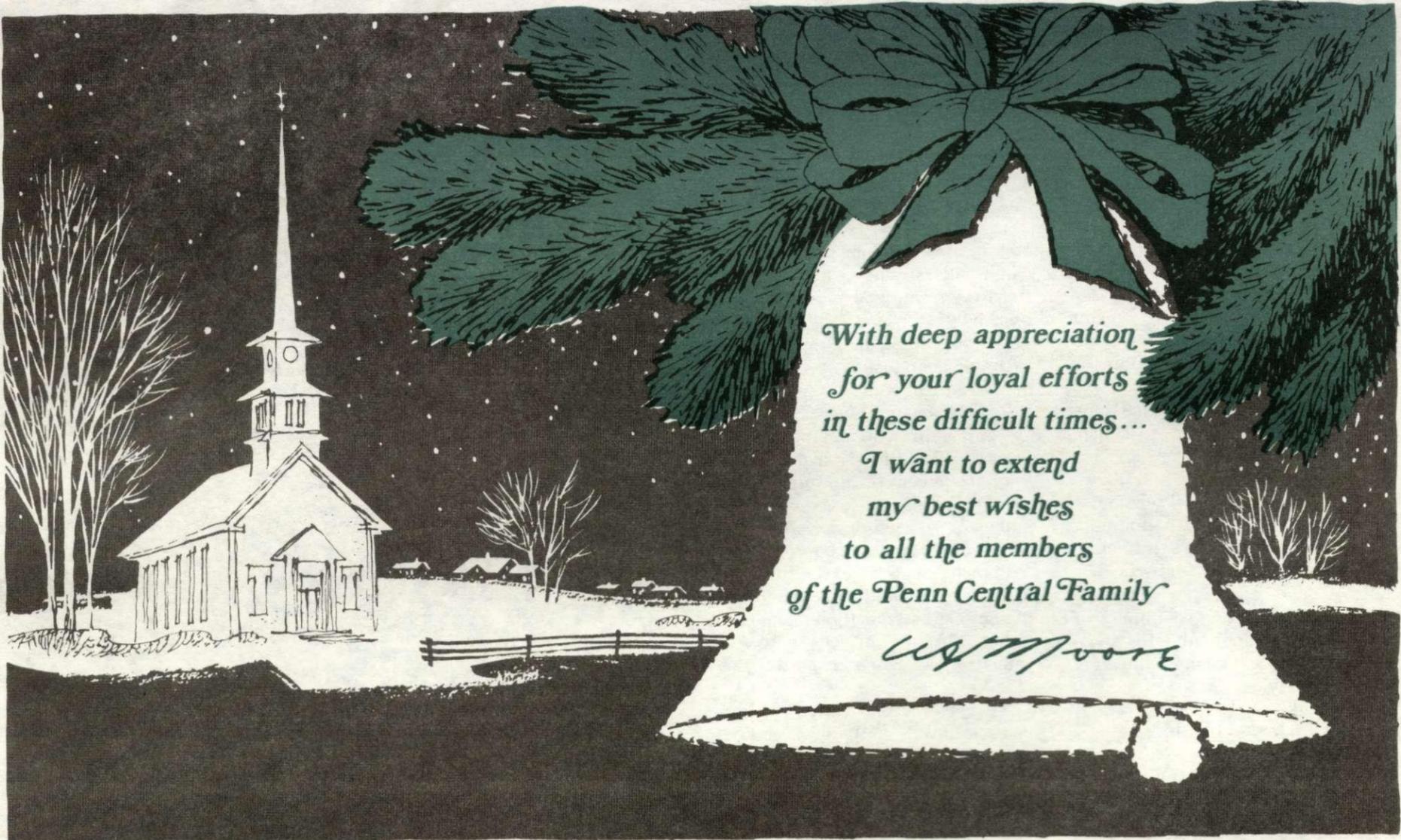
Phil Lolos, a leader in both months, obtained new business totaling close to 800 carloads on an annual basis, amounting to more than \$600,000 in added revenue. This was principally in petrochemicals from the Southwest to Eastern destinations. Penn Central's superior run-through service has helped obtain substantial increases in this high-revenue traffic.

Mr. Lolos joined the railroad as a Sales Department clerk at Cleveland in 1961, after service in the Marines. He was advanced to chief clerk, assistant office manager, and sales representative at Altoona, Pa., while supplementing his previous college training with correspondence courses. He has been sales representative at Houston since 1967.

Penn Central Transportation Company publishes this tabloid magazine for its employees. Address all communications to Penn Central Post, Six Penn Center, Phila., Pa. 19104.

MANAGER—EMPLOYEE PUBLICATIONS  
Joseph Shallit

STAFF PHOTOGRAPHER  
Nelson M. Stickler



*With deep appreciation  
for your loyal efforts  
in these difficult times...  
I want to extend  
my best wishes  
to all the members  
of the Penn Central Family*  
*W.H. Moore*

## Saying Christmas in Varied Ways



### Santa Claus for 28 years

Franklin O. Berkhouse saves most of his vacation time till December so he can play Santa Claus for his community.

"I want to make children happy—and at the same time, put the Railroad out in front," he explains.

This is the 28th annual performance for Mr. Berkhouse, a locomotive engineer on the Pittsburgh Division.

Back when he was a World War II infantryman, slogging through France and Germany, what upset him most was the sight of children engulfed in the combat.

"I made a vow," he says — "if the good Lord brought me out of this alive, I'd find something to do to make children happy."

On his return to railroad service in 1945, he started his Santa Claus act.

For thousands of youngsters in Duquesne, Pa., and other communities in the Pittsburgh area, the holiday season doesn't officially start until this railroad Santa appears.

On December 10, a train crew from PC's Thomson Yard delivers



him in a shiny green caboose. He's met by a band and a fire engine, which parades him through Duquesne to the shopping center. Here Santa meets children from all over the countryside and distributes some 2,000 lollipops, bought with contributions from Penn Central people.

During the following two weeks, he visits children at hospitals and other institutions throughout the area.

"All they have to do is ask me, and I manage to get there," says Engineer Berkhouse.

"I couldn't enjoy the holiday if I didn't."

### A different kind of tree

Like PC people all over, the folks at the Northeastern Region's building in New Haven, Conn., say you can't enjoy Christmas without a tree.

In the photo, taken last year, we see the decorations being expertly applied by Alice Barthelson, Accounting Department clerk; Kathy McMahon, Personnel stenographer; and Marilyn Balsis, Legal Department secretary.

But this year there'll be a difference:

No tree lights.

The energy crunch, you know.

A message from the office of President William H. Moore has requested all Penn Central people to do everything possible to reduce the



consumption of electricity and fuel.

So the official New Haven Christmas tree will be beautiful as always — but dark.

### How to double the fun



One Christmas party isn't enough for the guys of Harmon Shop, at Croton-on-Hudson, N.Y.

First they host a party for underprivileged kids who are brought to the shop before Christmas. Then, after Christmas, they hold a party for their own youngsters.

"We enjoy Christmas twice as much that way," explained Bernard Tarpey, local chairman of the TWU Carmen.

All the funds come from employees. The collecting is done by a committee of union chairmen or their representatives, who include, in addition to Mr. Tarpey:

Rudolph Kent, Machinists; Irving Leibowitz, Electricians; Tony DeGelormo, Boilermakers; Vincent Sausedo, Firemen & Oilers; Bill

Seekircher, Sheet Metal Workers; and Carmine Spinola, Foremen.

In past years, the Harmon men — who service and repair commuter cars and passenger diesels—have been hosts to children from St. Peter's School and St. Joseph's Home. This year, the guests are physically handicapped children from the Blythedale Home at Valhalla, N.Y.

Electrician Tom Castriana has been doing the Santa Claus act (the photo shows him with a boy from St. Peter's School last year).

But Tom has retired, and Fireman

Bob Potthash is filling in.

Each year an employee donates the Christmas tree. This year's is being chopped from the garden of Foreman Bob Johnson.

The Harmon men top off the season with a gift of needed equipment to the institution they're honoring. This year it'll be a 16-mm sound movie projector.

"That takes a lot of dough," Mr. Tarpey said, "so this time we're seeking donations not only from shopmen but all PC people in our general area."

## Instead of Christmas cards

Mailing Christmas greetings to fellow employees is a heart-warming custom. But . . .

More and more PC people are deciding that an even warmer-hearted idea is to save the money that would be spent on cards and stamps and give it to charity.

The latest to adopt this idea are employees of PC's Systems Development Department.

They individually buy gifts, wrap them, and mark each one as suitable for a boy or girl of a specific age.

The packages make a bright display at the office. Then they're picked up by U.S. Marines, who distribute them to orphanages, hospitals and other institutions, as part of the Marines' "Toys for Tots" program.

The cover photo shows some gift-bringers: Cathy Martin, Christine Cox, Anne Urban, Linda Trainor and Mary Pat Tinnity.

Systems Development people have the job of assembling operating information from all over the railroad and processing it through com-



puters. It's an intricate assignment and they're a close-knit group, and four years ago they started the Systems Development Club.

The club's activities include a spring golf outing, summer picnic

and fall dinner-dance.

"Every one of these has been fun," says Donald Timmons, a computer programmer and the club's president. "But this Christmas project gives us the biggest kick of all."

## MORE POWER to Penn Central

This long, lean powerhouse is one of the new 2250-horsepower diesels now beefing up Penn Central freight service.

An order for 27 of these locomotives is now being completed at General Electric's plant in Erie, Pa.

In the photo, one of the new units gets a final going-over by Melvin E. Hale, PC material inspector, before it is accepted by the Railroad.

The units, designated GF-22, are going into heavy-duty main line freight service. One of their assignments will be to haul coal trains from Charleston, West Va., to the docks at Toledo, Ohio.

PC men at Buckeye Yard, Columbus, Ohio, will maintain the diesels.

One feature of the new diesels is a bi-directional cab. The engineer's seat can be shifted and turned, en-

abling him to operate the locomotive in either direction.

"This feature enables us to save time and money — both vital factors," explained E.T. (Tom) Harley, general mechanical superintendent-engineering and research.

"This bi-directional arrangement means we don't have to turn the locomotive around — so we can get a train on the road that much faster. And being able to do this without installing two sets of controls saves money in construction costs and maintenance.

"These kinds of savings are what we've got to look for in every possible way these days."

Penn Central is also receiving 33 diesels from the Electro-Motive Division of General Motors.

Nine of them, road switchers



designated ERS-20, also have the bi-directional feature. The other 24 are ES-15M switchers for yard and local service.

Under present adverse conditions, the Railroad cannot finance the purchase of these locomotives; it is

obtaining them by long term leases, with an option to purchase them after the leases expire. The leases have been authorized by the U.S. District Court in charge of the reorganization of Penn Central Transportation Company.

## A few words of wisdom



There are lots of things on PC minds these days: The need to maintain good service. The need to get more business. The need to keep costs down and operate as efficiently as possible.

"But we mustn't let ourselves get distracted from one other essential — the need to work safely," Andrew J. Conklin, superintendent of PC's Buffalo

Division, tells his people.

"Preventing accidents and injuries has to be our constant concern."

The Buffalo Division is carrying on a stepped-up safety campaign, spotlighting the work practices set forth in Penn Central's safety rule books.

A recent Division slogan contest gave impetus to the cam-

paign. Winner was Karl L. Gromoll, car shop foreman at Niagara Falls, N.Y. His slogan: "Yesterday's safety is today's service and tomorrow's security."

He is shown being congratulated by Superintendent Conklin.

The slogan subsequently was typed at the top of every Division communication by Eleanor Dunn and Joyce Dewey, in the superintendent's office. It was posted on bulletin boards. It was broadcast periodically to radio receivers in locomotives, cabooses and trucks.

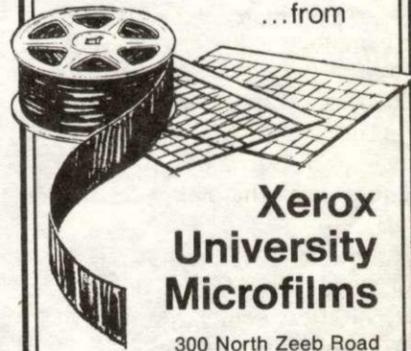
Second-place sloganeer was George A. Deuel, crew dispatcher at Rochester, N.Y., whose message was: "Have a safe day for a bright tomorrow."

Third-place entry came from D.R. Brown, clerk at Goodman Street Yard, Rochester: "Stop accidents before they stop you!"

These words will be used as themes for the coming months.

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PLEASE WRITE FOR COMPLETE INFORMATION

# Recent Appointments

## SYSTEM OFFICES

### Finance & Accounting

Hoover, T.B. Systems Auditor  
Kinter, D.E. Associate Systems Auditor  
Levkanich, Boris Supervisor-Reproduction,  
Collinwood, O.  
Patel, C.I. Supervisor-Data Systems Audits  
Peteraf, A.W. Supervisor-Revenue Audits

### Sales & Marketing

Colliflower, J.H. Manager-National Accounts,  
Chicago, Ill.  
Finney, C.H. Sales Manager, Chicago, Ill.  
Gilhooly, T.J. Assistant Sales Manager,  
Chicago, Ill.  
Greer, A.T. Manager-Intermodal Sales-Domestic  
Johnson, H.M. Manager-Intermodal Sales-  
Domestic  
Noffsinger, J.F. Assistant Manager-  
National Accounts, Chicago, Ill.  
Reimer, J.C. District Coal Agent, Clearfield, Pa.

### Legal & Claim

Bennett, R.A. Assistant District Claim Agent,  
Detroit, Mich.  
Lambrecht, J.J. District Claim Agent,  
Detroit, Mich.

### Vice President-Staff

Canty, J. Associate Shift Supervisor  
Cooper, J.T. Assistant Director-  
Planning Coordination  
Folk, J.F. Engineer-Planning Coordination

### Purchases & Materials

Wallgren, A.E. Senior Buyer

### Transportation

Fox, H.D. Supervisor-Freight Car Distribution  
Frederick, W.L. Manager-Pier Analysis & Control  
Grover, W.J. Supervisor-Freight Train Operation  
Sample, B.C. Supervisor-Freight Service Control  
Wescott, H.L. Assistant Manager-Freight  
Car Utilization

### Engineering

Contractor, N.P. Assistant Structural Engineer  
Erickson, A.C. Senior Construction Engineer  
Fetterman, P. Civil Engineer  
Hagan, J.N. Engineer Construction-East  
Lowery, R.D. Engineer Construction-West  
Chicago, Ill.  
Rose, M.J. Assistant Production Engineer-  
C&S, Pittsburgh, Pa.  
Schull, J.N. Production Engineer-System  
Maintenance Gangs  
Smith, Richard Assistant Production Engineer-  
Track, Baltimore, Md.  
Weber, H.F. Construction Inspector,  
Baltimore, Md.

### Equipment

Bonifazi, P.T. Supervisor-Locomotive  
Performance  
Cooley, P.H. Assistant Manager-Equipment  
Control Systems  
Evans, J.R. Supervisor-Passenger Car  
Maintenance  
Meyer, C.E. Mechanical Engineer

### Passenger Operation

Douglas, R.M. Manager-Passenger Train Records

O'Toole, W.A. Manager-Passenger Train  
Schedules & Consists

### Philadelphia Commuter Area

Bescript, R. Assistant Suburban Trainmaster  
Boselli, J. Mechanical Inspector  
Hornberger, D.J. Trainmaster  
Markel, J.F. Road Foreman  
Regn, J.L. Supervisor-Quality Control  
Smith, F.A. Suburban Planning Analyst  
Weest, S.L. Mechanical Inspector

### Operating Administration

Reed, R.E. Industrial Engineer,  
Indianapolis, Ind.

### METROPOLITAN REGION

Anderson, P.R. Senior Civil Engineer, N.Y.  
Armour, E.C. Engineer-Track  
Maintenance, N.Y.  
Bodley, C.W. Engineer-Signals, N.Y.  
Burnham, S.W. Supervisor-Train Operation, N.Y.  
Butt, G.R. Manager-Suburban Planning, N.Y.  
Collins, M.G. Director-Passenger Service &  
Real Estate, N.Y.  
Egan, J.E. Engineer-Track, GCT, N.Y.  
Eyth, T.A. Assistant Engineer-  
Third Rail Maintenance, N.Y.  
Frisbie, K.A. Engineer-C&S Design, N.Y.  
Jacobs, D.W. Office Engineer-Staff, N.Y.  
Klopper, R.G. Manager-Industrial  
Engineering, N.Y.  
Komonchak, R.T. Cost Control Engineer, N.Y.  
Lake, N.D. Circuit Designer, N.Y.  
Maglione, L.W. Director-Suburban Operations  
Planning, N.Y.  
Maloney, T.F. Senior Project Engineer, N.Y.  
Marino, V.A. Senior Agreement Engineer, N.Y.  
Mayer, J.J. General Foreman-Electric  
Traction, Stamford, Conn.  
McKenna, L.J. Manager-Passenger Terminal  
Operation, N.Y.  
Ohms, E.W. Suburban Planning Engineer, N.Y.  
O'Keefe, F.J. Assistant Engineer-Catenary  
Maintenance, Stamford, Conn.  
Paisley, M.E. Engineer-Track Maintenance, N.Y.  
Rantz, J.F. Director-Passenger Terminal  
Operation, N.Y.  
Robinson, H.L. Engineer-Track  
Production, N.Y.  
Steyne, J.A. Senior Suburban Planning  
Engineer, N.Y.  
Twombly, R.W. Engineer-Project Design, N.Y.  
VonAllmen, R. Chief Transportation  
Inspector, N.Y.  
Walker, R.W. Engineer Electric Traction-  
Maintenance, N.Y.  
Walker, W.J. Administrative Assistant, N.Y.  
Weidner, M. Assistant Production  
Engineer, N.Y.

### NORTHEASTERN REGION

Lopez, M. General Foreman-Passenger Car,  
New Haven, Conn.

### Mohawk-Hudson Division

Buckley, R.S. General Foreman-Car  
(Night), DeWitt, N.Y.  
Corbett, E.B. Supervisor-Yard Procedures,  
DeWitt, N.Y.  
Helton, B.G. General Foreman-Car  
(Night), Selkirk, N.Y.

Olson, R.P. Supervisor-Yard Procedures,  
Oak Point, N.Y.

### New England Division

Altieri, L.C. General Foreman-Car,  
New Haven, Conn.

### EASTERN REGION

Murlatt, E.G. Engineer Training Assistant,  
Phila., Pa.  
Murphy, D.W. Engineer Instructor,  
Wilmington, Del.

### Chesapeake Division

Campbell, E.F. TrailVan Terminal Manager,  
Dundalk, Md.  
DiFalco, D.W. Supervisor-Track,  
Washington, D.C.  
Lee, C.A. Assistant Division Engineer,  
Baltimore, Md.  
Metzger, P. Division Engineer, Baltimore, Md.  
Waite, C.K. Assistant General Foreman-Car,  
Baltimore (Bayview), Md.

### Harrisburg Division

Bookwalter, R.D. Assistant Supervisor-Track,  
Harrisburg, Pa.  
Dugent, P.A. Trainmaster, Earnest, Pa.  
Glembocki, H.J. General Foreman-  
Passenger Car, Phila., Pa.  
Houk, F.D. TrailVan Terminal Manager,  
Phila., Pa.  
Lewandowski, G.T. Trainmaster, Thorndale, Pa.

### New Jersey Division

Counts, J.W. Assistant General Foreman-  
Locomotive, Sunnyside, N.Y.  
Hale, N.A. Assistant General Foreman-  
Car, Sunnyside, N.Y.  
Heintzelman, G.W. Supervisor-Track,  
Phillipsburg, N.J.  
Jones, F.H. Division Superintendent,  
New York, N.Y.  
Lahman, R.D. Passenger Trainmaster,  
New York, N.Y.  
Randall, R.A. General Foreman-  
Locomotive, Sunnyside, N.Y.  
West, B.G. Supervisor-Track, Morrisville, Pa.

### CENTRAL REGION

Bradburn, G.F. Regional Budget Supervisor,  
Pittsburgh, Pa.  
Sgro, J.P. Supervisor-Operations &  
Locomotive Control, Pittsburgh, Pa.

### Allegheny Division

Braun, J.R. Assistant Supervisor-C&S,  
Altoona, Pa.  
Curtis, E.E. Supervisor-C&S, Altoona, Pa.  
Douglas, R.R. Trainmaster, Conemaugh, Pa.  
Lowe, K.L. Division Superintendent,  
Altoona, Pa.

### Pittsburgh Division

Bartoletti, D.J. Trainmaster, Cadiz, O.  
Bartoletti, R.A. Terminal Trainmaster,  
Conway, Pa.  
Lynch, P.E. Assistant Terminal  
Superintendent, Conway, Pa.  
Snyder, D.A. Terminal Superintendent,  
Conway, Pa.  
Spangle, C.D. Road Trainmaster, Pittsburgh, Pa.  
Williamson, G.E. Division Superintendent,

Pittsburgh, Pa.

### Valley Division

Delventhal, W.H. Supervisor-Train  
Operation, Youngstown, O.  
Eveland, N.L. Assistant Supervisor-C&S,  
Canton, O.  
Hunter, J.L. Trainmaster-General Foreman,  
Crestline, O.  
Little, G.E. Trainmaster, Goodman, O.  
Pullman, L.C. Supervisor-Train Operation,  
Youngstown, O.

### NORTHERN REGION

#### Canada Division

Dawson, R.N. Master Mechanic,  
St. Thomas, Ont.

#### WESTERN REGION

Davies, A.E. Engineer Instructor, Cleveland, O.  
Goetz, R.W. Shop Superintendent, Cleveland, O.  
Hahn, J.L. Engineer Instructor, Cleveland, O.  
McHugh, J.J. Engineer Instructor, Cleveland, O.

#### Chicago Division

Derr, G.R. Road Foreman (Night),  
Elkhart, Ind.  
Larson, D.E. Terminal Trainmaster,  
Elkhart, Ind.  
Mirabelli, R.J. Trainmaster, Burns Harbor, Ind.  
Taylor, D.E. Assistant Trainmaster,  
Englewood, Chicago, Ill.

#### Cleveland Division

Cheney, F.D. Master Mechanic, Cleveland, O.  
Chips, B.J. Assistant Supervisor-Train  
Operation, Cleveland, O.  
Dickson, E.D. Trainmaster, Rockport Yard, O.  
Fisher, A.C. Trainmaster, Collinwood, O.  
Larzelere, N.L. Road Foreman, Cleveland, O.  
McGlothlin, R.W. Assistant Trainmaster,  
Rockport Yard, O.  
Perry, C.L. Trainmaster, Painesville, O.  
Schuman, G.E. Trainmaster, Rockport, O.

#### Ft. Wayne Division

Tarleton, W.T. Assistant Trainmaster,  
Ft. Wayne, Ind.

#### Toledo Division

Blair, R.T. Trainmaster, Woodville, O.  
Dick, C.E. Terminal Trainmaster,  
Stanley Yard, Toledo, O.  
Glenn, L.T. Trainmaster (Night), Elyria, O.  
Gatz, C.E. Assistant Supervisor-Train  
Operation, Toledo, O.  
Myles, A.T. Trainmaster, Elyria, O.

### SOUTHERN REGION

#### Cincinnati Division

Hammons, W.L. Supervisor-Track,  
Sharonville, O.  
Hanna, C.E. Assistant General Foreman-  
Car, Sharonville, O.  
Mackey, T.A. General Foreman-Car,  
Sharonville, O.

#### Southwest Division

Duncan, A.F. Trainmaster, Indianapolis, Ind.

## Great Sports in Altoona

The Mets. The Orioles. The Oakland A's.

"Who needs 'em?" say sports fans at Altoona, Pa.

What Altoona has is the Penn Central Material Management Department softball team.

"We're not just a team — we're an institution," affirms Material Foreman Joe DeStadio, the team manager.

"We even have our own bus for away-from-home games, and the Mets don't have that," points out Tony Longo, a shipper-receiver of PC materials, and the team captain.

The Altoona Material Management men have the assignment of storing and distributing locomotive and car parts and supplies for PC shops across the System.

"With all the stuff we've got to handle, it's a real busy job," Joe DeStadio says.

"Softball gives us a good way to relax."

"At the same time, the things our team does helps put Penn Central and Altoona on the

sports map," adds Tony Longo.

The PC team acts as official sponsor for the annual tournaments of the Keystone Amateur Softball Association. This summer, outstanding Pennsylvania men's and women's teams came to Altoona to participate. The winners then went on to the "World Series" of the U.S. Slo-Pitch Softball Association, held in three cities during the Labor Day weekend.

Now, about that bus. . .

It was a beat-up old junker. With money raised through spaghetti dinners and bake sales, the Material Management team bought the bus, refurbished it inside and out, and painted it red, white and blue.

They rode the bus to Morrisville, Pa., and New Haven, Conn., to play other PC softball teams. Next summer, they'll include Selkirk, N.Y., and Philadelphia in their schedule.

"We're hoping to get invitations from other cities, too," Tony Longo says.

"We'd like to bring back the

old-time railroad league.

"It'd be the best boost for company spirit and morale we can think of."



W.H. Krapf, manager-materials, opens the softball tourney sponsored by PC people.

## The Watchful Eye

Robert R. Lance, engineer of work equipment, paused beside the tracks as a TrailVan piggyback train passed him near the mountain town of Cresson, Pa.

As he always did, he automatically watched each passing car for anything unusual.

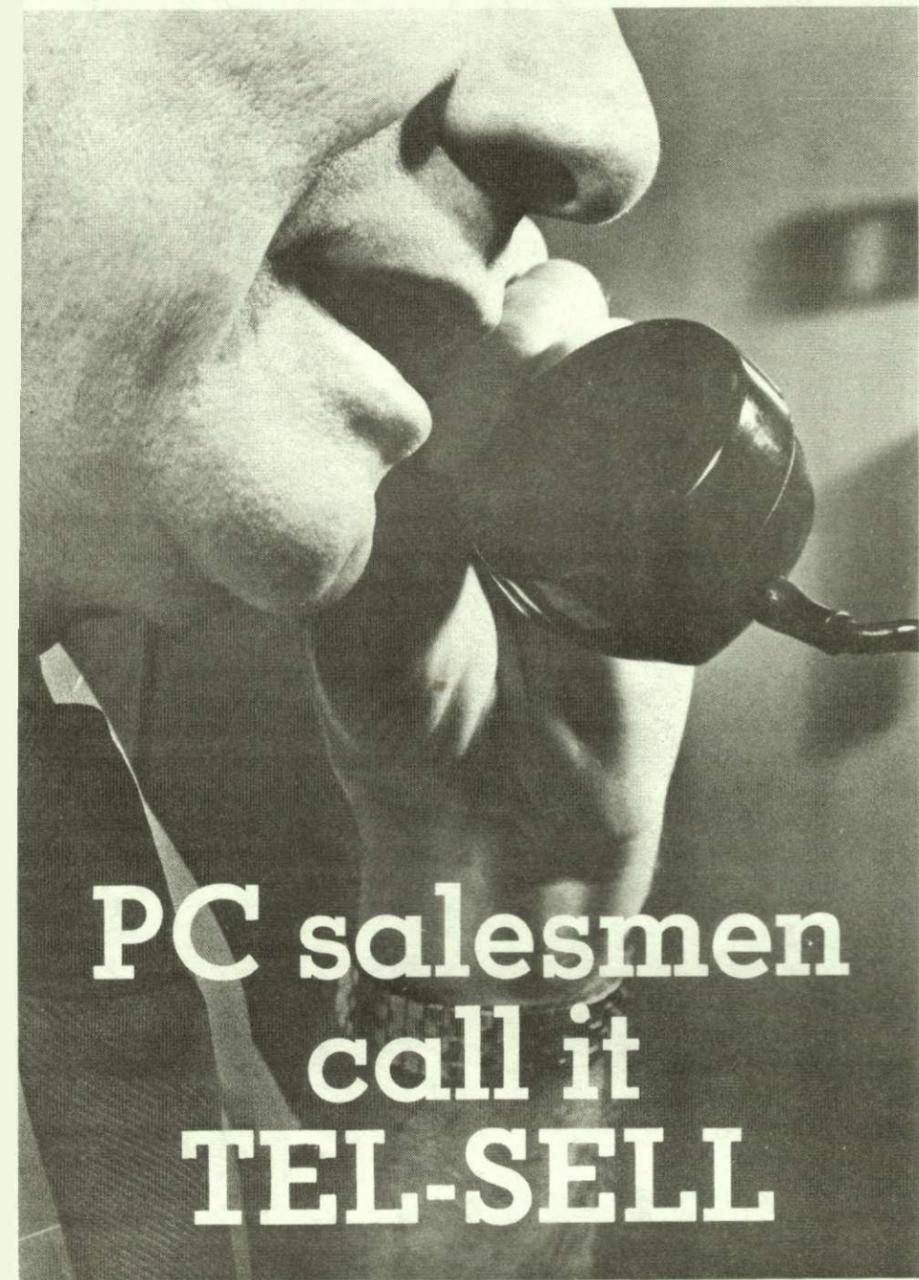
One car seemed to be moving oddly. Mr. Lance immediately phoned the nearest tower operator, who had the train stopped.

Investigation by the crew and car inspectors disclosed that one of the car's wheels had a shattered rim.

"Your alertness and quick action prevented, in my opinion, a serious derailment," General Foreman K.R. Reber later wrote to Mr. Lance.

"Employees such as yourself, who see or hear something that they feel is wrong and take quick action to have it investigated, deserve a lot of praise . . .

"Too often do we today go through our daily chores unthanked and uncommended. Let me close by saying, 'Thank you for a job well done.'"



# PC salesmen call it TEL-SELL



The problem is geography. As industries keep moving out of concentrated city areas, keep spreading out across the countryside, a railroad sales representative has more and more miles to cover.

In time, it becomes impossible for him to make all the personal visits he wants to.

What's the solution?

Tel-Sell.

That's Penn Central's name for an intensive new program to make more effective use of the telephone for selling PC freight service.

It doesn't mean eliminating personal visits to the customer. That's still as vital as ever.

What the program does mean is using a better mix of communication in person and communication by phone, enabling the PC salesman to maintain contact with established customers while carrying his message to more new customers.

PC's Sales and Marketing Department recently held one-day training sessions in Tel-Sell for its personnel in 16 key cities across the System.

American Telephone & Telegraph Company provided the instructors — at no cost — as part of its "Phone-Power" program.

The one-day session included practice in making a phone call both informative and brief.

"In most cases, the customer you're calling wants to have the information you're giving — but also, in most cases, he's a busy person," pointed out Barry Gable, an AT&T

representative (photo above).

"You've got to be well-prepared, well-informed — able to tell him about a new service or a new train or a new freight rate in a clear and concise way, without taking up unnecessary time.

"The customer will appreciate that — and feel more favorable toward trying your service."

One of the PC men who took the course, Pete Dolan, sales representative at New York, commented: "When you think of all the years you've been using the telephone, it's surprising to find that there are still things you can learn about using it better."

Karl Shetler, district sales manager for Long Island, said the program helps the salesmen to evaluate more quickly a new customer's potential for using a certain freight service, and to decide whether a face-to-face appointment would be of value.

Joseph Dobson, district sales manager for Westchester County and Southern Connecticut, said Tel-Sell is a means for "total selling" of a new service to established customers.

"All in all, this training has been a highly successful endeavor," summarized Ralph N. Cramer, assistant vice president - sales.

"We can pinpoint a number of additional movements that have resulted from the use of the Tel-Sell approach.

"Tel-Sell will be an important and continuing factor in our intensified sales campaign."

## Another milestone for Sam Farabaugh

The Brotherhood of Locomotive Engineers recently made a big fuss over Sam A. Farabaugh.

And no wonder. Mr. Farabaugh is one of only three living BLE members who have reached 70 years of continuous membership in the organization. He's 96 years old.

BLE Vice President J.P. Carberry traveled to Hollidaysburg, Pa., to present him with a 70-year honor pin.

Present with Mr. Carberry (second from right in photo) were other BLE officials:

F.R. Byers, vice general chairman on the Penn Central (PRR lines east), who once fired for Sam Farabaugh; R.V. Nale, local chairman of Division 287, which Sam once served as chief engineer; Vince Farabaugh, Sam's son and now president of Di-

vision 287 at Altoona, Pa.; and A.G. Rockey, secretary-treasurer of Division 287. (Photo courtesy of the Locomotive Engineer.)

Sam Farabaugh started as a fireman on the PRR in 1899, and was promoted to engineer in 1902. He worked mainly in passenger service between Altoona and Pittsburgh until his retirement in 1947.

He and his wife, Anna, had 13 children. Following her death in 1959, he lived alone, doing his own housework and cooking. When he was 90, he startled his neighbors by climbing a 40-foot ladder to clear the snow off his roof.

He now lives in Garvey Manor, in Hollidaysburg, Pa.

Sam apologized for not being able to stand to receive his guests. He is recovering from a hip fracture due to a fall.



## 'GOLDEN SPIKE'

Penn Central is one of 14 railroads in the U.S. and Canada that recently received the Golden Spike Award for outstanding public safety programs.

The award gives recognition to such activities as safety education programs for school children and participation of railroad personnel in safety organizations and safety confer-

ences at the national, state and community levels.

In a letter to President Moore, Howard Pyle, president of the National Safety Council, said:

"The Penn Central is to be commended for its contribution to the safety of the public and its employees."

In the photo above, Clerk Susan McGuirk posts the citation in PC's Safety Department.

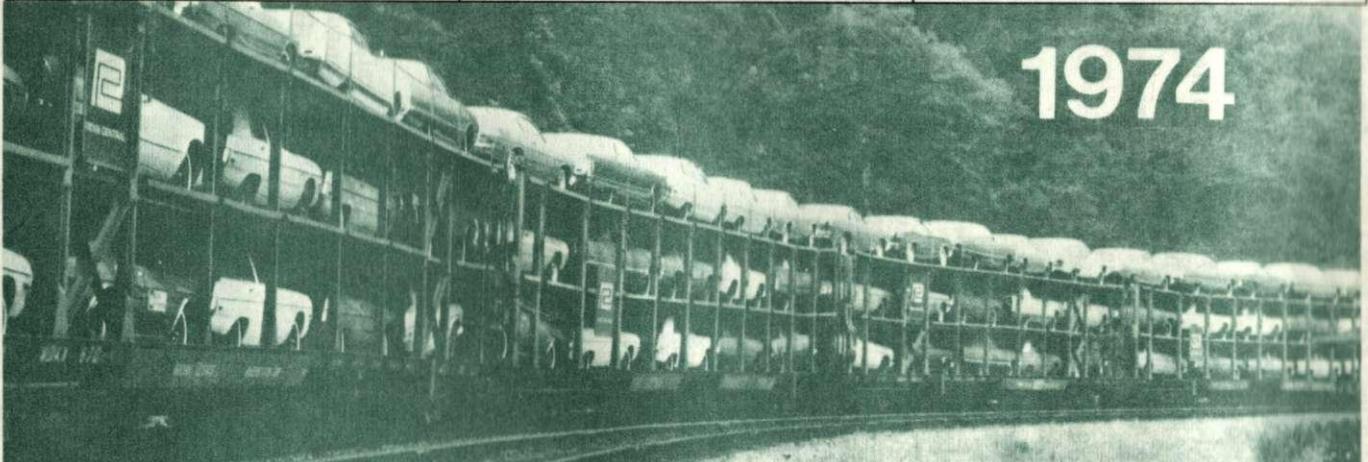
# PENN CENTRAL POST

6 PENN CENTER PLAZA  
PHILADELPHIA, PA. 19104

JANUARY 1974							FEBRUARY 1974							MARCH 1974						
SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5						1	2						1	2
6	7	8	9	10	11	12	3	4	5	6	7	8	9	3	4	5	6	7	8	9
13	14	15	16	17	18	19	10	11	12	13	14	15	16	10	11	12	13	14	15	16
20	21	22	23	24	25	26	17	18	19	20	21	22	23	17	18	19	20	21	22	23
27	28	29	30	31			24	25	26	27	28			24 <sup>31</sup>	25	26	27	28	29	30

APRIL 1974							MAY 1974							JUNE 1974						
SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6				1	2	3	4							1
7	8	9	10	11	12	13	5	6	7	8	9	10	11	2	3	4	5	6	7	8
14	15	16	17	18	19	20	12	13	14	15	16	17	18	9	10	11	12	13	14	15
21	22	23	24	25	26	27	19	20	21	22	23	24	25	16	17	18	19	20	21	22
28	29	30					26	27	28	29	30	31		23 <sup>30</sup>	24	25	26	27	28	29



# 1974

JULY 1974							AUGUST 1974							SEPTEMBER 1974						
SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6					1	2	3	1	2	3	4	5	6	7
7	8	9	10	11	12	13	4	5	6	7	8	9	10	8	9	10	11	12	13	14
14	15	16	17	18	19	20	11	12	13	14	15	16	17	15	16	17	18	19	20	21
21	22	23	24	25	26	27	18	19	20	21	22	23	24	22	23	24	25	26	27	28
28	29	30	31				25	26	27	28	29	30	31	29	30					

OCTOBER 1974							NOVEMBER 1974							DECEMBER 1974						
SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT	SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5						1	2	1	2	3	4	5	6	7
6	7	8	9	10	11	12	3	4	5	6	7	8	9	8	9	10	11	12	13	14
13	14	15	16	17	18	19	10	11	12	13	14	15	16	15	16	17	18	19	20	21
20	21	22	23	24	25	26	17	18	19	20	21	22	23	22	23	24	25	26	27	28
27	28	29	30	31			24	25	26	27	28	29	30	29	30	31				