



*Bring on Your Snowflakes!  
The Mighty Men and Machines of  
Maintenance of Way are Ready,  
Willing, and Able!*

**ERIE-LACKAWANNA  
MAGAZINE**



**JANUARY  
FEBRUARY  
1963**

# *The President's Page*

**T**HERE is no question about it, the Erie-Lackawanna needs more business. One way, and the most important way, to get more business is to give better service.

The ability to give good service rests in the hands of everyone working for the railroad. We are strictly a service organization. Every employee adds a plus or minus to our company's reputation by the way he does his job, and every employee has an individual responsibility to contribute to the end result of our collective efforts, namely, to provide good service. Otherwise, there is no justification for having him on the payroll, or in our spending money on such things as a new electronic yard at Buffalo, or the purchase of new diesel locomotives at a cost of \$3 million, as recently announced.

Good service involves many things: On-time performance, courtesy, efficiency, reasonable prices, friendliness, dependability, and, most of all, a sincere desire to give the customer the utmost in value for the dollars he spends with us.

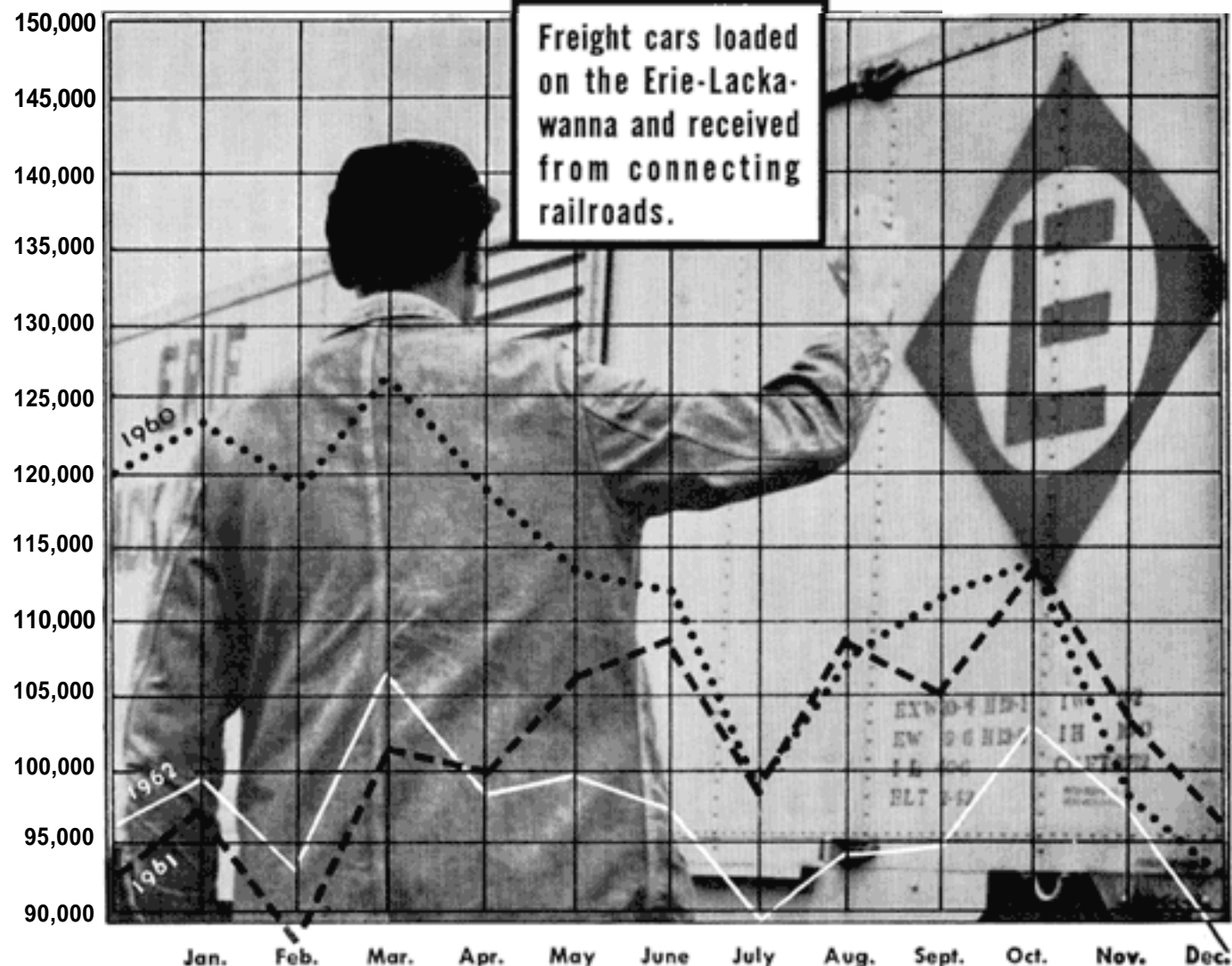
Good service can't be a hit-or-miss performance. When we fail to give good service every day of the year, we drive business away from our railroad--business none of us can afford to have the Erie-Lackawanna lose.

In a nutshell, to attract a greater volume of business over our line, we must treat our customers right, satisfy their needs, and make them glad they are dealing with the Erie-Lackawanna.

A handwritten signature in cursive script, likely belonging to J. G. McInnes, the President of Erie-Lackawanna.

# BUSINESS INDICATOR

Freight cars loaded on the Erie-Lackawanna and received from connecting railroads.



## DOLLAR FIGURES

| Final Quarter | Received      | Spent         | Net Loss     |
|---------------|---------------|---------------|--------------|
| 1962          | \$ 54,215,548 | \$ 56,591,745 | \$ 2,316,197 |
| 1961          | 57,072,591    | 59,647,410    | 2,374,819    |
| For The Year  |               |               |              |
| 1962          | \$213,410,349 | \$230,018,418 | \$16,608,069 |
| 1961          | 214,362,139   | 240,850,898   | 26,488,759   |

## ON OUR COVER

### ERIE-LACKAWANNA RAILROAD MAGAZINE

America's First Railroad Magazine---Our 59th Year

January/February, 1963 Vol. 59, No. 1

George C. Frank . . . Asst. to President  
Bruce A. Wilson .... Associate Editor  
John F. Long .. Photographer-Reporter

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January/February, 1963

If it isn't one thing, it's another! It's bad enough when the railroads are slowed down by a man-made morass of outmoded rules and regulations; when Mother Nature gets into the act, that's adding insult to injury!

But railroads are famous for overcoming obstacles, and we make no exception in the case of mountainous snowfalls and record-shattering, below-zero temperatures all along our line.

The higher-than-your-head drifts on our cover were photographed near Buffalo, N.Y., a city as famous for its fierce winters as it is for almost anything else.

But, as we said on the cover, the mighty men and machines of Maintenance of Way are equal to almost anything that Nature can devise. Now if they could only dream up a plow that would take care of the man-made "obstacles" we'd really have clear track ahead.

**E**RIE-LACKAWANNA FREIGHT TRAINS travel on more than 3,000 miles of track; about a thousand miles of it mainline. And every inch of those miles is within a six-state area between New York City and Chicago, Illinois. Keeping that fact in mind, let's take a look inside the cars of one of our typical freight trains.

There may be cheeses and other dairy products from Wisconsin, and vegetables from California's Imperial Valley; automobiles from Detroit, and apples from the Pacific Northwest. You might find corn from Iowa, wheat from the Dakotas, and, perhaps, chemicals from the Gulf States.

But we only run from New York to Chicago. How did all this multitude of products from all over America get routed over our line?

The answer, of course, is our off-line freight sales agencies.

Of the 50 agencies maintained by our company, 34 of them--more than half, which will give you one idea of their importance--are off-line. A few of these offices are only short distances from our tracks: Albany, Philadelphia, Toledo, Indianapolis, and Peoria, for example. But, on the other hand, if you happen to be moving around the country in a big way, you can shake hands with E-L salesmen in At-

lanta or Dallas or Seattle, or any one of 26 other cities from Edmonton, in Canada, to Los Angeles, California.

We couldn't possibly visit all of them to help tell their story, any more than we were able to visit all of the on-line agencies before telling you about their activities in the last issue. We did spend some time, however, in the off-line agency at Milwaukee, Wisconsin, and there we found a sales effort that might be called typical of the other 33 offices.

C. O. Ewing (everyone calls him "Cy") is the District Sales Manager in Milwaukee. He and the four men who work with him--John Steger, Bill Levine, Alva Pingel, and Larry Finkbeiner--are known, individually and collectively, as "Mr. Erie-Lackawanna" to a lot of good customers who have never seen an E-L train, and who may not even have seen so much as one of our cars.

The off-line customer, before he becomes acquainted with our services, is buying a relatively unknown product. All he knows about our railroad is what the salesman tells him, what he hears from other shippers, and what the receivers of his goods at the other end of the line can tell him about efficient, dam-



*A salesman will tell you: "My office is in my car," and what he means is that in order to sell, you have got to "hit the road." Cy Ewing uses his car to help the men in the Milwaukee office cover upper Michigan and most of Wisconsin.*

agefree, on-time delivery.

And so, once more we find a situation in which the salesman can do no more than to convince the prospect that he should ship, or specify delivery via Erie-Lackawanna; the rest is up to the "back-up team"--the men and women of Erie-Lackawanna who do the job of



*High-and-wide clearances are a most important factor in the services we perform for Allis-Chalmers Mfg. Co. J. Edward Weller, Assistant Traffic Manager for A-C, wanted to talk to Cy about the routing of some 300-ton stators. Discussing the traffic man's problems in shipping huge machinery, Mr. Weller said, "We thought we'd reached maximum size limits long ago, but you just can't say 'No' to the boys in engineering. They just go ahead and design, and the problem of shipping is left up to*

*us. We depend upon men like Cy to help us solve our problems."*

*That same spirit of service is important to Jim Irlandi, too. Mr. Irlandi is responsible for the shipment of 50-thousand bushels of corn that are ground each day by the Charles J. Krause Milling Co. He says, "Fifty percent of our eastern business is in New England, and the eastern business takes 75% of our daily output. We can reach a wider territory*



*by routing through the Buffalo Gateway. But," he adds, "this is not captive freight for you. There are 3 or 4 other ways we could ship, but we like our business relations with Cy Ewing and the Erie-Lackawanna." Transportation accounts for 20 to 30% of Krause's costs, and Jim Irlandi says, "I'm able to keep costs down with the help of my E-L friends. You've got the best tracing set-up of them all."*

# THE MEN WHO BRING US PAYDAYS ... PART II

moving the goods and help the salesman to keep his promises about the dependability of E-L service.

Alva Pingel, freight sales representative in the Milwaukee office, tells a good story which illustrates the need for efficient, cooperative service in all departments.

Alva called one day at the offices

of an important cheese manufacturer in Wisconsin and was doing pretty well with the president of the company until that man's wife came into the office. When Alva was introduced to her, she said, "Oh, you're from a railroad; we don't want to talk to you!"

It seems that the lady had recently completed a trip on a passenger train (not E-L) and had been treated rudely and discourteously by railroad personnel. Result: One good shipper lost to our industry.

Each off-line agency has a certain territory to cover. (The Milwaukee office is responsible for about four-fifths of the State of Wisconsin and the Upper Peninsula of Michigan.) The men travel their territories by automobile and train, and their activities, considered collectively, are responsible for a considerable portion of all freight tonnage shipped on our railroad.

What does it take to be an off-line man? Let Cy Ewing tell you in his own words:

"Like any salesman, the off-line man must know his product, and his product is his railroad, the people behind it, and the services they provide. He must be familiar with the connecting lines in his territory, and he should always be on the alert to learn of the possi-

bilities of locating new industry along our line, with an eye to increasing revenues."

The off-line man must know something about freight rates, too. But, because this is such a complex subject, the salesman relies heavily upon our freight rate department. In this respect, Cy points out another area of vital concern to the off-line agency: Communication.

"It is important to the sales effort that prompt reply be received from all departments, because in most cases a customer is waiting for his answer, and the time it takes to, get it to him can mean the difference between a pleased customer or one lost."

Summing up, Cy says:

"What the off-line sales representative has to sell is the sum of the efforts of all departments and the efforts of each individual employee in those departments.

"Our success depends almost entirely upon the efforts of others, from the track-walker, the car-knocker, and the mechanic to top management. We depend upon the track-walker for safe track, and upon the car-knocker for safe equipment. We rely upon the mechanic for top-notch performance of our locomotives, and upon the yard forces and train crews for (please turn to page. 12)

Cy called on D. G. (Don) Ploetz in time to discuss some late-morning business, and then to share a parting joke with him after lunch. This kind of friendship between a salesman and his customer is certainly a part of the salesman's job, but more often than not, the friendships grow beyond their business relationship and may last throughout a lifetime. Don Ploetz is Traffic Manager for the Harnischfeger Corp.



They make most of the heavy-lift cranes in use throughout the world today (we use their cranes in our Meadville shops). And service is the thing that Don Ploetz will talk about. "Our biggest problem is terminal delay. We hate to know," he says, "that one of our cars will get stuck in a terminal over a weekend. I hate to criticize, because I know you fellows are ham-strung. Even so, almost everything we move goes by rail. We need railroads, and we need your good clearances."



We were surprised to learn that in Milwaukee, the beer capital of America, brewing is not the largest industry. Be that as it may, we think the folks who make Miller High Life are pretty important people. They operate their own fleet of boxcars, and the bright High Life herald is a part of many of our trains moving out of the midwest. Cy called on Ralph Heinan, Traffic Manager for the Miller Brewery, and talked about--you guessed it, rates. Rates and service are the two most talked about subjects in the salesman's day. We can't help him much on the rates, but we surely can do him some good in the service department! Right?

# STAFF MEETING STRESSES NEED FOR BETTER SERVICE



as reported by  
C. N. DEMIAN, MGR. PRESS RELATIONS



*"Good customer relations are within our control," keynotes President McInnes. Behind him a large poster reminds staff members what is involved in these good relations. On the poster four arrows are aimed at the heart of our herald: "Better Service," "More Revenue," "Lower Costs," and "Improved Net." If we can put these four arrows to work, we can speed the Erie-Lackawanna on the road to recovery.*

**"P**UT the Accent on Service, because Sales follow Service!" was the dominating theme of a system-wide staff meeting of all departments for a thorough discussion of the Erie-Lackawanna's "TARGET FOR '63."

Keynoting the day-long session, Milton G. McInnes, president, declared that "Good customer relations are within our control. They don't cost us a penny. Let's do something about improving them without delay!" While some facets of the railroad business require lengthy regulatory changes and negotiations to bring about more equal competitive conditions, "the matter of good customer relations is outside these categories and can be put into effect immediately," he emphasized.

Then posing the question, "How can we increase our revenues?" Mr. McInnes declared that "The answer is right here in this room! By good customer service--by putting the accent on service, we will increase our revenues because sales follow good service."

The president reported that revenues for 1962 would reach about \$211 million, approximately the same as the previous year. However, there has been some progress in reducing the deficit from \$26.5 million in 1961 to \$16.6 million in 1962. He said this was accomplished mainly by reducing expenses and by getting the benefit of savings from the merger.

Forecasting a 3% decrease in revenues this year, he stressed the need for continued economies in all departments to improve the financial position despite these lower an-

ticipated revenues. "We are going to operate on a tight budget, because we're going to meet a lot of financial problems," Mr. McInnes said. "But we can meet them successfully with the help of everyone; that's why we're here."

His opening remarks were visually highlighted by a huge poster labeled "Target for '63," showing the E-L diamond as the bullseye. Aimed at the emblem were four arrows carrying the messages "Better Service," "More Revenue," "Lower Costs," and "Improved Net."

Representing the board of directors at the meeting was Paul W. Johnston, executive committee chairman and retired president of the former Erie Railroad. He urged that the information presented at the session be passed down into the second, third, and fourth echelons in all departments so that employees out on the railroad will have the benefit of these discussions.

Moving to put the service credo into action, H. C. Schmidt, vice president for sales, said, "Our company produces only one product--Service. Our sales department sells that service. It's got to be good, otherwise we can't sell it." He pleaded for cooperation of everyone to provide the kind of service that will carry out the policies and profit goals of Erie-Lackawanna, then added that the traffic department "faces problems defensively each day to hold traffic, and offensively to secure new business."

"We are constantly reducing our price for the service we perform," Mr. Schmidt went on. "It is important for us to provide the service and equipment that will enable our

customers to benefit by the incentive rates we offer. Customers are demanding precise service," he pointed out, adding that dependability and on-time performance are imperative for good customer relations. He explained that railroad dealings are mainly with the shippers, but receivers are also directing the routing of freight.

Automobile dealers, to whom Erie-Lackawanna moves hundreds of carloads of vehicles in piggyback service each month, "must have ears on time to sell them. And," he cautioned in emphasizing the urgency for continually providing good service to retain this important traffic, "there are forces who would like to take this business away from us."

Mr. Schmidt pointed out that as a result of the activities of our industrial development department, the Erie-Lackawanna has been attracting diversified industries (with a strong leaning toward food-processing and consumer-goods industries), latest of which is a new, large A&P warehouse to be located at Horseheads, N. Y.

Touching further on industrial development gains, he reported that 94 industries had located plants, and 45 others had expanded their facilities in the Erie-Lackawanna area during 1962. These additional customers, plus the expansions, should be reflected in freight revenues totaling more than \$4 million when the plants are in full operation.

In discussing passenger train service, Mr. Schmidt declared that "we must remember that we are dealing with people." (Next page, please)

*Erie-Lackawanna Magazine*



# STAFF MEETING

studies and suggestions for the improvement of passenger train service, or other revisions, and will prepare them for consideration by management to improve the profit picture.

Mr. Allison said, "We will continue to study every aspect of our passenger service. Certainly, it will be our purpose to set up through-line passenger train schedules that will be maintained, to keep our equipment in safe running repair, to maintain a high standard of cleanliness, and to insist upon friendly, courteous treatment of patrons by our employees."

Voicing an encouraging note that public opinion is on the side of the railroads, George C. Frank, assistant to the president-public relations, reported that federal legislation sought by the industry has a brighter future in Washington than ever before. He pointed out that there is now a better public understanding of the need for regulatory relief and acknowledgement by President Kennedy of federal responsibility for the "transportation mess."

He said there were indications that the Administration will push transportation bills in the present 88th Congress, but warned that there is much competition from opponents, and "if we fail now, we may not get another opportunity again."

Mr. Frank emphasized that the favorable public opinion and the legislative outlook could be jeopardized by any failure to maintain the best possible railroad service. "You can't antagonize the public with poor service and expect their support," he said. "Every department must try 'to satisfy the customer.'"

He stressed the responsibility of supervision to provide the leadership by demonstrating a desire to improve service to the public. Supervisors must set the spirit and tone in their respective departments and employees will follow.

"With all the talent we have available on the railroad," Mr. Frank declared, "we can do better. Working as a team, we can succeed."

Others participating in the system-wide discussion of the company's future progress included M. C. Smith, Jr., vice president and general counsel; Fred Diegtel, as-

(Please turn to page 12)

roofs, were performed on 69 covered hoppers, while 233 more covered hoppers were cleaned and given necessary minor repairs. In addition, 230 ordinary gondolas were repaired, and 450 coil-steel cars were cleaned and repaired as necessary.

Fifty piggyback cars will be lengthened from 75 to 85 feet in order to carry two 40-foot highway trailers. Last year, 16 piggyback flat cars were repaired. A total of nine cabooses were given Class-1 repairs, seven of them equipped with modern sanitary facilities, and five of them equipped with radio-telephone sets.

Mr. White said that of 692 units of diesel power, only 32 units are stored, and locomotive maintenance is both progressive and preventive. Inspections at stated intervals and replacement of worn parts are made to prevent any delays along the road which might interfere with service.

In addition, 21 units of various types of passenger cars received Class 2 repairs.

To provide a more flexible and efficient piggyback service, capable of furnishing still better service at lower cost, Assistant Vice President J. P. Allison said that the Motor Transport Service is now a separate organization within the Operating Department. With piggyback service bringing in approximately \$15 million in revenue in 1962, the new organization will be responsible for all phases of piggyback operations and future development, with the exception of rail movement, rates, and sales. (See story on page 13.)

The new piggyback group will relieve division superintendents of this responsibility, except for road and yard movements, and will allow them increased time to study other important operations leading to further improvements in over-all E-L service, Mr. Allison said.

In order to effect a reduction in the passenger train deficit, Mr. Allison explained the purpose of a newly-formed passenger train study committee. This group will make

(Story begins on page 6)  
ing with the most critical types of people, who expect good value for the fares they pay," and he urged the utmost efforts to satisfy them.

Adhering to the good customer relations theme, G. C. White, vice president for operations, stressed teamwork and added, "everyone will benefit from enabling us to provide better service."

Summarizing improvements in 1962, which will make us a still better railroad, Mr. White discussed the potential advantages expected to follow completion of the huge electronic classification yard at Buffalo, now under construction as a joint project with the Nickel Plate Road. He said the abnormal conditions under which operations had to be performed while the yard was being built would be eliminated through more efficient classification and expedited movement of trains when the yard opens. The Buffalo yard is almost completed, and is expected to go into full operation by both roads by May 1.

Commenting on the condition of equipment and property, Mr. White said that "no unsafe conditions are permitted to exist, and we plan to continue our program of renewal and repair to help maintain a better service record." (Since the meeting the railroad announced the purchase of 15 new diesel locomotives, costing about \$3 million, for main-line freight service.)

Improvements to rolling stock included programming 700 boxcars of the 52,000 series, with approximately 400 remaining to be upgraded. Group one repairs and upgrading have been made on 103 miscellaneous-service boxcars, with similar improvements on 335 Buffalo Creek cars.

Special devices for automobile hauling have been installed in 29 cars, with 18 more scheduled. These installations are tailored to the customers' requirements, Mr. White pointed out.

Major repairs, including 66 new

## TARGET '63

# SERVICE!





**YOU CAN DEPEND  
ON THE  
RAILROAD,  
BECAUSE YOU  
CAN DEPEND ON  
THE MEN WHO  
MAKE THE  
RAILROAD.**

**here's proof:**

**E**RIE LACKAWANNA TRAIN NUMBER 1302 operates over our Newark Branch five days a week. It carries commuters from South Paterson to Hoboken.

On the morning of January 8, conductor Frank Belling had his passengers safely aboard, and as he signaled 1302 on her way at 7:47 A.M., neither he nor his engineer, Charles W. Carman, expected that the run would be any different from any other day.



Frank Belling

Within minutes all that had changed; conductor Belling, engineer Carman, and 140 passengers knew that this would be a day they would not soon forget.

Train 1302 is due in at Newark at 8:12 A.M. About a mile north of that city our track curves and runs alongside the five-story paint plant of the Pittsburgh Plate Glass Co., and as engineer Carman brought his train around the bend he was frozen by the sight of a tank-trailer truck straddling his track.

Few of us can realize the moment of sheer terror that must grip an engineer at the instant he knows that the tons of hurtling steel behind him are about to push him and his train into the blinding fury and holocaust of a grade-crossing crash.

We cannot even begin to imagine the kaleidoscope of thoughts that must race through his mind: First, probably, thoughts of the passenger-lives entrusted to him; and, quite likely last, thoughts of his own safety. Thoughts, too, for whoever might be involved in whatever it is ahead that is about to cause this terrible thing.

By the same token, we can never fully appreciate the consummate skill and courage and quickness of reflexes that our locomotive engineers display at moments like these.

In far less time that it takes to tell about it, 1302 had slammed into the truck rig and had sheared the tank-trailer from the tractor. The tank, loaded with a synthetic linseed oil, exploded into raging flame, whipped against the side of our engine, and then hurtled against the wall of the paint factory.

"I started to put on the brakes," Carman said, "but the minute I saw we were going to hit anyway, all I could think of was a lot of people burning up in there. *We just had to get by that fire!*"

Instead of "dumping his air," Carman hit the throttle and took his train through the inferno. He brought it to a stop some 500 yards beyond the wreckage, the sides of the cars charred and blackened by the flames.

At the moment of impact, passengers could see the fire rising higher than the ears.

"They panicked at first," conductor Belling said, "but I closed the doors to keep the flames from getting in, and most of them calmed down after that."

Miraculously, the only injuries occurred to two male passengers, who attempted to jump from the train.

In the calming-down period after a near-tragedy like this, the first question is always "What happened?"

Did the truck stall? Had it been in a previous accident to cause it to be on the track? Was there anyone in it at the time of the crash?

No. Thankfully, there was no one in the truck. And no, it had not stalled or suffered any kind of mechanical trouble.

The incredible, shocking truth is that the truck had been *parked* on the track! That's right, deliberately parked there by the driver, who had found his way blocked by another truck and had gone into the plant to ask that it be moved!

That idiotic and complete disregard for the safety of lives and property in no way diminishes the tribute we offer to conductor Frank Belling for his fine presence of mind and attention to duty, and to engineer Charles W. Carman for his skill and heroic action.

These men have added luster to the grand tradition of railroading. We are proud that they are Erie-Lackawanna men.





# Erie-Lackawanna Railroad

"THE FRIENDLY SERVICE ROUTE"

General Offices—Midland Building, Cleveland 15, Ohio.  
140 Cedar Street, New York 6, N.Y.  
327 South La Salle Building, Chicago 4, Ill.

Cherry 1-8400.  
Barclay 7-2500.  
Harrison 7-4160.

## M. G. McINNES, President and Chief Executive Officer, Cleveland.

|   |               |  |               |
|---|---------------|--|---------------|
| G. C. WHITE, Vice-President—Operations, | Cleveland, O. | G. C. FRANK, Asst. to President, Public Relations, | Cleveland, O. |
| H. C. SCHMIDT, Vice-President—Sales,    | "             | E. E. SEISE, Assistant to President—               | "             |
| M. C. SMITH, Jr., Vice-President and    | "             | Personnel Training,                                | "             |
| General Counsel,                        | "             | Dr. W. E. MISHLER, Chief Surgeon,                  | "             |
| R. S. ROOT, Comptroller,                | "             | C. F. BAYNE, Director of Purchases and Stores,     | "             |
| R. H. HANN, Secretary,                  | "             | M. F. COFFMAN, Director of Research,               | "             |
| R. C. CLARK, Treasurer,                 | "             |  |               |

## TRAFFIC AND DEVELOPMENT

H. C. SCHMIDT, Vice-President, Cleveland.

C. F. BELL, General Freight Agent, Cleveland.

G. F. MILLS, Assistant to Vice-President, Cleveland.

|  |           |   |            |
|--|-----------|---|------------|
| W. W. THOMS, Assistant Vice-President, | New York. | C. R. MARTIN, Assistant Vice-President, | Chicago.   |
| H. C. WELL, Assistant Vice-President,  | "         | D. M. LYNN, Assistant Vice-President,   | Cleveland. |

## PASSENGER—Sales and Service

A. G. OLDENQUIST, General Passenger Traffic Manager, Cleveland.

R. H. TAYLOR, Passenger Traffic Manager, Hoboken.

|   |            |   |          |
|---|------------|---|----------|
| F. J. WILD, General Passenger Agent,              | Cleveland. | M. P. NELSON, Assistant to President,     | Hoboken. |
| N. A. MITTS, General Passenger Agent,             | Hoboken.   | A. W. WEINKE, Manager—Mail, Traffic,      | "        |
| J. VANDER VELDE, Asst. to Gen. Pas. Traffic Mgr., | Cleveland. | P. C. HARRINGTON, Manager—Express Baggage | "        |
|   |            | and Milk Traffic,                         | "        |

## FREIGHT—Rates and Divisions

H. C. WELL, Assistant Vice-President, New York. { Mail Address:

W. J. STUMPF, Freight Traffic Manager, New York. { Pier 7, N. R., New York 6, N. Y.

L. M. SCHUKEL, Freight Traffic Manager, Chicago.

|  |           |  |           |
|--|-----------|--|-----------|
| M. A. EHLERS, Assistant Freight Traffic Manager, | New York. | Assistant Freight Traffic Manager,             | New York. |
| F. K. NOONBURG, General Freight Agent,           | "         | E. J. McGARRY, General Freight Agent,          | "         |
| M. A. KABLEY, Assistant General Freight Agent,   | "         | E. B. BURTON, Assistant General Freight Agent, | "         |
| E. E. HILPP, Assistant General Freight Agent,    | "         | A. E. HARTMAN, Chief of Tariff Bureau,         | "         |
| F. J. NELSON, Chief of Tariff Bureau,            | "         | F. M. BELL, Chief of Divisions Bureau,         | "         |
| K. E. PRITCHARD, Chief of Divisions Bureau,      | "         |  |           |

## FREIGHT—Sales and Service

|  |           |   |                     |
|--|-----------|---|---------------------|
| W. W. THOMS, Assistant Vice-President, | New York. | C. R. MARTIN, Assistant Vice-President,           | Chicago.            |
| H. F. DOYLE, Freight Traffic Manager,  | "         | C. G. ANDREWS, Freight Traffic Manager,           | "                   |
| R. W. KEILEY, Freight Traffic Manager, | "         | R. K. LOVITT, Freight Traffic Manager,            | "                   |
| P. J. NAPOLI, Freight Traffic Manager, | "         | J. A. RUSSELL, Freight Traffic Manager,           | Los Angeles, Calif. |
|  |           | H. E. SIMPSON, Assistant Freight Traffic Manager, | Chicago.            |
|  |           | R. T. BUTLER, Freight Traffic Manager,            | Cleveland.          |
|  |           | F. K. CORLETT, Assistant Freight Traffic Manager, | "                   |

## Foreign Freight Traffic

|  |   |   |           |
|--|---|---|-----------|
| W. C. OTTIE, Gen. Foreign Freight Traffic Manager, New York. |   | Piggy Back—Forwarder—L.C.L. Traffic             |           |
| E. C. ENNIS, Foreign Freight Traffic Manager,                | " | P. W. JOHNSTON, Jr., Freight Traffic Manager,   | New York. |
|  |   | R. C. ADLER, Assistant Freight Traffic Manager, | "         |

## COAL AND COKE

R. T. PHILLIPS, General Coal Traffic Manager, Cleveland.

L. F. HINEOK, Eastern Coal Traffic Manager, New York.

|   |            |                                   |           |
|---|------------|-----------------------------------|-----------|
| A. E. BARKALOW, General Coal Freight Agent,               | New York.  | J. E. HAYDEN, Coal Freight Agent, | New York. |
| H. F. LEONARD, Assistant to General Coal Traffic Manager, | Cleveland. |                                   |           |

## INDUSTRIAL DEVELOPMENT

D. M. LYNN, Assistant Vice-President, Cleveland.

A. C. HOPKINS, Manager, Industrial Development, Hoboken.

|                                       |          |   |            |
|---------------------------------------|----------|---|------------|
| L. J. SLACK, Industrial Commissioner, | Hoboken. | G. W. MOORHOUSE, Industrial Commissioner, | Cleveland. |
| J. A. CORCORAN, Industrial Agent,     | "        | J. S. PARSONS, Industrial Agent,          | "          |
| D. F. MACKELLY, Industrial Agent,     | Buffalo. |   |            |
| R. W. SCHEUCH, Assistant to Manager,  | Hoboken. |   |            |

## OPERATING—MAINTENANCE—ENGINEERING

G. C. WHITE, Vice-President, Cleveland, O.

J. P. ALLISON, Assistant Vice-President, Staff, Cleveland, O.

J. M. MOONSHOWER, Assistant to Vice-President, Operation, Cleveland, O.

F. DIEGTEL, Assistant Vice-President, Labor Relations, Cleveland, O.

T. J. SANOK, Assistant to Vice-President, Labor Relations, Cleveland, O.

T. E. McGINNIS, Assistant General Manager, Cleveland, O.

C. M. NOYES, Assistant to Vice-President, Cleveland, O.

## OPERATING

|   |   |  |                 |
|---|---|--|-----------------|
| A. E. KRIESIEN, Asst. Vice-President and                |   | J. J. SULLIVAN, Asst. Superintendent Lighterage,               |                 |
| General Manager, Hoboken, N. J.                         |   | Superintendent,  | New York, N. Y. |
| H. D. BARBER, Assistant to General Manager,             | " | C. E. DEJOIA, Superintendent,                                  | "               |
| J. E. EBERT, Superintendent, New York Division,         | " | Marine Department, Hoboken, N. J.                              |                 |
| F. M. SPORTELLY, Superintendent,                        |   | W. R. DAVIS, Asst. Superintendent, Marine Dept.,               |                 |
| Lighterage & Stations, New York Harbor, New York, N. Y. |   | J. W. CONWAY, Superintendent, Scranton Division, Scranton, Pa. |                 |
| E. D. DOBAN, Assistant Superintendent,                  |   | J. D. McFADDEN, Superintendent, Susquehanna-                   |                 |
| Lighterage & Stations, New York Harbor,                 | " | Delaware Divisions, Hornell, N. Y.                             |                 |
|   |   | R. W. JONES, Superintendent, Buffalo Division,                 | Buffalo, N. Y.  |
|   |   | Terminal Superintendent,                                       | "               |

Operating Department—Continued on following page.

# Erie-Lackawanna Railroad

"THE FRIENDLY SERVICE ROUTE"



## OPERATING-MAINTENANCE-ENGINEERING-Continued

### OPERATING-Continued

W. F. WILSON, Superintendent,  
Allegany-Meadville Division, Salamanca, N. Y.  
R. J. ROBINSON, Superintendent,  
Mahoning Division, Youngstown, O.  
L. J. CARTER, Asst. Supt., Mahoning Division,  
W. J. RETZ, Superintendent, Kent Division,  
F. E. NAVIN, Superintendent, Marion Division, Huntington, Ind.  
H. A. DEAN, Assistant Supt., Marion Division,  
W. G. DORSEY, Manager of Transportation,  
E. J. WHELAN, Asst. Manager of Transportation,  
D. U. MITCHELL, Superintendent Station Service,  
and Freight Claim Prevention,  
J. R. MEREDITH, Superintendent, Dining Car  
Department, Hoboken, N. J.  
R. B. GANNON, Asst. Supt., Dining Car Department,  
H. H. CLARK, Superintendent, Cleveland, O.  
C. E. FRENZEL, Assistant Superintendent,  
A. A. CARBONE, Assistant Superintendent,  
SAFETY  
H. E. SHAUGHNESSY, Superintendent of Safety,  
WAGE BUREAU  
D. D. FURDY, Supervisor Wage Bureau,

### ENGINEERING-MAINTENANCE OF WAY

J. S. PARSONS, Chief Engineer, Cleveland, O.  
R. F. BUSH, Assistant Chief Engineer-Staff,  
L. H. JENTOFF, Asst. Chief Engineer, Maint. of Way,  
S. B. GILL, Assistant Chief Engineer, Engineering,  
W. A. SWARTZ, Engineer Maintenance of Way, Youngstown, O.  
F. YOUNGWERTH, Gen. Supt. Communications & Signal,  
O. G. CAREY, Chief Signal Engineer, Cleveland, O.  
J. D. DOUBRO, Chief Communications Engineer,

### MECHANICAL

W. G. CARLSON, Chief Mechanical Officer, Cleveland, O.  
L. G. ROBINSON, Assistant Mechanical Officer,  
L. E. SCHUETTE, Superintendent Car Department,  
D. H. DECKER, Assistant Superintendent Car Dept.,  
A. HUGHES, Asst. Supt. Car Dept. W. District, Meadville, Pa.  
R. D. HALL, Mechanical Engineer, Cleveland, O.  
G. E. MCKINNEY, Chief Electrical Engineer,

### PROPERTY PROTECTION AND FIRE PREVENTION

A. J. PIERCE, General Superintendent, Property Protection  
and Fire Prevention, Youngstown, O.

## LAW-LAND AND TAX-PERSONAL INJURY CLAIM LAW

M. C. SMITH, Jr., Vice-President and General Counsel, Cleveland, O.

R. L. DAVIS, Jr., Assistant Vice-President and General Counsel, New York, N. Y.

P. E. DONOVAN, General Solicitor, Cleveland, O.

J. P. CANNY, Assistant General Counsel,  
F. G. HOFFMANN, Assistant General Counsel,  
J. T. CLARK, General Attorney,  
R. E. COSTELLO, General Attorney,

H. J. GELMARTIN, Assistant General Counsel, New York, N. Y.  
R. B. WACHENFELD, General Attorney,  
E. A. OLSON, Assistant General Attorney,  
F. V. KEAR, Jr., Attorney,  
E. K. O'SHEA, Attorney,  
O. J. KADITUS, Attorney,  
W. J. POLLAS, Attorney,

### LAND AND TAX

D. A. LEROCH, General Land and Tax Attorney, Cleveland, O.

F. D. HALTER, Asst. General Land and  
Tax Attorney, Cleveland, O.  
F. F. BURNLEE, Asst. General Land and Tax Attorney,

F. M. BUECHNER, Land and Tax Agent, Cleveland, O.  
R. E. HARRISON, Land and Tax Agent, Hoboken, N. J.

### PERSONAL INJURY CLAIM

J. F. MURRAY, Chief Claim Agent, Cleveland, O.

C. ORMISTON, Assistant Chief Claim Agent, Cleveland, O. | A. J. BERNHARDT, Assistant Chief Claim Agent, Cleveland, O.

### PURCHASING AND STORES

C. F. BAYER, Director of Purchases and Stores, Cleveland, O.

G. M. O'BRIEN, Assistant to Director of Purchases and Stores, Cleveland, O.

JOHN TAPPING, Assistant Purchasing Agent, Cleveland, O.  
E. A. MURPHY, Assistant Purchasing Agent,  
J. P. ECHLE, Assistant Purchasing Agent,  
H. J. GREVES, Assistant Purchasing Agent,

F. P. WILLIAMS, Value Analyst, Hornell, N. Y.  
D. E. MULDOON, Manager of Stores, Scranton, Pa.  
G. J. HOUSE, General Storekeeper, Hornell, N. Y.

### ACCOUNTING-VALUATION-FREIGHT CLAIM

E. S. BOOT, Comptroller, Cleveland, O.

J. I. MICHEL, Assistant Comptroller, Cleveland, O.  
E. M. ADAMS, Assistant Comptroller,  
J. O. CASTLE, Asst. Comptroller-Disbursements, Scranton, Pa.  
W. J. MANNING, Assistant Comptroller-Revenues, Cleveland, O.  
G. F. DUNATHAN, Auditor of Mechanized Accounting,

H. G. STROM, Car Accountant, Cleveland, O.  
F. A. ROBERTS, Valuation Engineer,  
L. D. THOMAS, Freight Claim Agent,  
G. C. BOWMAN, District Freight Claim Agent,  
J. D. CHWAN, District Freight Claim Agt., Pier 19, New York, N. Y.  
A. H. HAASE, District Freight Claim Agent, Chicago, Ill.

### TREASURY DEPARTMENT

R. C. CLARK, Treasurer, Cleveland, O.

G. B. OLIVIER, Assistant Treasurer, Cleveland, O.

O. J. LOWERY, Assistant to Treasurer, Cleveland, O.

### CORPORATE SECRETARY AND INSURANCE

R. H. HANN, Secretary, Cleveland, O.

R. D. LAUKLAND, Assistant Secretary, Cleveland, O.

### MEDICAL DEPARTMENT

Dr. W. E. MISHLE, Chief Surgeon, Cleveland, O.

Dr. J. O. MacLEAN, Assistant Chief Surgeon, Scranton, Pa.

Dr. E. W. EDMONDS, Assistant to Chief Surgeon, Cleveland, O.

Dr. R. J. McNAMEE, Company Surgeon, Cleveland, O.

### PUBLIC RELATIONS-ADVERTISING

G. C. FRANK, Assistant to President, Cleveland, O.  
C. N. DEMIAN, Manager Press Relations,

BRUCE A. WILSON, Associate Editor, Cleveland, O.  
G. W. EASTLAND, Public Relations Rep., Hoboken, N. J.

### RESEARCH

M. F. COFFMAN, Director of Research, Cleveland, O.

### EMPLOYMENT

A. J. SCHILLING, Supt. of Employment, Hoboken, N. J.



# Erie-Lackawanna Railroad

"THE FRIENDLY SERVICE ROUTE"

## FREIGHT TRAFFIC REPRESENTATIVES

- Akron 8, O.**—80 East Exchange Street—  
Telephone Hemlock 4-8094—  
L. M. BLUM, Division Sales Manager.
- Albany 7, N.Y.**—Room 2, D. & H. Building—  
Telephone Hemlock 4-269—  
N. M. SCHMITZ, District Sales Manager.
- Atlanta 3, Ga.**—911-912 Healey Building—  
Telephone Jackson 2-2135—  
J. P. DREW, District Sales Manager.
- Baltimore 2, Md.**—Washington, D.C.—  
1218-19 Munsey Bldg—  
Telephone PLaza 2-8691—  
{Washington—NATional 8-6075—  
G. A. KIRK, District Sales Manager.
- Birmingham 3, Ala.**—727-28 Brown Marx Building, 2000 1st Avenue, North—  
Telephone ALpine 1-1327—  
W. L. THORNTON, District Sales Manager.
- Boston 14, Mass.**—North Station, Industrial Building, 150 Causeway Street—  
Telephone CAPitol 7-2570—  
H. F. HICK, New England Sales Manager.  
H. C. BUFFUM, District Sales Manager.
- Buffalo 6, N.Y.**—1221 Clinton Street—  
Telephone TA 3-1900—  
W. P. CAMPION, Division Sales Manager.  
L. L. HARRIS, Asst. Division Sales Manager.  
J. A. MUCHA, Coal Traffic Sales Agent.
- Chicago 4, Ill.**—327 South La Salle Street—  
Telephone HARRison 7-4160—  
F. J. NOLAN, Asst. District Sales Manager.  
Piggy Back-Forwarder-L. C. L. Traffic.
- Cincinnati 4, O.**—327 Enquirer Building—  
Telephone MAin 1-3490—  
J. L. TJADEN, District Sales Manager.  
C. C. RAU, Asst. District Sales Manager.
- Cleveland 15, O.**—Midland Building—  
Telephone CHerry 1-8400—  
H. F. KRELM, Division Sales Manager.  
J. A. MCCALL, Division Sales Representative.
- Columbus 15, O.**—2015-26, Atlas Building, 8 E. Long St.—  
Telephone CAPital 4-7337—  
C. A. PARKER, District Sales Manager.
- Dallas 1, Tex.**—1500 Main Street—  
Telephone RIVERSide 2-7352—  
D. J. CRIPPS, District Sales Manager.
- Dayton—Springfield—**  
304 Webster Street, Dayton 2, Ohio—  
Telephone 223-8281—  
CARL P. UNDERWOOD, Div. Sales Manager.
- Denver 9, Colo.**—601 Guaranty Bank Bldg—  
Telephone ACona 2-1214—  
J. H. CLIFF, District Sales Manager.
- Des Moines 9, Ia.**—Hubbell Building, 904 Walnut Street—  
Telephone CHerry 4-0018—  
J. L. FISHER, District Sales Manager.
- Detroit 16, Mich.**—5-295 General Motors Bldg., 1424 W. Grand Boulevard—  
Telephone TRinity 7-2360—  
H. W. GRAY, District Sales Manager.  
T. E. DUDDY, Asst. District Sales Manager.
- Edmonton, Alberta, Canada**—  
1525-127th Street—  
Telephone GLendale 5-9823—  
R. L. O'HARA, Sales Representative.
- Elmira, N.Y.**—Erie-Lackawanna Station, 500 Railroad Avenue—  
Tel. REgent 2-0377—  
GEORGE PETERSEN, Division Sales Manager.
- Houston, Tex.**—420 Bankers Mortgage Bldg—  
708 Main Street—  
Tel. CAPitol 7-3764—  
JOHN A. HOSTY, District Sales Manager.
- Huntington, Ind.**—Erie-Lackawanna Sta., 903 E. Market Street—  
Telephone 743—  
HAROLD L. JOHNSON, Division Sales Manager.
- Indianapolis 4, Ind.**—623 Merchants Bank Building, 12 South Meridian Street—  
Telephone MElrose 7-0355—  
R. D. McMULLIN, District Sales Manager.
- Jamestown 3, N.Y.**—Erie-Lackawanna Sta.—  
Telephone 72-422—  
C. W. STROH, Division Sales Manager.
- Kansas City 5, Mo.**—817 Dwight Building, 1004 Baltimore Avenue—  
Telephone VICTor 2-6228—  
H. A. BOCKMAN, District Sales Manager.
- Los Angeles 14, Cal.**—Room 428-510 West Sixth St.—  
Telephone Madison 2-4129—  
K. O. HEMMING, District Sales Manager.  
W. C. ADAMS, Asst. District Sales Manager.
- Marion, O.**—Terminal Building—  
Telephone DU 2-026—  
L. E. BERRY, Division Sales Manager.
- Memphis 3, Tenn.**—914-15 Exchange Bldg., 9 North Second Street—  
Telephone JACKson 6-8982—  
W. R. JACOBS, District Sales Manager.
- Milwaukee 3, Wis.**—801 Majestic Building, 221 West Wisconsin Avenue—  
Telephone BRadway 1-3220—  
C. O. EWING, District Sales Manager.
- Minneapolis 2, Minn.**—655 Rand Tower, 327 Marquette Avenue—  
Telephone FEderal 9-0922—  
A. D. LEONARD, District Sales Manager.
- Nashua 3, N.H.**—Erie-Lackawanna Station—  
Telephone PLaza 9-3621—  
A. McCLAY, Division Sales Manager.
- Newark, N.J.**—Erie-Lackawanna Pas. Sta.—  
Telephone GRant 7-7000—  
P. J. VAN NISS, Division Sales Manager.  
C. F. COTTON, Asst. Division Sales Manager.
- New Haven 10, Conn.**—  
Woolworth Bldg., 109 Church Street—  
Telephone STate 7-3915—  
OWEN P. McKEEVER, District Sales Manager.
- New Orleans 12, La.**—  
810 Pere Marquette Bldg., 150 Baronne St.—  
Telephone JACKson 9-786—  
E. F. McHUGH, District Sales Manager.
- New York 8, N.Y.**—140 Cedar Street—  
Telephone BArlay 7-4200—  
G. R. MARK, Dist. Sales Mgr.—  
Piggy Back-Forwarder-L. C. L. Traffic.
- J. T. O'NEILL, Dist. Sales Manager.**  
A. B. CONNELL, Foreign Freight Sales Mgr.  
W. F. ANKERN, Foreign Freight Sales Mgr.  
H. J. ARMSTRONG, District Sales Rep.
- Omaha 2, Neb.**—1319 Farnam Street—  
Telephone 342-1866—  
J. H. WILLIAMS, District Sales Manager.
- Passaic, N.J.**—Erie-Lackawanna Fht. Sta.—  
Telephone Gregory 2-9720—  
W. E. BENNETT, Division Sales Manager.
- Peoria, Ill.**—821 Jefferson Bldg., 331 Fulton Street—  
Telephone 673-0470—  
F. W. DAVIDSON, District Sales Manager.
- Philadelphia 3, Pa.**—1606 Finance Bldg—  
Telephone LOcus 2-2848—  
H. A. WHITNEY, District Sales Manager.
- Pittsburgh 19, Pa.**—Koppers Building—  
Telephone GRant 1-4831—  
J. L. CHAPMAN, District Sales Manager.  
W. S. BURELL, Asst. Dist. Sales Manager.  
M. S. SWENEN, Coal Traffic Sales Agent.
- Portland 5, Ore.**—405 American Bank Building, 621 S. W. Morrison Street—  
Telephone CAPitol 3-3706—  
W. E. REAGER, District Sales Manager.
- Rochester 4, N.Y.**—220 Reynolds Arcade Building—  
Telephone HAMILton 6-7938—  
L. C. WILLIAMS, Division Sales Manager.
- St. Louis 1, Mo.**—1223-25 Chemical Building, 721 Olive Street—  
Telephone CHEstnut 1-7723—  
J. W. CLOUN, District Sales Manager.  
W. A. BRANNING, Asst. District Sales Mgr.
- San Francisco 5, Cal.**—681 Market Street—  
Telephone BUTter 1-2875—  
A. B. COLLINS, District Sales Manager.
- Scranton 3, Pa.**—Erie-Lackawanna Station—  
Telephone DIamond 2-9251—  
G. J. ERIEN, Division Sales Manager.  
J. A. STRUB, Asst. Division Sales Manager.
- Seattle 1, Wash.**—1218 Fourth Avenue—  
Telephone MAIn 3-4934—  
R. J. DUNDON, District Sales Manager.  
J. D. GIVEN, Asst. District Sales Manager.
- Syracuse 2, N.Y.**—Erie-Lackawanna Fht. Sta.—  
Telephone HARRison 2-9215—  
H. RUSSELL O'HARA, Division Sales Mgr.
- Toledo 4, O.**—2006 Toledo Trust Building—  
Telephone CHerry 8-6468 and 8-6462—  
HAROLD H. BALK, District Sales Manager.
- Toronto, Ont., Canada**—69 Yonge Street—  
Telephone EMpire 3-5412—  
ROBT. WILLIAMSON, Canadian Sales Mgr.  
J. S. BRANNING, Asst. Canadian Sales Mgr.
- Tulsa 27, Okla.**—P. O. Box 1493—  
Telephone LUther 7-7434—  
G. J. BERTRAND, Jr., District Sales Manager.
- Washington 5, D.C.**—(See Baltimore.)—  
Telephone NATional 8-6075.
- Youngstown 3, O.**—Terminal Building—  
Telephone RIVERSide 7-0792—  
C. F. LAUER, Division Sales Manager.  
P. A. TALKINGTON, Division Sales Rep.

## PASSENGER TRAFFIC REPRESENTATIVES

- Akron 8, O.**—Erie-Lackawanna Station—  
Telephone BLackstone 3-8812—  
G. T. LAWRENCE, Division Pas. Sales Rep.
- Binghamton, N.Y.**—Erie-Lackawanna Sta.—  
Telephone RAYmond 4-1311—  
C. A. O'BRIAN, Division Pas. Sales Rep.
- Buffalo 3, N.Y.**—Erie-Lackawanna Station—  
Telephone TA 5-0700—  
F. W. SCHEFFMAN, Division Pas. Sales Mgr.
- Chicago 4, Ill.**—327 So. La Salle Street—  
Telephone HARRison 7-4160—  
R. E. TOWNS, Western Pas. Sales Manager.  
R. A. JOHNSON, District Pas. Sales Rep.
- Cleveland 15, O.**—Midland Building—  
Telephone CHerry 1-8400—  
Passenger Sales Representative.
- Elmira, N.Y.**—Erie-Lackawanna Station—  
Telephone REgent 2-1621—  
G. SAUNDERS, Division Pas. Sales Manager.
- Hoboken, N.J.**—Erie-Lackawanna Station—  
Telephone OLdfield 9-2000—  
D. CAMPBELL, Division Pas. Sales Manager.
- Jamestown, N.Y.**—Erie-Lackawanna Sta.—  
Telephone 61-026—  
O. B. CHAPMAN, Division Pas. Sales Mgr.
- Newark 2, N.J.**—Erie-Lackawanna Station—  
Telephone 622-5986—  
T. V. WALL, Division Pas. Sales Manager.  
K. E. SMITH, Division Pas. Sales Rep.
- New York 30, N.Y.**—11 Rockefeller Plaza—  
Telephone CIRCLE 5-7222—  
G. W. KROM, Eastern Pas. Sales Manager.  
G. C. BERSLEY, District Pas. Sales Rep.
- Scranton 3, Pa.**—Erie-Lackawanna Station—  
Telephone DIamond 2-9251—  
C. A. O'BRIAN, Division Pas. Sales Rep.
- Youngstown 3, O.**—Terminal Building—  
Telephone RIVERSide 7-0792—  
V. F. GREEN, Central Pas. Sales Manager.  
W. L. SCHORN, Division Pas. Sales Manager.

# Service '63

JANUARY

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**SERVICE**

**IS THE ONLY**

**PRODUCT**

MAY

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**WE HAVE TO**

**SELL. IN '63 LET'S PUT**

JULY

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**THE ACCENT ON**

**SERVICE!**

**SALES FOLLOW SERVICE.**

SEPTEMBER

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OCTOBER

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NOVEMBER

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DECEMBER

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**Erie-Lackawanna**

*Railroad Company*

*The Friendly Service Route*

ERIE-LACKAWANNA FAMILIES  
LIVE THE GOOD LIFE,  
THANKS TO



Say hello to the Robisons of Huntington, Ind. There's mother, Betty; then Tasha, 14; Trudy Jo, 4; Steven, 12; TerriL, 17, and dad, George H. They're living the good life, and so are you. Here's why:

# THE SALARY WITH THE FRINGE ON TOP

**S**ALARY. There's a word with almost as many meanings as there are names on the payroll.

To some people, who measure their salaries by the amount of cash they can lay their hands on each payday, the word means nothing more than so many dollars and so many cents. Others, who can see beyond the paycheck, think in terms of their total employment as railroad workers, and of the good life and security they can provide their families as the result of working for a good company.

The dictionary says that a salary is "wages paid by an employer for services rendered by an employee." And the ancient Romans, who gave us the word, called it a *salarium*, a salt ration which was given to soldiers. We still say that a man who is a good worker is "worth his salt."

Erie-Lackawanna has more than its share of men and women who are worth their salt, and the salt they get today, more often than not, is greater than they realize.

An E-L employee today gets a great deal more than cold cash for the work he does, and the advantages and rewards of being a railroader go far beyond the dictionary definition of wages paid for services rendered, simply because there are so many "extras" that go along with your paycheck---extras that make employees of other industries envious.

Consider, for example, the benefits of free transportation--the pass privileges enjoyed by Erie-Lackawanna families. There is no way to measure the value of this benefit, but it would be difficult to find an employee who has not taken advantage of it, and taking advantage

of it can mean savings of several hundred dollars a year for railroad families.

Perhaps you used free transportation last summer when your family had the pleasure of another plus-feature of railroad employment--your annual paid vacation. We have become so accustomed to "vacation with pay" that we don't often think of it as a fringe benefit, but with the coming of summer it is probably the most eagerly anticipated of all our fringes.

When it comes to the health and welfare aspects of our fringe benefits, no other group of employees anywhere fares quite as well as most American railroaders. Railroad employees and their families are protected against the loss of income due to sickness, unemployment, disability, old age, and death.

Of course, the costs of retirement and death benefits are financed by taxes imposed in equal amounts on both the employees and the company, but the payments you may receive for sickness or unemployment come from funds which are provided by the railroad company alone.

In times of emergency, the railroader and his family are comforted by knowing that there will be an income to see them through.

Sometimes the emergency is a happy one. For example, the birth of a baby. Usually it is the new daddy who goes all to pieces at the crucial moment of getting mother to the hospital on time, and it is just possible that part of his temporary idiocy is caused by the question: "How am I going to pay for this?" Here, again, railroaders are generally much better off than most other workers.

Married women employees enjoy extremely liberal maternity benefits under the Railroad Retirement Act, and the entire cost is borne by the company. Wives of non-operating men, by the same token, are grateful for the maternity benefits of the company-paid insurance policy.

Okay. So you've got a dandy fringe on your paycheck, but just how much is it worth to you? If you went out to buy a year's supply of it your share would cost you a little more than \$1,137. That is the amount the company paid for each regular employee in 1961. It was a kind of income for you, and you didn't even have to include it in your income tax return.

In 1961 the fringe on Erie-Lackawanna paychecks added more than \$21 million in payroll costs to the company. That's \$5 million more than the railroad earned in revenue for carrying all of its 16,207,493 passengers in that year!

No matter how you look at it, it is a pretty expensive fringe, and the payments add up to a whopping big bill in any man's language.

In Huntington, Indiana, we found four families who are typical of all Erie-Lackawanna folks from New York to Chicago. In talking with them, we found out just how advantageous the fringe benefits have been in their lives.

On pages 8 and 9 you'll meet the families of Bob Casper, chief night dispatcher; Gene Young, a locomotive engineer; George Robison, assistant chief clerk to the division engineer, and Gene Myers, a carman.

We'll bet you could put your family in any one of the pictures and have the story ring just as true.

(Please turn to pages 10-11)

## Meet the Bob Caspers

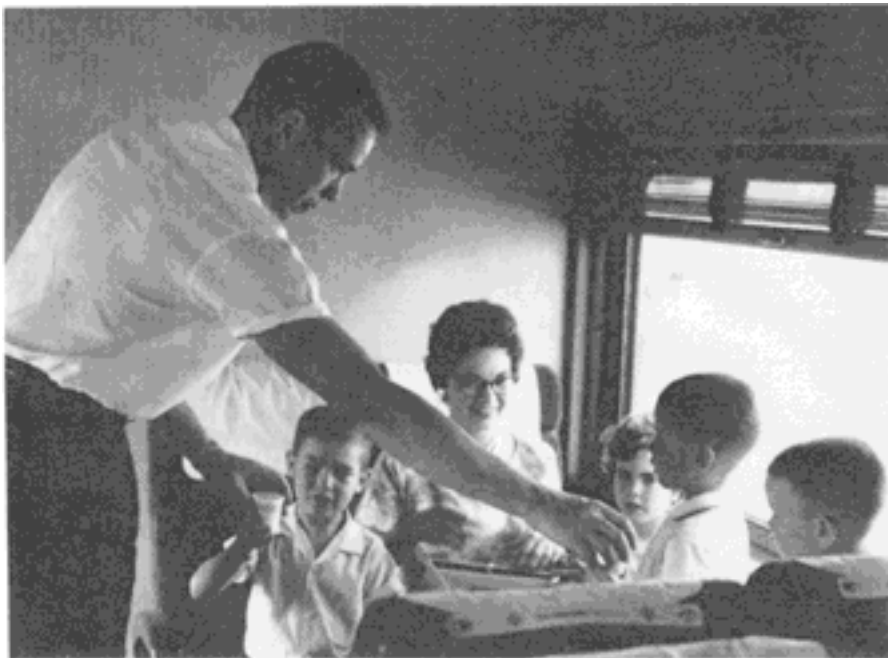
(Story begins on page 9)



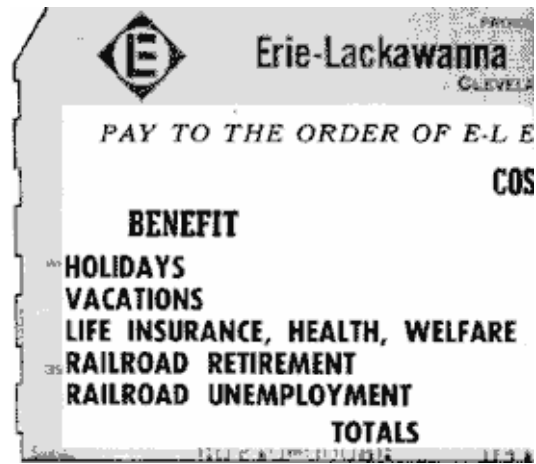
Betty Casper can speak with the authority of a young mother with four growing children when she says, "Bob and I both agree we'd much rather have company-paid insurance than a raise in pay." Daughter Gail was born before insurance benefits went into effect, but all of the costs of Bobby's birth were taken care of under the terms of the company-paid insurance program. "We never seem to realize our benefits until we really need them," Betty said, "but I've been aware of them, because I've used them, and because I read the pamphlets and books Bob brings home from time to time."



Grateful for her good life, Betty will tell you, "We've been awfully lucky. All of the children have had cuts and bruises, but so far no broken bones." Steve (another of the Caspers "fringe benefit" babies) had a serious head injury when he rode his tricycle off the high front porch, but all of the medical expenses were taken care of, thanks to company-paid insurance.



There is no way we can measure the value to employees, or the cost to the company, of pass privileges-free transportation. The Caspers' four little ones, Jimmy, Gail, Steve, and Bobby saw the Chicago Zoo for the first time last summer, thanks to a family pass. Speaking of Bob's brief sojourn in a factory, Betty says, "I was tickled pink when Bob went back to the railroad. He had no chance to get ahead in the factory, but now he loves his work, and that makes me happy. As long as Bob is with Erie-Lackawanna we don't have to worry."



## Meet the Gene Myers'



"We took fringe benefits for granted," said Joan Myers, "until we really needed them. When Gene hurt his leg last spring, and was off work for two weeks, it was good to know that we would have some money coming in to pay the bills." The Myers' agree that they would be hard pressed to get along for two weeks without some money coming in.





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**Railroad Company**  
ID, OHIO

**EMPLOYEES & THEIR FAMILIES:**  
**T TO THE COMPANY**

| IN 1961                | PER EMPLOYEE      |
|------------------------|-------------------|
| \$1,698,138.00         | \$86.00           |
| 6,334,153.00           | 317.00            |
| 3,166,738.00           | 229.00            |
| 6,494,171.00           | 325.00            |
| 3,607,524.00           | 180.00            |
| <b>\$21,300,724.00</b> | <b>\$1,137.00</b> |

## Meet the George Robisons



The Robison family is the happy group you met on page nine. Holidays are happy days for them, and while they don't think of it consciously, their pleasure is heightened by the knowledge that dad's pay goes on while they are enjoying the day together. "Insurance came in handy," say the Robisons, "when Terril had to have an operation." None of these four families has had to use life insurance benefits, and none has had to apply for unemployment compensation, but all agree "it's good to know it's there if we need it. And all are grateful for the security of Railroad Retirement benefits.



The shock of seeing the family breadwinner hobbling on crutches can be severe, but it is lessened by the security of company-paid health and accident and sick pay benefits.

## Meet the Gene Youngs



The Youngs, Jacklyn and Gene, and their boys, Scott, Patrick, and Chris, got a first taste of family camping last summer when they travelled into the north country during their annual paid vacation.

The two little boys, Scott in the foreground, and Gregory back of morn, had to help be the men of the house while dad was on crutches. "We had Gregory before we had the benefit of company-paid insurance, but it paid for all the expenses of Scott's birth, and we really appreciated it."

January/February, 1963



Gene and Jacky Young represent our operating-employee families. Here the fringe benefit picture changes slightly. In some crafts the representatives in national negotiations elected to have wage increases instead of benefits, and in some others certain wage increases were earmarked, in place of pay, for certain benefits. But all of them enjoy the privilege of an annual paid vacation. Gene, a Scoutmaster, uses part of his vacation to see that his Huntington Boy Scout troop gets to learn the lure and the lore of nature.

# THE MEN WHO BRING US PAYDAYS

(Continued from page 5)

prompt, careful handling and make-up of trains.

"Through all departments of the railroad, it is what the employees do, and how they do it, that can be the difference between success and failure where our sales effort is concerned.

"And the final product of all this work is service. Service, the intangible. You can't touch it or see it or taste it, but you surely can hear of it.

"We in the sales department hear plenty" in the way of complaints from our customers if the combined efforts of all departments and all employees do not come up with that final product--SERVICE.

Finally, Cy reminds all of us that "no longer can we say that a shipper *must* move his goods by railroad. Witness the tremendous inroads the truckers have made on railroad tonnage in the past 20 years, with a consequent reduction in railroad jobs to about half of what they were at one time.

"It behooves all of us to provide the shipper with consistent, dependable service to keep his business on our rails."

Those are the words of C. O. Ewing, one of the men who bring us paydays, and a man who would be quick to agree:

"The Sales Department is Not the Whole Company, But the Whole Company is the Sales Department."

## STAFF MEETING TARGET: SERVICE!

(Continued from page 7)

sistant vice president labor relations; M. F. Coffman, director of research; E. S. Root, comptroller; C. F. Bayer, director of purchases and stores; and A. E. Kriesien, assistant vice president and general manager, Hoboken.

Mr. Smith discussed current merger developments surrounding the three major eastern railroad networks, which are in various stages of progress before the Interstate Commerce Commission: Control of Baltimore & Ohio Railroad by the Chesapeake & Ohio Railway through stock ownership (this action has been approved by the I.C.C. since the meeting); merger of the Pennsylvania Railroad and the New York Central Railroad; and the merger of the Norfolk & Western Railroad with the Nickel Plate

(Please turn to page 15)



### IN RETIREMENT:

To recognize the long years of faithful service which lie behind the listing of your name here, the Magazine wishes it had space for an appropriate article honoring each of you individually. Obviously that is not possible.

However, your name on this page is our way of extending to you the Company's gratitude for a job well done, and our own good wishes for a long and happy retirement.

| NAME                  | TITLE                        | LOCATION            | DATE     | YEARS SERVICE |
|-----------------------|------------------------------|---------------------|----------|---------------|
| Ira Ames              | Trackman                     | Canaseraga, N. Y.   | 9-25-62  | 39            |
| Charles O. Andrews    | Freight Traffic Mgr.         | Chicago, Ill.       | 1-31-63  | 34            |
| Carlton H. Armstrong  | Car Inspector                | Elmira, N. Y.       | 10-30-62 | 40            |
| Charles O. Assman     | Electrician Helper           | Jersey City, N.J.   | 11-16-62 | 45            |
| Herbert J. Bagley     | Switchman                    | E. Buffalo, N.Y.    | 12-13-62 | 42            |
| Adolph H. Beck        | Road Conductor               | Cleveland, O.       | 12-24-62 | 41            |
| Ferdinand Bianco      | Car Oiler                    | Hoboken, N.J.       | 12-11-62 | 36            |
| Joseph Bilanych       | Carman                       | Akron, O.           | 12-27-62 | 41            |
| Mitchell I. Bowen     | Trackman                     | Cattaraugus, N.Y.   | 11-30-62 | 22            |
| Harold L. Bradt       | Asst. Chief Clerk            | Marion, O.          | 12- 6-62 | 28            |
| Earl Branning         | Master Mechanic              | Hornell, N.Y.       | 12-31-62 | 46            |
| Harold F. Brown       | Porter                       | Binghamton, N.Y.    | 12-14-62 | 21            |
| Jerome Bruere         | Drill Foreman                | Phillipsburg, N.J.  | 10-23-62 | 40            |
| Floyd R. Buchanan     | Carpenter                    | Paterson, N. J.     | 12-10-62 | 25            |
| Gilbert S. Bull       | Timber & Treatment Inspector | Horseheads, N.Y.    | 12-31-62 | 40            |
| Sidney S. Cameron     | Engineer                     | Port Jervis, N.Y.   | 12-31-62 | 44            |
| Nick Casarella        | Machinist                    | Scranton, Pa.       | 4- 9-62  | 36            |
| Nicola Castellano     | Car Repairer                 | Scranton, Pa.       | 9-14-01  | 40            |
| Frank Ceresa          | Structural Steelman          | Port Jervis, N.Y.   | 10-27-62 | 38            |
| George Citer          | Leading Joint Car Inspector  | Sharon, Pa.         | 11-14-62 | 39            |
| Theodore Compton      | Carman                       | Keyser Valley, Pa.  | 12- 4-62 | 38            |
| Frank J. Condon       | Accountant                   | Scranton, Pa.       | 12-31-62 | 36            |
| Howard T. Congdon     | Locomotive Engineer          | Utica, N.Y.         | 10-31-62 | 43            |
| Charles W. Cressman   | Laborer                      | Bangor, Pa.         | 12-11-62 | 26            |
| Pearl D. Darnell      | Engineer                     | Marion, O.          | 10-31-62 | 36            |
| Albert H. Davis       | yardmaster                   | Ferrona, Pa.        | 1-31-63  | 46            |
| Agostino DeFelice     | Stower-Cooper                | Weehawken, N.J.     | 12-31-62 | 33            |
| Luis DeMartorell      | Assistant Division Engineer  | Salamanca, N.Y.     | 12-31-62 | 32            |
| Frank J. Detering     | Marine Oiler                 | Hoboken, N.J.       | 12-31-62 | 35            |
| Wellrod L. Dickerson  | Machinist Helper             | Hornell, N. Y.      | 11-16-62 | 34            |
| Leon B. Dodge         | Locomotive Engineer          | Syracuse, N.Y.      | 11-27-62 | 42            |
| Patrick Dominica      | Carpenter                    | Jersey City, N.J.   | 11- 6-62 | 36            |
| Andrew A. Donohue     | Engineer                     | Hoboken, N.J.       | 1- 2-63  | 46            |
| Ray Edwards           | Engineer                     | Hornell, N.Y.       | 12-31-62 | 42            |
| Marion C. Egan        | Statistical Clerk            | New York, N.Y.      | 1-31-63  | 41            |
| William A. Eicke      | Trainman                     | Kingston, Pa.       | 11-30-62 | 47            |
| John L. Englehart     | General Foreman              | Susquehanna, Pa.    | 1-31-63  | 39            |
| Antonio Esposito      | Trackman                     | Perkinsville, N. Y. | 8-22-62  | 40            |
| Thomas E. Fitzgerald  | Conductor                    | Hoboken, N.J.       | 12-29-62 | 49            |
| Cornelius W. Flaherty | Towerman                     | Syracuse, N.Y.      | 11-13-62 | 46            |
| John A. Fletcher      | Assistant Chief Clerk        | Cleveland, O.       | 12-31-62 | 39            |
| Edward J. Foran       | Conductor                    | Hoboken, N.J.       | 12-31-62 | 42            |
| Edgar W. Fox          | Engineer                     | Meadville, Pa.      | 12-11-62 | 22            |
| Harry P. Francisco    | Relief Gang Foreman          | Hornell, N.Y.       | 1-9-63   | 43            |
| Joseph H. Fritts      | Engineer                     | Hammond, Ind.       | 11-16-62 | 23            |
| Paul Gellenthin       | Ferry Bridgeman              | Hoboken, N.J.       | 12-31-62 | 37            |
| Howard M. Germaine    | Ferry Pilot                  | Hoboken, N.J.       | 12-29-62 | 43            |
| Thomas Gilpin         | Asst. Freight Traffic Mgr.   | New York, N.Y.      | 12-31-62 | 34            |
| Edwin A. Glasel       | Signal Shop Foreman          | Meadville, Pa.      | 12-31-62 | 46            |
| Patrick T. Goode      | Tug Engineer                 | Hoboken, N.J.       | 11-30-62 | 41            |
| Theodore T. Gracz     | Leading Car Inspector        | E. Buffalo, N.Y.    | 12- 5-62 | 40            |
| Henry Greenwood       | Yard Foreman                 | Syracuse, N.Y.      | 5-7-62   | 42            |
| Thomas F. Guthrie     | Shop Hostler                 | Hornell, N.Y.       | 12-31-62 | 48            |
| Earl D. Hall          | Mechanical Engineer          | Cleveland, O.       | 12-31-62 | 38            |
| Hugh L. Hall          | Yard Conductor               | Ferrona, Pa.        | 12-20-62 | 42            |
| Ralph W. Harold       | Car Repairer Helper          | Salamanca, N.Y.     | 11-14-62 | 40            |
| Charles H. Harrington | Engineer                     | Hornell, N.Y.       | 10-31-62 | 47            |
| James C. Harrison     | Locomotive Engineer          | Elmira, N.Y.        | 9-12-62  | 38            |
| Sewell R. Harvey      | Switchman                    | Utica, N.Y.         | 8-27-62  | 45            |
| Paul R. Herzic        | Ticket Chopper               | New York, N.Y.      | 12-31-62 | 48            |
| Emmet F. Hicks        | Yard Brakeman                | Akron, O.           | 12-14-62 | 45            |
| William L. Hillmiller | Chief Clerk                  | Salamanca, N.Y.     | 11-27-62 | 47            |
| Leonard C. Hockin     | Locomotive Engineer          | Scranton, Pa.       | 12-27-62 | 50            |
| Carl D. Hoffman       | Assistant Section Foreman    | Marion, O.          | 11-30-62 | 40            |
| Raymond M. Hopper     | Electrician Helper           | Jersey City, N.J.   | 12-10-62 | 33            |
| Michael Hoskins       | Road Conductor               | Buffalo, N.Y.       | 12-14-62 | 39            |
| Michael Hriczko       | Car Inspector                | E. Buffalo, N.Y.    | 11-30-62 | 45            |
| Lawrence H. Jentoft   | Asst. Chief Engineer MofW    | Cleveland, O.       | 12-31-62 | 39            |
| John G. Johnson       | Yard Conductor               | Ferrona, Pa.        | 12-14-62 | 38            |
| Steve E. Jozwiak      | Carman                       | E. Buffalo, N.Y.    | 11-30-62 | 44            |
| Albert J. Kaelin      | Switchman                    | Hoboken, N.J.       | 9-15-62  | 39            |
| John S. Kassick       | Mail Porter                  | Binghamton, N.Y.    | 12-18-62 | 26            |
| Jacob J. Kauer        | Electrician                  | Buffalo, N.Y.       | 12-21-62 | 44            |
| Dawson N. Kerr        | Road Conductor               | Hoboken, N.J.       | 12-28-62 | 43            |
| Thomas D. Kerr        | Yard Brakeman                | Hornell, N.Y.       | 12-27-62 | 38            |
| Leo C. Kinney         | Warehouse Foreman            | Binghamton, N. Y.   | 11-26-62 | 42            |
| John Koziol           | Car Repairer                 | Jersey City, N.J.   | 12-31-62 | 34            |
| George Kyser          | Trucker                      | Ashland, O.         | 5- 5-62  | 22            |
| Henry A. Larson       | Sales Representative         | Boston, Mass.       | 2-28-63  | 39            |
| Alfred J. Leemon      | Sales Representative         | New York, N.Y.      | 1-31-63  | 48            |
| John J. Lemanski      | Boilermaker                  | Jersey City, N.J.   | 11- 9-62 | 29            |
| David L. Lewis        | Road Trainman                | Scranton, Pa.       | 11-13-62 | 49            |
| Percy G. Litteer      | Locomotive Engineer          | Buffalo, N.Y.       | 6-15-62  | 45            |
| Edwin C. Lloyd        | Leading Maintainer           | Cortland, N.Y.      | 7-6-62   | 20            |
| William A. Loelius    | Yard Conductor               | Croton, N.J.        | 12-5-62  | 40            |
| James B. Lynch        | Yard Clerk                   | Elmira, N.Y.        | 12-13-62 | 45            |
| Harry Mabie           | Road Conductor               | Hoboken, N.J.       | 12-20-62 | 47            |
| James H. Malley       | Road Conductor               | Hoboken, N.J.       | 11-21-62 | 36            |
| Jay C. Maloney        | Car Starter                  | Buffalo, N.Y.       | 9-11-62  | 34            |
| Nelson J. Marley      | Crane Engineer               | Hornell, N.Y.       | 12-5-62  | 30            |
| Eugene J. McCaffrey   | Yard Conductor               | Hoboken, N.J.       | 12-17-62 | 42            |
| Lynn G. McCreary      | Machinist Helper             | Binghamton, N. y.   | 12-12-62 | 35            |
| Harry L. McIntire     | Work Equipment Repairer      | Huntington, Ind.    | 1-31-63  | 47            |
| Gordon E. McKinney    | Chief Electrical Engineer    | Cleveland, O.       | 1-31-63  | 47            |
| Harry F. McNulty      | Conductor                    | Hoboken, N. J.      | 1-7-63   | 47            |
| Martin McVeen         | Trainman                     | E. Buffalo, N. Y.   | 1-3-63   | 41            |
| Frank J. Minton       | Receiving & Shipping Clerk   | Scranton, Pa.       | 12-31-62 | 51            |
| Robert F. Mitchell    | Janitor                      | Youngstown, O.      | 12-31-62 | 34            |
| Edward J. Moore       | Machinist                    | Secaucus, N.J.      | 11-27-62 | 46            |
| Thomas J. Mullee      | Yard Conductor               | Cleveland, O.       | 1- 2-63  | 41            |
| Albert J. Muller      | Sales Representative         | Newark, N.J.        | 1-31-63  | 47            |

(Next page, please)



Eugene S. Root, Erie-Lackawanna comptroller, is the newest member of the company's board of directors, having been elected to that position at the January meeting in New York City. Mr. Root's railroad career spans 45 years, from the time he began work for the former Erie as a clerk at Marion, O. Working his way up through various positions, he became director of the new department of marketing research in 1942, a position he held until his election as comptroller at the time of merger in October, 1960.

## NEW OPERATIONS SETUP WILL SPEED E-L PIGGYBACK SERVICE

**O**PERATING aspects of E-L piggyback service--which has grown into a \$15 million business--are going to be handled from now on by a separate organization within the operating department. G. C. White, vice president for operations, announced that the new set-up had been dictated by the rapid growth of piggyback service.

The new organization, headed by H. H. Clark, superintendent of motor transport service, will streamline our piggyback operations. Under the arrangement the division superintendents are relieved of any responsibility for piggyback service, except for switching and train movements within their jurisdiction.

Sales efforts will continue to be directed by P. W. Johnston, Jr., freight traffic manager for piggyback, L.C.L., and forwarder movements.

The maior E-L piggyback terminals at Chicago and Jersey City

are now entities in their own right, governed by supervisors reporting directly to headquarters in Cleveland. Piggyback ramps at Port Morris, N. J.; Scranton and Sharon, Pa.; Binghamton, Cortland, Syracuse, Elmira, and Buffalo, N. Y.; Cleveland, Warren, Akron, and Marion, O., and at Huntington, Ind., will still remain the responsibilities of the freight agents at those points, and who will report directly to the superintendent of motor transport service on matters of piggyback operations.

"The new setup is expected to have far-reaching effects in efficiency and service improvements," Mr. White said. "It is primarily designed to coordinate the details of piggyback operations within a single, unified organization. As a result, the division superintendents will be able to redirect their efforts to other functions, which should benefit the overall operation of the railroad."


## MORE POWER TO US!



"... we are determined to have the most modern and efficient equipment in order to improve continually the dependability of our freight service to shippers." those are the words President McInnes used in announcing the company's purchase of 15 spanking-new diesel freight locomotives at a cost of about \$3 million.

Shown above, the 2400 HP units will be built for us by Alco, and their powerful, low-hood look will be even more impressive once we add our E-L diamond, and our road freight paint design.

The purchase will be covered by a conditional sale agreement and financed through the Cleveland Trust Company.



**IN RETIREMENT:**

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*However, your name on this page is our way of extending to you the Company's gratitude for a job well done, and our own good wishes for a long and happy retirement.*

| NAME                     | OCCUPATION                        | LOCATION            | YEARS SERVICE |
|--------------------------|-----------------------------------|---------------------|---------------|
| B. W. Murray             | Road Conductor                    | Port Jervis, N. Y.  | 12-31-62 50   |
| Estelle Neisten          | Chief Clerk                       | New York, N.Y.      | 12-31-62 45   |
| Robert W. Nicholson      | Telegraph Operator-Clerk          | Rochester, N.Y.     | 11-30-62 48   |
| Thomas E. O'Brien        | Conductor                         | Salamanca, N.Y.     | 12-12-62 46   |
| William C. Otten         | Gen. Foreign Freight Traffic Mgr. | New York, N. Y.     | 1-31-63 46    |
| Thomas J. Payton         | Cooper-Laborer                    | Buffalo, N.Y.       | 12- 6-62 33   |
| Tony V. Perricone        | Carman Helper                     | Meadville, Pa.      | 12-31-62 45   |
| Frank Petrella           | Track Foreman                     | Middletown, N.Y.    | 12-31-62 51   |
| Louis Platt              | Coach Cleaner                     | Jersey City, N.J.   | 12-28-62 39   |
| Anthony N. Plutino       | Switchtender                      | Susquehanna, Pa.    | 11-30-62 34   |
| Dominick A. Prinzo       | Station Porter-Janitor            | Hoboken, N.J.       | 12-31-62 33   |
| Bertie A. Reddell        | Ferry Vehicle Collector           | Hoboken, N. J.      | 4- 5-62 32    |
| Melvin F. Rice           | Chief Clerk                       | San Francisco, Cal. | 12-31-62 35   |
| Dominick Sammarco        | Janitor                           | Buffalo, N.Y.       | 11-29-62 33   |
| James Schofield          | Road Conductor                    | Scranton, Pa.       | 11-16-62 50   |
| Harold L. Schadt         | Signal Foreman                    | Salamanca, N.Y.     | 12-27-62 43   |
| Victor Schultz           | Car Inspector                     | E. Buffalo, N.Y.    | 11-30-62 40   |
| Joseph L. Schwenk        | Locomotive Engineer               | Buffalo, N.Y.       | 11-19-62 47   |
| Daniel A. Scullion       | Ticket Clerk                      | Hoboken, N.J.       | 11-10-62 34   |
| Peter Senish             | Stokerman                         | Hoboken, N.J.       | 12-30-62 41   |
| Gerald D. Shaw           | Conductor                         | Elmira, N.Y.        | 4- 4-62 34    |
| James C. Shrauger        | Asst. Chief Yard Clerk            | Binghamton, N.Y.    | 1-30-62 46    |
| Charles W. Sidenstricker | Road Conductor                    | Marion, O.          | 12-31-62 44   |
| James J. Slowey          | Asst. General Yardmaster          | Hoboken, N.J.       | 12- 6-62 23   |
| Russel R. Somers         | Agent                             | Preble-Tocsin, Ind. | 12-31-62 37   |
| Samuel J. Sorge          | Train Dispatcher                  | Buffalo, N. Y.      | 11- 9-62 36   |
| Boleslaw Stankiewicz     | Machinist                         | Jersey City, N.J.   | 12-31-62 47   |
| Robert W. Stout          | Electrician Helper                | Marion, O.          | 11-27-62 23   |
| Joseph P. Strines        | General Foreman                   | Youngstown, O.      | 12-12-62 21   |
| John L. Sullivan         | Yard Conductor                    | Jersey City, N. J.  | 2- 5-61 44    |
| John F. Swiatek          | Carman                            | E. Buffalo, N.Y.    | 11-30-62 39   |
| George Tarbrake          | Machinist                         | Scranton, Pa.       | 11-28-62 37   |
| Michael M. Tarker        | Engineer                          | Hoboken, N. J.      | 1- 2-63 43    |
| Ottoway W. Taylor        | Business Car Attendant            | Cleveland, O.       | 1-31-63 43    |
| John A. Thorp            | Electrician                       | Hoboken, N.J.       | 12-13-63 36   |
| Ottilia F. Thuman        | Stenographer                      | E. Buffalo, N.Y.    | 11-30-62 41   |
| Arthur T. Trimmer        | Engineer                          | Hoboken, N. J.      | 1- 3-63 49    |
| Patrick F. Turner        | Hostler                           | Scranton, Pa.       | 12- 4-62 47   |
| Jacob Carlton Ury        | Special Agent                     | New York, N.Y.      | 12-31-62 50   |
| Bolick Vincosky          | Locomotive Fireman                | Scranton, Pa.       | 12-18-62 40   |
| Sigmund J. Waitherwerch  | Car Inspector                     | Jersey City, N.J.   | 11-30-62 21   |
| William A. Weiler        | Signalman                         | Hoboken, N.J.       | 11-28-62 44   |
| Charles Wendt            | Road Conductor                    | Port Jervis, N.Y.   | 12- 7-62 52   |
| Albert C. Werner         | Engineer                          | Bangor, Pa.         | 10- 5-62 42   |
| John E. Whalen           | Switchman                         | Binghamton, N. Y.   | 12-17-62 47   |
| Joseph Wigley            | Car Inspector                     | Griffith, Ind.      | 12-20-62 36   |
| Stephen G. Williams      | Section Foreman                   | Rush Creek, N. Y.   | 12- 6-62 39   |
| Enoch M. Wilt            | Track Supervisor                  | Hammond, Ind.       | 1-31-63 48    |
| Anthony J. Winesky       | Boilermaker Helper                | Jersey City, N.J.   | 12-31-62 36   |

# MERGER DEVELOPMENTS IN THE NORTHEAST



*"To the families of those whose names appear here, we extend deepest sympathies and acknowledge with sincere gratitude the years of faithful service rendered to the company."  
Milton G. McInnes, President*

**T**HREE major railroad systems are emerging in the Northeast: The Chesapeake & Ohio-Baltimore & Ohio system, which was approved by the I.C.C. last December, when it authorized the C&O to acquire stock control of the B&O; the Norfolk & Western-Nickel Plate-Wabash system, on which hearings have been concluded, but which is still before the I.C.C. for approval; and the Pennsylvania-New York Central system, on which hearings are currently being held and is likewise still before the Commission.

Erie-Lackawanna is supporting the approval of the N&W-NKP-Wabash system, because the lines of the Nickel Plate and the Wabash terminate at Buffalo, and that merger will increase our interchange traffic through the Buffalo Gateway. In addition, Erie-Lackawanna and the Norfolk & Western have entered into an agreement which provides that, promptly upon approval by the Commission of the N&W-NKP-Wabash system, the two companies will attempt to agree upon a plan for some form of affiliation which would be mutually advantageous to both E-L and the enlarged N&W system.

In the Pennsy-NYC case, E-L filed a petition dated January 10, 1963, opposing that merger unless our company is included upon equitable terms. We did this in the event that E-L and the N&W are unable to accomplish an affiliation.

Our first interest is in a prompt approval of the N&W-NKP-Wabash application so that we may begin negotiations with that system. In anticipation of that event, a full-time committee, headed by the N&W and consisting of representatives of the N&W, NKP, E-L, and Wabash, was formed in February of '62.

The purpose of the committee is to explore thoroughly the potential savings that would accrue to the N&W by the inclusion of Erie-Lackawanna in that system.

The study, involving all phases of railroad operation, is expected to be ready for report before April 1st.

| NAME                        | OCCUPATION                         | LOCATION                   | DATE OF DEATH |
|-----------------------------|------------------------------------|----------------------------|---------------|
| Thomas Jacob Ayers          | Fireman                            | Elmira, N. Y.              | 9-10-62       |
| Martin Joseph Bager         | Blacksmith                         | Salamanca, N. Y.           | 3- 3-62       |
| Franklin Louis Ball         | Signal Supervisor                  | Hoboken, N. J.             | 9-30-62       |
| Fred Banks                  | Extra Trucker                      | Jersey City, N. J.         | 12- 8-62      |
| August Ernest Becker        | Engineer                           | New York Division          | 12- 2-62      |
| Frederick Augustus Beischer | Electrical Supervisor              | Hoboken, N.J.              | 10-25-62      |
| Ernest Nathaniel Bridges    | Pipefitter                         | Secaucus, N.Y.             | 9-14-62       |
| William Joseph Budd         | Cashier                            | New York City              | 10-26-62      |
| Elmer Burke                 | Machinist                          | Scranton, Pa.              | 11-21-62      |
| George Lewis Busteed        | Gang Foreman                       | Midvale, N.J.              | 11- 4-62      |
| James Cannon                | Foreman                            | Susquehanna, Pa.           | 10- 6-62      |
| Francis Cullen Carroll      | Chief Clerk                        | Oswego, N. Y.              | 9- 2-62       |
| Gerald Francis Christian    | Buffalo, N. Y.                     | 12-15-62                   |               |
| Robert Emmitt Colbetzor     | Crossing Watchman                  | Wadsworth, O.              | 10-29-62      |
| Frank Wesley Cole           | Freight House Foreman              | New York Division          | 6- 3-62       |
| Harry Raymond Coleman       | Engineer                           | New York Division          | 11-23-62      |
| James Leo Collins           | Report Clerk                       | Elmira, N. Y.              | 5-21-62       |
| Grover James Congdon        | Trainman                           | Union City, Pa.            | 10-20-62      |
| Charles Louis Conslato      | Chief Clerk                        | Scranton, Pa.              | 6-19-62       |
| James T. Conway             | Switchman                          | Scranton, Pa.              | 8-23-62       |
| Herbert Hugh Curry          | Car Repairer                       | E. Buffalo, N.Y.           | 12- 2-62      |
| Thomas Joseph Danahy        | Industrial Yard Checker            | Buffalo Division           | 11-11-62      |
| George Aloysius Danner      | Pipefitter                         | Scranton, Pa.              | 11- 9-62      |
| Berton Hoover Davis         | Road Foreman of Engines            | Scranton, Pa.              | 7-12-62       |
| William Benedict Deegan     | Carpenter                          | Staten Island, N.Y.        | 6-24-62       |
| Edward Joseph Delaney       | Baggage Agent                      | Summit, N.J.               | 5-31-62       |
| Jeremiah Dellostritto       | Pipefitter                         | Hoboken, N.J.              | 11- 2-62      |
| Irene Hester DeMott         | Clerk                              | Hoboken, N.J.              | 7-26-62       |
| Michael Joseph Dempsey      | Agent                              | Tully, N.Y.                | 7-30-62       |
| Arthur Franklin Dibble      | Conductor                          | Buffalo, N.Y.              | 10-16-62      |
| Cornelius Alexander Doherty | Conductor                          | Scranton, Pa.              | 6-21-62       |
| Edward" James Dolan         | Trainman                           | Utica, N. Y.               | 7- 3-62       |
| William Ramsey Donaldson    | Carpenter                          | Scranton, Pa.              | 8- 1-62       |
| Martin Albert Dougher       | Clerk                              | Scranton, Pa.              | 8-26-62       |
| Peter Godfrey Doyle         | Baggageman                         | Corning, N. Y.             | 8-24-62       |
| Giuseppe D'Tommaso          | Car Inspector                      | Kent, O.                   | 12-10-62      |
| Fred Adam John Eckert       | Clerk                              | Buffalo, N.Y.              | 6-19-62       |
| Frank Falco                 | Carpenter                          | New York Terminal Div.     | 5-17-62       |
| Paul Figlar                 | Stationary Fireman                 | Kingsland Shops            | 5- 2-62       |
| Frank Michael Fitts         | Crew Caller                        | E. Buffalo, N. Y.          | 11-11-62      |
| Nazarino Dominick Fortuno   | Laborer                            | Scranton, Pa.              | 10-16-62      |
| Joseph Francis Frohling     | Engineer                           | New Jersey & New York RR   | 4-12-62       |
| John Patrick Gallagher      | Switchman                          | Scranton, Pa.              | 8-25-62       |
| Anthony John Gannon         | Trainman                           | Scranton, Pa.              | 6-19-62       |
| Frank Hageman Gardner       | Foreman                            | Stroudsburg, Pa.           | 5-24-62       |
| Marcus Dennison Gates       | Assistant Structural Steel Foreman | Dept. of Structures        | 9-30-62       |
| Frederick William Geller    | Painter Foreman                    | Jersey City, N.J.          | 2-12-62       |
| Francis Joseph Gruslin      | Trainman                           | Buffalo, N.Y.              | 7-28-62       |
| Giovanni Gubbiotti          | Laborer-Janitor                    | Scranton, Pa.              | 11-25-62      |
| William Charles Gust        | Locomotive Engineer                | Buffalo, N.Y.              | 5-16-62       |
| Andrew Hanchak              | Freight Conductor                  | Jefferson Division         | 7-25-62       |
| William Henry Hankinson     | Switchman                          | Port Morris, N.J.          | 8-25-62       |
| John James Hanlon           | Switchman                          | Port Morris, N. J.         | 16-22-62      |
| Ronald Harvey               | Trucker                            | Marion, O.                 | 8-30-62       |
| Raymond Moore Haskins       | Car Inspector                      | Susquehanna, Pa.           | 12- 9-62      |
| Edward Theodore Hay         | Signalman                          | Scranton, Pa.              | 9- 8-62       |
| George Henderson            | Ironworker                         | Hoboken, N.J.              | 7-27-62       |
| Edward Christopher Hennigan | Conductor                          | Scranton, Pa.              | 9-26-62       |
| Charles Samuel Herrick      | Stationary Fireman                 | Binghamton, N.Y.           | 8-28-62       |
| Bernard Stephen Higgins     | Trainman                           | M & E Division             | 5- 6-62       |
| John Morgan Hoskins         | Foreman                            | Kingsland Car Shop         | 8-13-62       |
| Robert Joseph Howard        | Crossing Watchman                  | Buffalo Division           | 8- 3-62       |
| Herbert Thomas James        | Passenger Sales Representative     | New York City              | 4- 8-62       |
| Charles Jacob Jansen        | Clerk                              | Hoboken, N. J.             | 9- 5-62       |
| Adam John Januszkiewicz     | Trackman                           | Buffalo Division           | 10-29-62      |
| Albert James Jennings       | Clerk                              | New York, N.Y.             | 7- 8-62       |
| Frank Lacier Jones          | Supervisor Locomotive Operations   | Cleveland, O.              | 8-27-62       |
| William Jones               | Water Service Mechanic Helper      | Dover, N.J.                | 5-9-62        |
| Christopher Joseph Kammerer | Checker                            | New York, N.Y.             | 7-24-62       |
| Ernest William Kear         | Yard Conductor                     | Ferrona, Pa.               | 11- 6-62      |
| Martin Francis Kelly        | Switchman                          | Scranton, Pa.              | 9-12-62       |
| John Russell Kennedy        | General Yardmaster                 | Salamanca, N. Y.           | 12-14-62      |
| Charles Bernard Kilpatrick  | Accountant                         | Hoboken, N.J.              | 5-11-62       |
| John Francis Kinney         | Baggage Agent                      | Dover, N.J.                | 8-18-62       |
| Frank Kistowski             | Clerk                              | E. Buffalo, N.Y.           | 5- 1-62       |
| Stephen Krystkowiak         | Car Inspector                      | Buffalo, N. Y.             | 11-19-62      |
| Roy Elwood Kutz             | Engineer                           | Marion Division            | 11-27-62      |
| Frank Lamattina             | Car Repairer                       | Hoboken, N.J.              | 9- 6-62       |
| Frank Thomas Law            | Road Conductor                     | Scranton Division          | 11-10-62      |
| Frederick William Lesser    | Yard Conductor                     | Croton, N.J.               | 11- 3-62      |
| Richard Oliver Leverentz    | Trainman                           | Buffalo Division           | 11-15-62      |
| Vittorio Lupo               | Deckhand                           | Marine Department          | 9- 1-62       |
| William Henry Maurer        | Head Government B/L Clerk          | Asst. Comptroller-Revenues | 12- 4-62      |
| Hubert John McAuliffe       | Switchman                          | Scranton, Pa.              | 11- 4-62      |
| Peter Joseph McGowan        | Machinist                          | Scranton, Pa.              | 11- 9-62      |
| Thomas Jeffrey McIntyre     | Machinist                          | Scranton, Pa.              | 7-27-62       |
| Joseph Meckle               | Locomotive Engineer                | Buffalo Division           | 11- 9-62      |
| William Mellody             | Car Repairer Helper                | Keyser Valley Car Shop     | 8-15-62       |
| Frank Minnillo              | Laborer                            | E. Buffalo, N.Y.           | 5-20-62       |
| Robert Nicholas Mitch       | Machinist                          | Jersey City, N.J.          | 3-24-62       |
| Eugene Frederick Morgenroth | Treasurer                          | Cleveland, O.              | 1- 2-63       |
| Ricardo Mosquera            | Tug Fireman                        | Marine Department          | 5-29-62       |
| Peter Naher                 | Machinist                          | Keyser Valley Shop         | 11- 8-62      |
| James Joseph Neary          | Machinist                          | Jersey City, N.J.          | 11- 3-62      |

(Next page, please)

## STAFF MEETING TARGET: SERVICE!

(Continued from page 12)

Road and lease of the Wabash Railroad. (See story on page 14 for further information.)

The labor outlook and status of the proposed modernization of work rules were explained by Mr. Diegtel.

Factors considered in forecasting 1963 anticipated revenues were discussed by Mr. Coffman in estimating total operating revenues of \$204.4 million. This figure was based on indications that the Federal Reserve Index would average 4% under 1962; a small decline was expected in iron and steel production, along with lower output in the automobile industry and in coal and coke fields. But Mr. Coffman added that the forecast was formalized in October prior to the Cuban Crisis and may be on the "low side."

Savings in operating expenses as a result of the E-L merger were outlined by Mr. Root, who mentioned that a five-year timetable was set for a total of \$13.5 million, with the largest savings expected in the second year. He pointed out that the savings schedule was slowed by litigation by labor unions in the first year, but that economies had exceeded \$6.4 million on an annual basis by the end of the second year.

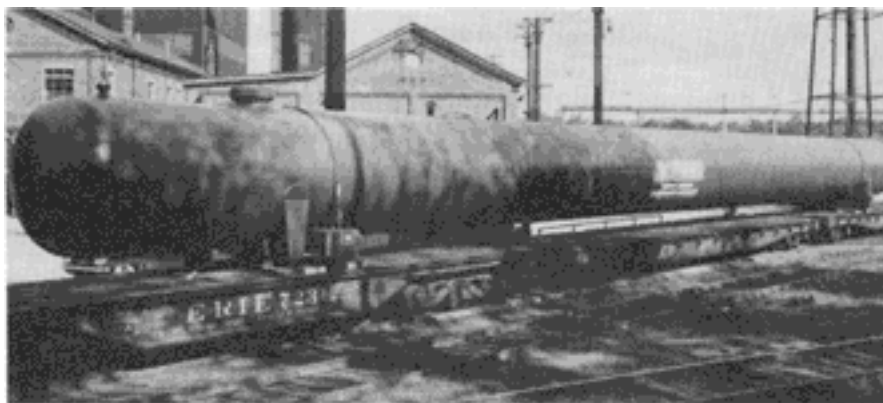
Changes in the New York-New Jersey commuter area operations, and dealings with the New Jersey Division of Rail Transportation were explained by Mr. Kriesien.

Mr. Bayer praised the efforts of various departments to control expenses in purchasing materials and told of progress in the reduction of printed forms and elimination of duplications. While his department is usually considered only as a buying organization, he pointed out that during the past year the purchasing and stores department brought in a total of \$6.4 million in cash from the sale of scrap materials and obsolete rolling stock.

Here's a puzzle to give the old think-box a few moments of exercise. Better get a piece of paper, a pencil, and a ruler to help you with this one.

A lucky housewife received a gift of a very fine carpet. A perfect square, the carpet measured exactly 12' by 12'. The good lady's problem was that her room measured 9' by 16'. Obviously, the carpet would have to be cut, but she didn't want to hack it to pieces. The housewife decided that she could cut her carpet exactly in half, put it together again, and have it fit perfectly. How and where did she cut it? Stuck? Send us a card.

## OLD "HIGH-AND-WIDE" LIKES 'EM LO-O-O-O-NG TOO!



**T**HAT huge salami-shaped tank in our picture is one of three of the longest and heaviest pressure tanks ever built by the Sharon, Pa., plant of General American Transportation Corporation. Designed to store gaseous oxygen under pressure, the tanks were fabricated for the National Cylinder Gas Division of Chemetron Corporation, Mansfield, Ohio.

Design and fabrication of the massive tanks was one thing, but getting them to the buyer was something else again. And who else would be better able to make delivery than Erie-Lackawanna--Old High-and-Wide---long famous for its ability to move anything regardless of size.

Each of the vessels was shipped in one piece, secured to three flat cars in tandem. To permit the unusually long load to negotiate curves, the cars were equipped with swivel bolsters, cradle-shaped devices, which held the load securely, yet allowed the cars holding them to turn freely.

Each of the three tanks was 127 feet long, 7-feet 6-inches in diameter, and weighed 115 tons.



*"To the families of those whose names appear here, we extend deepest sympathies and acknowledge with sincere gratitude the years of faithful service rendered to the company."*

*Milton G. McInnes, President*

(Continued from page 14)

| NAME                      | OCCUPATION          | LOCATION           | DATE OF DEATH |
|---------------------------|---------------------|--------------------|---------------|
| William Charles Neuhardt  | Trainman            | Scranton, Pa.      | 8-10-62       |
| William Sylvester Nolan   | Road Conductor      | Delaware Division  | 12-26-61      |
| Arthur Wheeler Norman     | Electrician         | M. & E Division    | Unknown       |
| Spiro Rocco Novak         | Bridgeman           | Marine Department  | 12- 7-62      |
| William Joseph O'Neill    | Tug Engineer        | Marine Department  | 8-27-62       |
| William Franklin Osborne  | Engineer            | New York Division  | 11- 4-62      |
| Wilbur T. Parsons         | Locomotive Engineer | Buffalo Division   | 10- 6-62      |
| Zelmer Buchan Phemister   | Locomotive Engineer | Buffalo Division   | Unknown       |
| George Cornelius Piano    | Machinist           | Jersey City, N. J. | 2-12-62       |
| Stanley Lafayette Porter  | Car Inspector       | Elmira, N.Y.       | 7-26-62       |
| Charles Rickles           | Engineer            | New York Division  | 11- 7-61      |
| Howard Sampson            | Trainman            | New York Division  | 1-28-62       |
| Theodore Sanchuck         | Hostler             | Scranton, Pa.      | 9-27-62       |
| Charles Schwager          | Engineer            | New York Division  | 8-17-62       |
| Guy Enoch Sebring         | Cashier             | Oswego, N.Y.       | 5-13-62       |
| Franklin Henry Sheehan    | Laborer             | Buffalo, N.Y.      | 12-10-62      |
| Thomas Simerson           | Shop Hostler        | Secaucus, N.J.     | 12-14-62      |
| Boleslaw Skomurski        | Operator            | Hoboken, N.J.      | 9- 2-62       |
| James Slater              | Bridge Inspector    | Hoboken, N.J.      | 8-25-62       |
| George Hanford Smith      | Assistant Treasurer | Cleveland, O.      | 5-15-62       |
| Bruce Edmund Stoker       | Clerk               | Berwick, Pa.       | Unknown       |
| James Strother            | Trackman            | New York Division  | 12-16-62      |
| Peter Augusta Trapper     | Patrolman           | Newark, N.J.       | 9- 1-62       |
| Howard Paul Walker        | Engineer            | Kent, O.           | 12-16-62      |
| Richard Francis Walsh     | Rate Clerk          | Jersey City, N. J. | 3-21-62       |
| Nathan Richard Walter     | Laborer             | Marion Division    | 11- 4-62      |
| Herbert John Weida        | Tug Deckhand        | Marine Department  | 12-25-62      |
| Gustave Adolph Wiese      | Locomotive Engineer | Hoboken, N. J.     | 7-27-62       |
| Marvin Wesley Wellington  | Extra Stower        | New York, N. Y.    | 10-22-62      |
| Joseph Anthony Wilczynski | Boilermaker         | Scranton, Pa.      | 11-28-62      |
| George A. Wilson          | Locomotive Engineer | Scranton, Pa.      | 11-30-62      |
| William Eugene Zimmerman  | Captain of Police   | Buffalo, N. Y.     | 9-26-62       |
| Luciano Zito              | Coach Cleaner       | Jersey City, N. J. | 12-24-62      |

# ERIE-LACKAWANNA RAILROAD

## MAGAZINE

Midland Building  
Cleveland 15, Ohio

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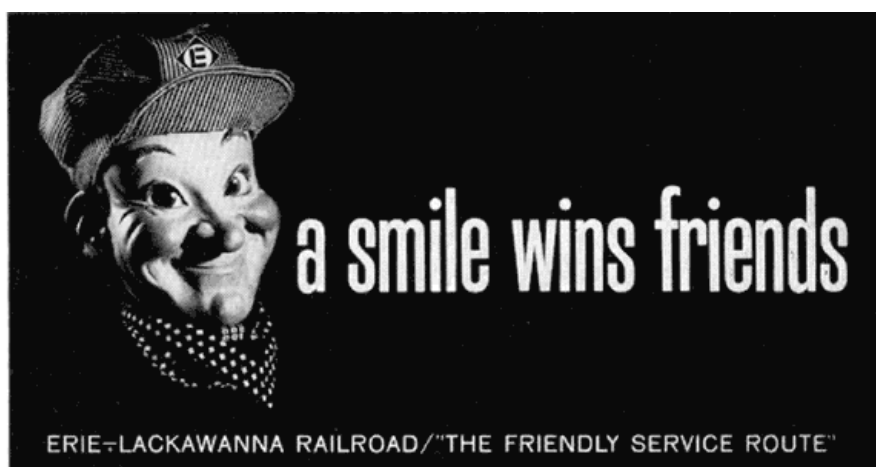


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# PEANUTS®

By  
Charles  
M.  
Schulz

*DON'T  
YOU  
FORGET*



**Erie Lackawanna** *Railroad Company*  
*The Friendly Service Route*

