



All Dressed Up!

**ERIE-LACKAWANNA
MAGAZINE**



**JULY
1961**

• The President's Page

IN the course of our daily work, most of us come in contact with some member of the general public, either passengers, shippers, suppliers, other employes, stockholders, or representatives of government. These contacts provide a golden opportunity which is much greater than many of us realize.

For instance, when we do our part to make these human relationships as sincere and friendly as we possibly can, they contribute immeasurably toward gaining a better understanding and appreciation of our railroad and the job we are trying to do.

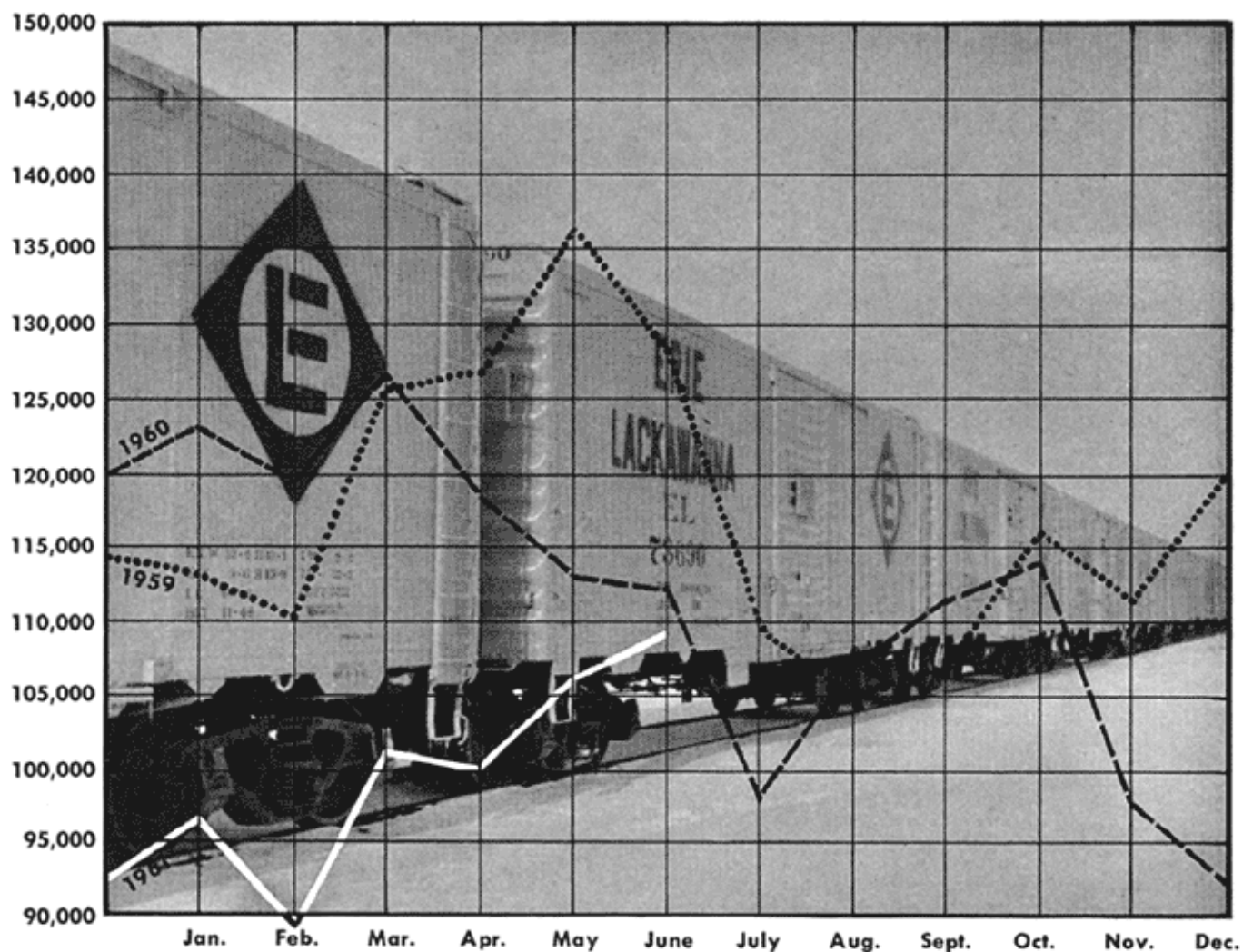
When we tackle our individual jobs with enthusiasm, when we speak well of the Erie-Lackawanna to our friends, when we show a lively interest in the company's affairs and talk in a well-informed way about its services and policies--when all 20,000 of us on the railroad do these things, all phases of our activities are given a tremendous boost.

If on the other hand we adopt the gloomy or negative approach, we drag everyone we contact down to a lower level and drain away valuable company good-will. In the final analysis, we are hurting ourselves and the welfare of every one of our fellow employes.

We have a great deal to gain, if we remind "ourselves occasionally that to the people with whom we deal each day we are the Erie-Lackawanna Railroad. We represent the company to the public. We are its good-will ambassadors.

It's a job we can all work at to our mutual advantage.

A handwritten signature in cursive script, reading "J. G. McInnis". The signature is written in dark ink and is positioned at the bottom right of the page.



Freight Cars Loaded on the Erie-Lackawanna and Received from Connecting Railroads

Dollar Figures at a Glance

	Amounts Received	Amounts Spent	Net Income (or Loss)
Month of May:			
1961	\$18,022,575	\$20,584,460	\$(2,561,885)
1960	18,839,619	20,246,514	(1,406,895)
Five months ended May 31:			
1961	\$85,634,453	\$101,313,094	\$(15,678,641)
1960	97,724,573	101,757,551	(4,032,978)

() Denotes Loss

THE COVER:

All dressed up in the new Erie-Lackawanna Railroad passenger train color scheme is Diesel No. 857, with Engineer 'Howard Walker of Marion, at the throttle. The maroon E-L diamond emblem dominates the gold nose. Sides of the locomotive have long panels of maroon and gray. Erie-Lackawanna is lettered along each side of the locomotive.

July, 1961

Erie-Lackawanna Railroad Magazine

July, 1961" Vol. 57, No. 3

Oldest Railroad Employee Magazine

George C. Frank Asst. to President
Charles N. Demian .. Mgr. Press Relations
John F. Long Photographer-Reporter

Distributed free of charge to Erie-Lackawanna Railroad employees and retired employees. To others, \$1.50 a year. Single copies, 20 cents. Material and photographs should be sent to editorial and business offices, 1327 Midland Building, Cleveland 15, Ohio.

Things to Talk About...

ECONOMIC ADVANTAGE: Frequently we are asked to explain the natural advantage of railroads over other forms of mass transportation, from the standpoint of service per employee and unit of fuel. It is estimated railroads handle regularly nearly six times as much freight traffic per employee as intercity truckers and 20 times as much as airlines. In addition, railroads handle 3% times as much freight traffic per gallon of fuel as intercity truckers and more than 50 times as much as airlines. Despite these obvious efficiency factors, discriminatory taxation unequal regulation and subsidized competition tip the scales against the railroads in competing for business.

ONE BILLION DOLLARS more than last year will be spent by Federal, state and local governments for domestic highways, waterways, airports, airway facilities, and air mail subsidies in 1961, according to a study by the Association of American Railroads. The total sum was listed as \$12,585,975,000. On the other hand, the self-supporting and taxpaying railroads spent \$1.4 billion of their own money in 1960 for construction, repair work and tax payments on their right of way.

REDUCED FURLOUGH FARES for military personnel traveling in uniform at their own expense have been extended by the nation's railroads until the end of the year. The action will continue round-trip savings of as much as 1.9 cents per mile. The furlough fares were scheduled to expire on June 30.

EMPLOYMENT FOR 400,000 PEOPLE would be provided if Congress takes favorable action on the railroads' "Magna Carta for Transportation" program according to J. Handly Wright, vice president of the Association of American Railroads. A quarter of these new jobs would be opened up on railroads while the other three-quarters by manufacturing companies stepping up production of steel rail, new train equipment and other increased

railroad purchases. And these new jobs would not cost taxpayers a cent besides relieving taxpayers of huge government subsidies to other carriers.

\$67 TAX BURDEN on every man, woman and child in the United States will be the cost of government outlays for highway, air and water transportation facilities this year, according to an AAR study. The public is not burdened by any part of the cost of providing railroad facilities.

ST. LAWRENCE SEAWAY AUTHORITY of Canada reported that its 1960 revenues fell short of amounts needed to pay interest on its capital debt. The Canadian portion of the seaway had a total income in 1960 of \$9,360,642. The applicable interest charge was \$12,791,197.

FEDERAL AVIATION AGENCY, releasing a study of user charges for airways, said civil aviation should pay for air safety facilities. FAA said "increasing burden on the general taxpayer of rising airway costs" makes it imperative that airway users pay a greater share. It said in the next two fiscal years, nearly \$1 billion will be spent on the airways.

INCREDIBLE BUT TRUE: Most states and local taxing jurisdictions place higher assessed values on railroad property than on other properties subject to the same tax rates. Out of 31 states examined in a recent study, not a single state was found in which railroad property was assessed at a rate equal to or below the rate applied to other property.

In 17 states, the railroad rate was approximately double the rate on other property. In four states it was three times higher; in three states, four times higher; in two states, five times higher; and in one state, Idaho, railroad property was assessed at a rate nearly nine times higher than other property. This is discrimination compounded!



PIGGYBACK LOADING of highway trailers on flatcars gets underway during the night hours at the Chicago Fifty-First Street Yard. Activities increase

as loaded trailer units arrive from shippers' plants and are placed on flat cars assembled into trains for the New York and New England territories.

Chicago, Jersey City Piggyback, Terminals Open New Frontier

Joint Railroad, Highway Carrier Ownership Hailed as Unique

GREATLY expanded piggyback freight service both eastbound and westbound is anticipated with the opening of huge rail-highway trailer terminals at the Erie-Lackawanna Railroad's 51st Street Yard in Chicago and the Croxton Yard in Jersey City which have been described as the country's newest and most modern piggyback terminals.

Start of the unique venture was heralded with an official ribbon-cutting ceremony at the Chicago installation June 29 in which Milton G. McInnes, president, participated with officials of the T.O.F.C., Inc. Representing T.O.F.C., Inc., which stands for Terminal Operating Facility Co., Inc., were Ted Baker, chairman, and E. F. Ryan, president.

The new piggyback loading and unloading facilities at Chicago and Jersey City are jointly owned by T.O.F.C. and Erie-Lackawanna Railroad. The construction of these terminals at an initial cost of \$1.8 million marks the first time on record that two competitive systems of transportation--truck and

country's newest and most modern rail--have joined together in a long-term, cooperative venture to meld the advantages of both carriers.

RIBBON CUTTING to open Chicago piggyback terminal was performed by Ted Baker, center, T.O.F.C., Inc., chairman, assisted by Maurice Kelleher, D. D. McMorris, E. F. Ryan, also of TOFC and Milton G. McInnes president of the Erie-Lackawanna.

T.O.F.C., Inc., is equally owned by six of the country's largest motor carriers (three of which have headquarters in Chicago) and The Rail-Trailer Co., a pioneer in piggyback operation and specialist in terminal management. The highway carriers include Cooper-Jarrett, Inc.; Denver-Chicago Trucking Co.; Eastern Express, Inc.; Emery Transportation Co.; Interstate System, and Spector Freight System, Inc.

(Please turn to page 13)



Distribution of Frozen Foods Started from Secaucus Plant

Construction Started by Second Occupant in New Development

FROZEN Food City, an ultra-modern processing, warehousing and distribution center established by Merchants Refrigerating Co. and to be served by the Erie-Lackawanna at Secaucus, N. J., officially went into operation last month.

Located on a 25-acre tract through the efforts of our Industrial Development Department, the multi-million dollar facility is just east of the Erie-Lackawanna Railroad main line. More than 3,000 feet of track has been installed from the present lead to provide railroad service to the area.

Adjacent acreage is available and Chock Full O'Nuts Corp., already has a frozen food processing plant under construction. The area is just 20 minutes from the heart of New York City and has been designed to consolidate production, warehousing and distribution from a central location.

Participating in the opening ceremonies were Milton G. McInnes, president, and Perry M. Shoemaker, vice chairman of the board who is also a director of Merchants Refrigerating Co. Others attending were A. C. Hopkins, manager, industrial development; L. J. Slack, industrial commissioner; E. W. Keiley, assistant freight traffic manager; P. J. Napoli, perishable traffic manager; W. E. Bennett, division sales manager; G. W. Sheridan and C. E. Greenleaf, sales representatives, and P. J. Derner,

freight agent, Duane St.

The Frozen Food City is designed to utilize the latest equipment, both mechanical and technological. Railroad cars are moved into the area from the Erie-Lackawanna main line and are unloaded at refrigerated platforms for added product protection.

Inside the 3,100,000 cubic foot warehouse, the freezer room temperatures are maintained at ten degrees below zero by the latest no-frost method under fully automatic control. A 1400-foot tow-line, an innovation in refrigerated storage provides fully automatic transfer of frozen products from the rail and other unloading docks to predetermined stations within the warehouse.

Air curtains, instead of doors,

(Please turn to page 15)

REPRESENTING ERIE-LACKAWANNA at Frozen Food City opening were, left to right, G. W. Sheridan, E. W. Kelley, L. J. Slack, A. C. Hopkins, W. E. Bennett, P. J. Napoli, V. J. Derner and C. E. Greenleaf. They are shown at front entrance to Merchants Refrigerating Co.



GIANT DEEP FREEZE requires high-stacking fork truck to reach 22-foot storage level.



MAINTENANCE OF WAY crews will be traveling either by rail or highway between assignments in modern pickup trucks which are replacing conventional motor cars. Preparing the units at Meadville, at left, Frank Ganster applies the railroad emblem;



James Gorner checks alignment of flanged wheel, and Daniel Grinnell and James Norr install the lifting mechanism for plow blade. At right, Edward Percival is shown making final adjustment to plow blade which will be installed on 48 units.

Heated Cab Trucks Replace Open-Side Track Motor Cars

Rail, Highway Travel Possible With New Section Vehicles

AS RAILROADS progressed, old-fashioned hand cars once pumped by "gandy-dancers" gave way to gasoline-driven track motor cars. Today, Erie-Lackawanna Railroad is going a step further by replacing the open-deck motor cars with closed-cab pickup trucks capable of traveling on either railroad tracks or highways, according to L. H. Jentoft, assistant chief engineer in charge of maintenance of way.

The traditional piece of equipment used by track gangs for inspection and repair work ever since railroading began is being replaced by modern highway type one-ton pickup trucks equipped with a cab that can carry a crew of six men.

The Erie-Lackawanna Railroad is preparing 50 vehicles for railroad service at its shop in Meadville, Pa., and assigning them to strategic locations along the railroad, Mr. Jentoft said. The modifications of all except 2 of the vehicles, include the installation of auxiliary flanged wheels to enable them to travel on the rails as well as the highways.

A seven-foot plow blade is attached to the front end. Operated from inside the cab, the plow blade can be used as a bull-dozer to clear

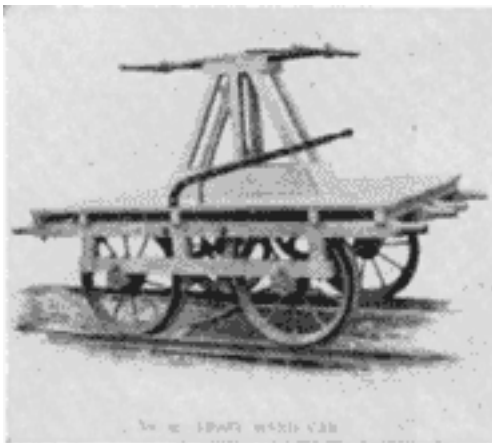
debris or push earth or other bulk materials. In winter, the equipment can be used for clearing snow

from station platforms or off the rails.

While their predecessors were exposed to all types of weather in traveling, the modern vehicles make it possible for track crews to "ride the cushions" inside the heated cab.

For the ultimate in safety for the men riding in the special trucks, the vehicles are equipped with directional signals, clearance lights and reflectors, rear view (Please turn to page 14)

IN BYGONE DAYS, track crews moved to repair jobs by pumping hand cars, shown at left. The open-sided motor cars, right, which replaced them may also soon disappear from Erie-Lackawanna tracks.



PEOPLE YOU KNOW



Happy at Their Work in Marion Diesel Shop



CHARLES NAPPER
Machinist-Apprentice



RICHARD LATIMORE
Machinist



HERMAN MIERS
Machinist-Welder



HOWARD GRUBER
Machinist-Apprentice



WALTER SNYDER
Machinist



JOHN LITTLE
Electrician-Helper



ISAAC BENTLEY
Laborer



JAMES R. PLETCHER
Machinist



RONALD LONG
Machinist



JAMES FAHEY
Machinist



FATHER AND DAUGHTER, Perry M. Shoemaker, vice chairman of the board, and Karen Ann Shoemaker were awarded degrees at the annual commencement ceremonies of Elmira College. Mr. Shoemaker received an honorary degree of doctor of humane letters and his daughter, a student at the college, a bachelor of arts degree. In the commencement address, Mr. Shoemaker spoke on "Citizenship" and discussed government policies on business, spending, taxation, and social progress.

\$15 Million Loan Guaranteed; Merger Projects to Proceed

The Erie-Lackawanna Railroad obtained a \$15 million loan last month primarily to finance projects needed to produce operating savings and improve service and efficiency coincident with its merger plans.

Major projects to be undertaken with the proceeds of the loan include a \$7½ million electronic freight yard at Buffalo and over \$2 million for track and signal changes including installation of centralized traffic control at various locations.

Necessary materials will be ordered immediately and work started as soon as possible. The new electronic yard will be one of the most modern in the country and will be located at the site of the present Lackawanna Yard.

Its principal function will be to assemble freight cars into solid trains for movement to various

destinations. Much of this classification work will be done by push-button operation, which will speed up movement of freight through this important junction point. The new yard will consolidate and replace operations now performed at the former Erie Railroad freight yard at Bailey Ave. The electronic yard is expected to be in operation sometime late in 1962.

Track and signal changes include single tracking of 44 miles of railroad between Scranton and Stroudsburg, Pa., and installation of centralized traffic control, which is an electronic signal system providing greater flexibility of train movements, better utilization of fewer tracks and reduced maintenance costs.

Similar work will be done between Dalton, Pa., and Conklin, N. Y., a distance of 39 miles.

Between East Buffalo and Black Rock, N. Y., rearrangement of

Erie-Lackawanna Joins REA Pool For Equipment

Erie-Lackawanna Railroad and nine other rail carriers have joined REA Leasing Corporation, bringing to 16 the total membership in the new national railroad piggy-back trailer and container pool operated by the REA Express subsidiary.

Full membership entitles the carriers to lease trailers and container equipment and provides for the interchange and movement of equipment over the lines of the respective railroads on a per diem basis. While initial members are railroads and the express company, both non-rail and shipper memberships are expected.

The other newly-signed railroads are Chicago, Burlington & Quincy; Clinchfield; Lehigh Valley; Missouri Pacific; Reading; St. Louis-San Francisco; Seaboard Air Line, and Wabash.

Earlier members are Atlantic Coast Line; Chesapeake and Ohio; Louisville & Nashville; New York Central; Pennsylvania, REA Express, and Richmond, Fredericksburg & Potomac.

tracks and connections of the former Erie and Lackawanna Railroads is planned, starting at Williams St. and extending to the International Bridge, a distance of approximately nine miles. Connections between other railroads and the former Erie's Black Rock Branch will be revised to eliminate a crossing, of the former Lackawanna tracks which was necessary prior to the merger. A new connection will also be required to bring the former Erie tracks to the proposed electronic yard at East Buffalo.

Additional passing sidings will be installed on the Buffalo division between Silver Springs and Depew, N. Y., requiring approximately 11 miles of new trackage.

At Hornell, N. Y., the capacity of the eastbound fast freight yard will be more than doubled to accommodate the increase in traffic moving in that direction.

G. W. Oakley, 4 Supervisory Staff Members Retire in June



GEORGE W. OAKLEY
Vice President--Accounting

George W. Oakley, vice president-accounting-retired at the end of June along with four other members of the supervisory staff --Carl S. Kinback, superintendent at Hornell; Harold J. Spindler, division sales manager at Elmira; R. F. Irwin, general agent, passenger department, Hoboken, and William E. Downs, division passenger Sales manager, Binghamton.

Mr. Oakley, who started with the former Erie Railroad as a messenger at the age of 14, was completing 50 years of service. He advanced through various clerical positions and was promoted to auditor of disbursements in 1946.

He was promoted to assistant comptroller in 1948, and comptroller in 1953. Mr. Oakley was appointed vice president--accounting when the Erie-Lackawanna merger became effective last October.

Mr. Kinback worked for the Erie and merged company for 41 years. He started as an inventory clerk at Scranton in 1919. Moving up through the operating department,

P. Leo Harkins, retired Accounting Bureau employe, has announced that he will seek the Democratic nomination for mayor of Hornell in the Sept. 1 primary election. He joined the Erie accounting office in Youngstown, served in World War I, and was transferred to Hornell in 1932.

he became superintendent at Buffalo in 1948 and has been superintendent in Hornell since 1955.

Mr. Spindler advanced in freight traffic since he went to work for the former Erie Railroad at Mt. Jewett in 1915. He became general agent at Peoria, Ill., in 1947, and was promoted to division freight agent at Rochester in 1951. Since 1952, he has been division freight agent at Elmira.

Mr. Irwin started with the Lackawanna Railroad as a clerk in the passenger department at New York in 1910. He was promoted to general agent, passenger department, in 1943, with supervision over the railroad's advertising and promotional affairs. He completed nearly 50 years of service.

Mr. Downs started as a freight house clerk for the Lackawanna at Binghamton in 1916. He was promoted to passenger agent in 1924, and moved up to division passenger agent at Binghamton in 1938.

C. S. KINBACK



W. E. DOWNS



H. J. SPINDLER



Retirements

NAME	TITLE	LOCATION	DATE	YEARS SERVICE
Frederick P. Baudisch	Telegraph-Operator	Leavittsburg, O.	5-11-61	42
Thomas P. Beatty	Asst. Section Foreman	Akron, O.	5- 5-61	38
Charles R. Benson	Roundhouse Foreman	Salamanca, N. Y.	6-30-61	50
Robert R. Berger	Locomotive Engineer	Buffalo, N. Y.	5-27-61	44
Charles Capulich	Carman	Hoboken, N. J.	4-11-61	39
Wilbur L. Cartwright	Agent-Yardmaster	Niles, O.	5- 5-61	36
Thomas J. Cerchio	Plumber	Jersey City, N. J.	5-31-61	38
Alerton Counterman	Laborer	Syracuse, N. Y.	4-26-61	38
Frank B. Cromwell	Trainman	Hoboken, N. J.	5-10-61	39
Frederick W. Dana	Chief Dispatcher	Hoboken, N. J.	6-30-61	49
Fred W. Dost	Sales Representative	Portland, Ore.	6-30-61	38
William E. Downs	Divn. Pass. Sales Manager	Binghamton N. Y.	6-30-61	45
Benjamin R. Gahr	A.A.R. Inspector	Youngstown, O.	6-30-61	36
William C. Harbourn	Freight Agent	Newark, N. J.	6-30-61	48
Ernest W. Hardin	Captain of Police	Marion, O.	6-30-61	39
Herbert L. Harmon	Signal Maintainer	Mt. Morris, N. Y.	5-12-61	49
Perry D. Hawkins	Gen. Air Brake Inspector	Cleveland, Ohio	6-30-61	44
John Hodnovich	Trackman	Secaucus, N. J.	5- 3-61	30
Frank Holtham	Asst. Signal Supervisor	Paterson, N. J.	6-30-61	45
Raymond F. Irwin	General Agent	Hoboken, N. J.	6-30-61	51
Giovanni Izzo	Stower Cooper	Weehawken, N. J.	4-28-61	34
Joseph Lubin	Machinist	Hoboken, N. J.	5- 5-61	29
Vinton H. Mayfield	Sales Representative	Cleveland, O.	6-30-61	32
Joseph F. McCann	Telegraph Operator	Pymatuning, Pa.	5-31-61	45
Burr C. McDowell	Locomotive Engineer	Buffalo, N. Y.	4-11-61	44
Frank J. McGarrity	Boat Dispatcher	New York, N. Y.	2-28-61	51
Till Meadows	Carman	Cleveland, O.	5- 3-61	35
Floyd Mosteller	Electrician	Scranton, Pa.	5-15-61	41
Thomas E. Paprocki	Car Inspector	Salamanca, N. Y.	5-15-61	38
Stephen J. Paull	Chief Crew Caller	Youngstown, O.	5-17-61	36
John C. Ross	Tug Deckhand	Hoboken, N. J.	5- 9-61	40
John Rozler	Car Inspector	E. Buffalo, N. Y.	4-17-61	29
Joseph A. Santos	Machinist	Hoboken, N. J.	5-17-61	38
Andrew G. Scott	Sales Representative	New York, N. Y.	6-30-61	49
John F. Shea	Laborer	Jersey City, N. J.	5-11-61	27
John Shebaugh	Laborer	Scranton, Pa.	5-26-61	37
Harold J. Spindler	Division Sales Manager	Elmira, N. Y.	6-30-61	46
Edward W. Thomas	Supt. Prop., Prot. & F.P.	Hoboken, N. J.	6-30-61	38
Walter H. Trapp	Gen. Enginehouse Foreman	Hoboken, N. J.	6-30-61	39
Thomas E. Tucker	Mail Handler	Hoboken, N. J.	5-29-61	37
Joseph F. Tylanda	Janitor	Jersey City, N. J.	4-27-61	27
Harold E. Warner	Section Foreman	Wellsville, N. Y.	4-28-61	39
Theodore F. Wendt	Asst. Dist. Sales Mgr.	Detroit, Mich.	6-30-61	39

Veterans News

Dear Veterans:

As this goes to press and by the time you read it, our '61 Annual Outing will be a matter of record. I hope you enjoyed the Outing.

Activities are not all over yet. Buffalo-Rochester Chapter have their "Family Picnic" scheduled for Sunday, August 20th at Burst's Grove, Buffalo, N. Y., which yours truly and wife hope to attend.

My congratulations to Chairman George Hannan and Akron Chapter and their Ladies Auxiliary for being a very live and active part of our association. The Akron Chapter monthly "Flash" letter could well be adopted by all Chapters. Its encouraging for the members to be kept informed on the activities of a Chapter and Akron Chapter "Flash" does the job. Incidentally, Akron Chapter Picnic is scheduled for September 10th.

In accordance with instructions to modernize and bring our Constitution and By-Laws up-to-date, the appointed Committee under Chairman L. E. Rodgers has submitted a complete draft of the revised Constitution and By-Laws to the Executive Board for review and acceptance if satisfactory. Having sat in on the work of this Committee and realizing their conscientious effort to do an excellent job, I am confident their submission will be acceptable to all.

Fraternally yours,
C. J. R. Taylor
President

Have a Hobby?

Let Us Know

Do you have a hobby, or participate in some unusual activity, which might be of interest to your fellow employes of the Erie-Lackawanna Railroad?

If so, write a letter to Erie-Lackawanna Magazine in Cleveland, and tell us about it. It may have the makings of a good story.

Or if you know of some fellow employe who has an interesting hobby but may be too modest to tell the Magazine about it, why don't you send us a note?

July, 1961

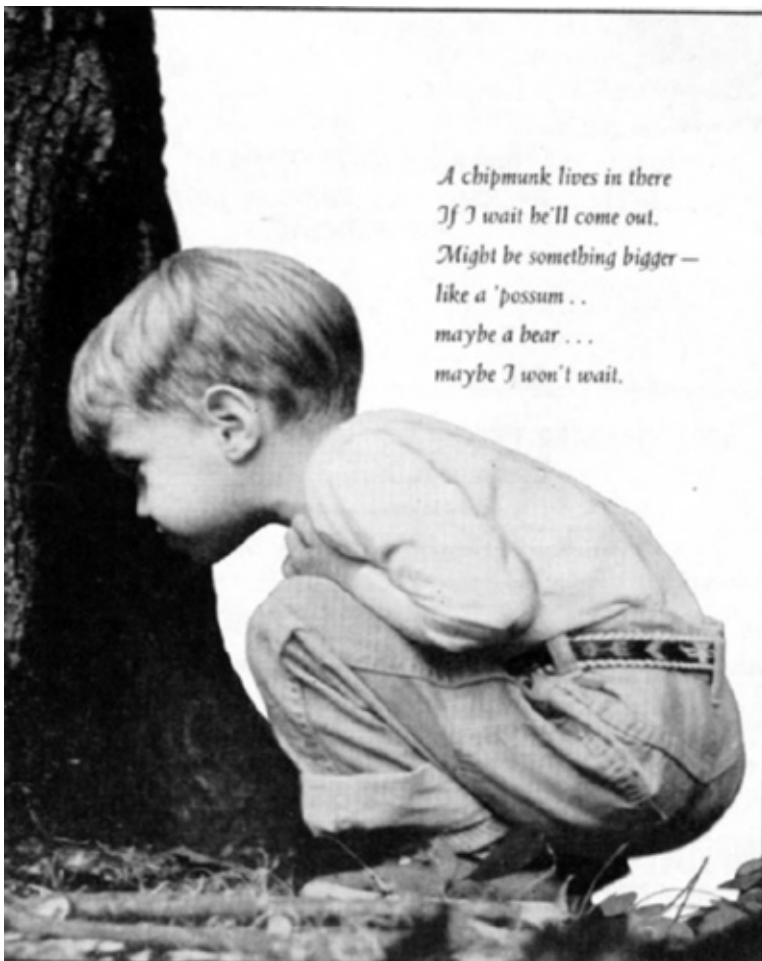
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TO OVER 35 MILLION PEOPLE--INSURANCE MEANS PRUDENTIAL



New E-L Annual Passes Now Ready

New card passes are now being distributed and may be used effective at once.

These passes have been issued for the years 1961-1962 and 1963. Inasmuch as all of the passes have not been delivered the expiration date of the old passes is extended until further advised.

It is hoped to complete the issuance and distribution of the new passes prior to September 1, 1961.



2 Superintendents In New Locations

Two superintendents, James D. McFadden and Jack A. Craddock, were given new assignments, effective July 1.

Mr. McFadden was named superintendent of the Delaware and Susquehanna divisions at Hornell, succeeding Carl S. Kinback, retired. Starting 34 years ago as a yard clerk in Youngstown, he advanced through various positions and became trainmaster at Meadville in 1945, moving up to chief trainmaster at Hornell in 1951. He was promoted to assistant superintendent at Jersey City in 1951 and became superintendent at Buffalo in 1956. He has been superintendent at Marion since Jan. 1, 1960.

Mr. Craddock was assigned to the vacancy in Marion as superintendent of the Kent division. He started with the former Lackawanna Railroad as a trainman in Syracuse 25 years ago, moving up to yardmaster at Binghamton in 1946, assistant trainmaster at Scranton in 1947, and trainmaster at Binghamton later the same year. He was appointed assistant superintendent at Scranton in 1948 and advanced to superintendent there the following year. He was assigned to Buffalo as superintendent in 1950 and at Hoboken in 1952. Since the merger, Mr. Craddock has been assigned to the Cleveland headquarters as superintendent--special duties.



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THE ERIE DOCK COMPANY

CLEVELAND, OHIO

IRON ORE UNLOADING DOCKS

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Piggyback . . .

(Story begins on page 5)

Commenting on the new enterprise, Mr. McInnes said: "This mutual accomplishment by T.O.F.C. and ourselves is a real step forward in American transportation. We are happy to couple our effort and experience with that of T.O.F.C. to bring about a more efficient system of transportation for the users of freight service."

"The traffic potential under this cooperative arrangement can mean several million dollars of additional revenue annually to our railroad", Mr. McInnes said.

Management supervision of the Chicago and Croxton terminals is provided by The Rail-Trailer Co. Terminal services are maintained on a 24-hour basis, requiring a personnel of 17 employes at each terminal.

The facilities of the two terminals are available to all users of Erie-Lackawanna piggyback services, regardless of whether they are members of T.O.F.C., according to Paul W. Johnston, freight traffic manager in charge of piggyback-forwarder and less than carload traffic. Under the arrangement, T.O.F.C. will handle all Plan I trailers to and from cars for the account of motor carriers, and will handle Plan II, Plan III and Plan V trailers for the Erie-Lackawanna Railroad under a special arrangement. Contract arrangements may be made by shippers direct with T.O.F.C. or through Erie-Lackawanna Railroad for the loading and unloading of Plan IV trailers.

At the Chicago terminal, 11 ramped tracks with a handling capacity of 222 trailers have been constructed for this new piggyback service. Of these, eight are 900 foot long tracks for standard piggyback flatcars, two are for special Clejan type cars and one is "reverse" track for unloading piggyback trailers which arrive with trailer hitches facing away from the conventional ramps. In addition, there are six storage tracks with a capacity of 199 flatcars.

Photoelectric devices check dimensions of each trailer for clear-



EARLY PIGGYBACK LOADS at the new Croxton Piggyback Yard were these 10,000-gallon tank trucks for handling jet airliner fuel developed by Ford Motor Co. for Port of New York Authority. (Port Photo)

ance as it approaches a 60-foot long scale which automatically prints the weight on the waybill. Parking area provides space for 292 trailers. The office building houses the most modern equipment for accuracy and speed in handling piggyback traffic.

The eastern terminal at Croxton has similar facilities where existing piggyback tracks were increased from two to eight tracks, including one for Clejan-type cars, each with a capacity of ten 90-foot cars. The trailer parking area has space for 250 highway units. There

are four storage tracks, able to hold 40 flat cars, and a receiving track which will accommodate an additional 40 cars.

• • •

The rolling stock of the American railroads includes 31,000 locomotive units, 35,000 passenger train cars, including 4,264 Pullman sleeping cars, and more than 2,000,000 freight cars--enough to form five solid trains reaching all the way across the continent from Maine to California.



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CERTIFIED RUBBER DRAFT GEARS

POWER HAND BRAKES

TRUCK SPRING SNUBBERS

THE ROOKERY

CHICAGO

Heated Cab . . .

(Story begins on page 7)

mirrors on both sides, tire chains and hydraulic jacks.

According to Mr. Jentoft, the trend to the highway-rail type vehicles for transporting maintenance of way employees to trouble spots is in line with Erie-Lackawanna's policy of using the most efficient methods available wherever possible.

"Motor-powered rail cars equipped with small engines were an improvement over the previous back-breaking hand cars," Mr. Jentoft explained. "Today, highways parallel, or are nearby to our tracks over virtually the entire system. Railroad taxes helped build those highways so we might as well utilize them to move our men as quickly as possible to a road crossing close to the trouble spot. When they reach our tracks, the driver simply lowers the wheels and rides the rails a short distance to the assigned area."



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☐ **Railway Signaling**
☐ Other _____

Name _____

RR _____ Job _____

Address _____

City _____ Zone _____ State _____

Losses in the E-L Family

NAME	OCCUPATION	LOCATION	DATE OF DEATH
*Algieri, Joseph	Trackman	New York Div.	12-24-60
*Almony, Thomas Arnold	Agent	Lewis Run, Pa., Bradford Div.	5- 1-61
*Ambuske, Peter Frank	Pipefitter	Salamanca Shop	2-21-61
*Bacher, John (L)	Machinist Helper	Scranton Car Dept.	12-12-60
*Ballucci, Samuel (L)	Laborer	Elmira Enginehouse	12- 3-60
*Barrett, William J. (L)	Electrician Helper	Scranton Diesel Shop	12-26-60
*Bates, Charles William (L)	Trainman	Hoboken, N.J.	1-30-61
*Becker, William H. (L)	Painter	E. Buffalo Car Shop	3-16-61
*Bellam, Clarence Edward	Conductor	Marion Div.	4-15-61
*Bernardo, Nick (L)	Foreman	New York Div.	2-16-61
*Blattman, Albert (L)	Conductor	Hoboken, N.J.	12-19-60
*Bollerer, George Valdin	Pipefitter	Hornell Shop	4- 7-61
*Braisted, Clarence Herbert	Clerk	Hornell Acct. Dept.	5- 2-61
*Bramosini, Crests (L)	Car Oiler	Buffalo Car Shop	3- 7-61
*Brodmerkel, August (L)	Machinist	Kingsland Shops	12-25-60
*Brown, Clarence	Machinist	Trick Hill Shop	5-14-61
*Brown, James (L)	Trimmer	N.Y. Term. Div.	4-19-61
*Brown, Melvin Henry	Car Repairer	Hornell, N.Y.	1-13-61
*Bumbera, George J. (L)	Checker	Hoboken, N.J.	11-21-60
*Burris, James Samuel	Telegrapher	Marion Div.	2-23-61
*Busch, Frederick J. (L)	Switchman	Harrison, N.J.	2- 9-61
*Cameron, Edward C. (L)	Car Repairer	Keyser Valley Shop	1-10-61
*Campbell, Benjamin	Trackman	Delaware Div.	5- 5-61
*Capozzi, Louis	Engine Pumper	Johnsontown, Pa.	1-22-61
*Carpenter, Orran David	Engineer	New York Div.	11-23-60
*Carson, John J. (L)	Telegrapher	Hoboken, N.J.	1-18-61
*Cassidy, George W.	Clerk	New Jersey Piers	1-16-61
*Charles, Jerome Francis (L)	Switchman	Scranton Div.	3-10-61
*Church, John E. (L)	Trainmaster	Hoboken, N.J.	1-29-61
*Coffey, James Augustine	Special Agent	Frt. Claim Dept., N. Y. City	5-13-61
*Cogliser, Ivy M. (L)	Clerk	Acct. Dept., Scranton, Pa.	1-12-61
*Cole, Jacob H.	Loco. Fireman	Port Morris, N.J.	1- 9-61
*Colombo, Vito (L)	Laborer	Hoboken Enginehouse	2- 5-61
*Conlan, James Joseph	Conductor	Buffalo Div.	1-20-61
*Cunningham, John Joseph (L)	Machinist	Scranton Loco. Dept.	5-21-61
*D'Agostino, Louis (L)	Trackman	New York Div.	12- 2-60
*Danaher, Charles (L)	Conductor	Elmira, N.Y.	12-13-60
*Decry, Thomas Francis	Agent	Allegany, N.Y.	2-22-61
*DeSero, Donald	Car Inspector	Hornell Car Shop	12-13-60
*Discini, Serafino	Trackman	New York Div.	3- 9-61
*Draper, Peter Charles	Trackman	Mahoning Div.	2-16-61
*Drozd, John A. (L)	Dockbuilder	Hoboken, N.J.	11-28-60
*Dye, Melvin David	Engineer	Marion Div.	4-18-61
*Ebel, Ewald Herman	Car Repairer Helper	Cleveland, O.	3- 2-61
*Errico, Anthony Samuel	Carpenter	N.Y. Term. Div.	4-25-61
*Evans, Paul S. (L)	Switchman	E. Buffalo, N.Y.	1-18-61
*Fikus, Joseph	Car Repairer	Ferrona Car Shop	11-29-60
*Francis, William A. (L)	Engineer	Scranton, Pa.	1-27-61
*Fusco, Paolo	Trackman	New York Div.	11-25-60
*Ghianni, Buono (L)	Grease Cup Filler	Buffalo Enginehouse	2-20-61
*Hamilton, Grover Cleveland	Engineer	Susquehanna Div.	5- 8-61
*Hartman, Herman Henry	Boilermaker	Hornell Shops	5- 8-61
*Hayes, Joseph J. (L)	Boilermaker Helper	Scranton Enginehouse	1- 7-61
*Higby, Ira John	Machinist	Meadville Shop	4-13-61
*Hoffmann, Arthur Edward	Asst. to General Manager	Jersey City, N.J.	4-30-61
*Holbert, Joseph David	Car Inspector	E. Buffalo, N.Y.	4-30-61
*Hollow, William C. (L)	Car Inspector	Hampton Yard	3- 9-61
*Hoover, William H.	Trackman	Northumberland, Pa.	12-30-60
*Houdek, Frank	Crossing Watchman	Mahoning Div.	11-12-60
*Houk, James	Boilermaker	Marion Roundhouse	3- 8-61
*Houvermale, James Berkeley	Relief Crossing Watchman	Marion Div.	5- 9-61
*Iozia, Angelo	Trackman	New York Div.	Unknown
*Johnson, Andrew J. (L)	Section Foreman	Hoboken, N.J.	12-30-60
*Jones, Andrew M. (L)	Laborer	Buffalo Enginehouse	1- 3-61
*Jones, William Richard	Car Inspector	Akron, O.	12- 5-60
*Kaetzal, Lewis P. (L)	Laborer	Scranton Enginehouse	3- 5-61
*Kavanagh, Arthur Louis	Pass. Conductor	Marion Division	5-12-61
*Keller, Charles Okey	Boilermaker	Marion Shop	5-23-61
*Krack, Gustave (L)	Engineer	Hoboken, N.J.	12-20-60
*Kromer, George Merell (L)	Carpenter	M. of W. Dept., Scranton, Pa.	1-17-61
*Lewis, George Wilford	Material Checker	Mahoning Div.	1-16-61
*Liguori, Alfonso Gerardo	Engineer	New York Div.	5- 2-61
*Loffredo, Samuel (L)	Track Laborer	New York Div.	3-17-61
*Lohsen, John Henry	Switchtender	Croton, N.J.	12- 6-60
*Loughnane, Daniel Joseph	Car Inspector	E. Buffalo Car Shop	2- 9-61
*Lukas, Victor Charles (L)	Mail Handler	Hoboken, N.J.	4- 5-61
*Lysiak, George Edward	Car Inspector	Port Jervis, N.Y.	5-17-61
*Mackovick, John	Maintainer	Mahoning Div.	4- 9-61
*Magee, Samuel	Car Inspector & Repairer	Avon, N.Y.	11- 9-60
*Malandra, Vincent James (L)	Fire Cleaner & Eng. Wiper	Elmira, N.Y.	8-22-61
*Malone, Henry Harold	Asst. Agent	Jersey City, N.J.	5- 7-61
*Manry, Bert Allen	Engineer	Allegany Div.	4-17-61
*Maxwell, Lester Park	Fuel Accountant	Aud. of Disbursements, Clove.	2-20-61
*McCannon, Harry Everett	Engineer	Susquehanna Div.	11-19-60
*McQuate, John Henry	Crossing Watchman	Kent Div.	2-12-61
*Mikula, Andrew	Car Repairer	Susquehanna, Pa.	11-18-60
*Milanese, Michael Angelo	Machinist Helper	Hornell Shops	5-21-61
*Miller, Ray	Yard Brakeman	Marion Div.	1-30-61
*Mlincher, Andrew W. (L)	Machinist Helper	Scranton Loco. Dept.	5-18-61
*Mohwinkel, Herman John (L)	Car Inspector	Hoboken, N.J.	12- 4-60
*Moran, Michael Joseph	Blacksmith	Jersey City Shop	4-20-61
*Morgan, William B. (L)	Towerman	Scranton, Pa.	1-24-61
*Murphy, John Dominick	Oiler	Marine Dept.	2-18-61
*Murphy, Richard Long	Asst. Gen. Frt. Agent	Cincinnati, O.	3-23-61
*Myers, William O. (L)	Loco. Engineer	Hoboken, N.J.	1- 3-61
*Natold, Paul Alvin	Machinist	Meadville Shop	5- 9-61
*Nichols, Earl Stephen	Yd. Brakeman	New York Div.	1- 3-61
*Novak, Andrew (L)	Car Oiler	E. Buffalo, N.Y.	3-17-61
*Ofiara, George	Pipefitter Helper	Marine Dept.	12-24-60
*O'Neil, John H. (L)	Loco. Engineer	Syracuse, N.Y.	2-13-61
*O'Shea, John B. (L)	Trainman	Washington, N.J.	3- 3-61
*Palmer, John Augustine	Machinist Helper	Jersey City Shop	4-26-61
*Pickett, Mary S. (L)	Clerk	Acct. Dept., Scranton, Pa.	1-30-61
*Pisko, John (L)	Gateman	Scranton, Pa.	1-17-61
*Pokominski, Kusiel (L)	Car Inspector	Hoboken, N.J.	14- 9-61
*Porter, John Lucious	Trackman	Meadville Div.	4-21-61
*Potocki, Wojcich (L)	Machinist	Utica Enginehouse	1-27-61

Golf Tournament Set July 29; Entries Needed

FINAL plans have been completed for the 6th Annual E-L Golf Tournament to be held July 29 and 30 at Possum Run Golf Course, Mansfield, Ohio. Applications have been mailed to all Ticket Agents on the E-L, members of the System Committee and Division Sales Managers. Requests for applications should be sent to R. W. Neiderhauser, Diesel Shop, Marion, Ohio.

Losses in the E-L Family (continued)

NAME	OCCUPATION	LOCATION	DATE OF DEATH
*Quain, Edward Matthew	Car Repairer	Hornell, N.Y.	2- 1-61
*Rautenstra, George A. (L)	Painter	Brighton Marine Repair Yard	12- 8-60
*Renkert, Howard E. (L)	Electrician	Electrical Dept., Hoboken, N.J.	3- 1-61
*Roark, Francis J. (L)	Train Dispatcher	Scranton, Pa.	3- 8-61
*Robacker, Edgar L. (L)	Signal Maintainer	Scranton, Pa.	12-30-60
*Rodgers, Archie Benton	Operator	Mahoning Div.	12-12-60
*Rose, Thomas I. (L)	Machinist	Scranton Loco. Dept.	12- 5-60
*Ross, James Harvey	Loco. Engineer	Meadville Div.	1-25-61
Rossi, Vincent	Trackman	New York Div.	5-16-61
*Ruger, Henry W. (L)	Claims Investigator	Scranton, Pa.	2-21-61
*Rupp, Raymond Paul	Rd. Conductor	Mahoning Div.	4-27-61
*Rybarczyk, Joseph	Boilermaker	Buffalo Shop	3-10-61
*Sanderson, Frederick B. (L)	Car Inspector	Morristown, N.J.	12- 6-60
Schultz, John Richard	Sales Representative	Philadelphia, Pa.	4-15-61
*Schwartz, Mathias H. (L)	Painter	B&B Dept., Buffalo, N.Y.	2- 1-61
*Seaman, Edward James	Conductor	Susquehanna Div.	2-11-61
*Seipher, Joseph	Laborer	Buffalo Shop	1-19-61
*Shaffer, Randolph C. (L)	Signal Supervisor	Buffalo, N.Y.	10- 6-60
*Shorts, George Albert	Electrician Helper	Hornell Shop	4- 7-61
*Shublskl, Kate	Coach Cleaner	Jersey City Pass. Car Dept.	4-29-61
*Shuler, Frederick James	Operator	Susquehanna Div.	12-29-60
*Sloan, Hugh Thorne	Operator-Clerk	Transportation Dept., Cleveland	2-14-61
*Smith William	Laborer	Buffalo Shop	5-13-61
*Spada Peter L. (L)	Baggage Porter	Hoboken, N.J.	12-22-60
"Stauffer, Andrew Kinzua, St.	Gen. Bridge Inspector	Dept. of Structures	4- 8-61
*Stickler, Aaron	Foreman	Huntington Frt. House	4-20-61
*Taraboch, John N. (L)	Bargeman	Marine Dept.	1- 4-61
*Taranto, Leo (L)	Laborer	Brighton Marine Repair Yard	12-11-60
*Terwilliger, Arthur	Tugboat Captain	Marine Dept.	12-15-60
Thomas, Mack (L)	Mail Handler	Hoboken, N.J.	4- 6-61
*Thomsen, Hans A. (L)	Carpenter	Brighton Marine Repair Yard	2-11-61
*Timlin, Thomas James	Yd. Brakeman	Youngstown, O.	4-18-61
*Townsend, Charles Albert	Conductor	Susquehanna Div.	2-27-61
*Tripp, Harvey C.	Trainman	Meadville Div.	1-29-61
*Trouwborst, Gerardus C. (L)	Painter	Hoboken Car Dept.	12-26-60
*Tsitsigos, Gus John	Crossing Watchman	Kent Div.	1-25-61
*Turczynski, Michael	Car Repairer	Jersey City Car Dept.	5-14-61
*Van Duynne, Frank Allen	Engineer	New York Div.	3-12-61
*Vegrazyn, Martin M. (L)	Laborer	Scranton Enginehouse	3- 2-61
*Viserto, Joseph	Pumper	Port Jervis Shop	4-22-61
*Wambold, Richard E. (L)	Switchman	E. Buffalo, N.Y.	1-10-61
*Ward, Charles F., Sr. (L)	Switchman	Hoboken, N.J.	1-11-61
*Warnecke, Otto H. (L)	Loco. Engineer	Hoboken, N.J.	1- 8-61
*Watt, James Francis	Pipefitter Welder	Hornell Back Shop	5- 1-01
*White, Earl Charles	Signal Maintainer	New York Div.	3-10-61
*White, Joseph Francis	Car Inspector	Susquehanna Car Shop	4-18-61
*Williams, Noah C.	Toolroom Attendant	Marion Shop	11-24-60
*Wright, Harvey Ward	Tinsmith	Dunmore Car Shop	1- 2-61
*Yocum, Roland Asa	Car Repairer Helper	Meadville, Pa.	11-20-60
*Zeek, Raymond C. (L)	Towerman	Hoboken, N.J.	12- 3-60
*Retired.			

Frozen Foods...

(Story begins on page 6)

permit passage to and from the freezer area without opening or closing doors. Pumps circulate a warm anti-freeze solution through coils under the freezer floor to prevent the ground from freezing and causing damage to the floor.

Merchants Refrigerating Co. operates ten other refrigerated warehouses. In the Erie-Lackawanna area are installations in New York City, Buffalo, Jersey City and Newark. Other plants are located at Hopkins, Minn.; Vinita Park, Mo.; Modesto, Santa Clara and Salinas, Calif.

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Helpful secrets in the art of selling

EVERYBODY SELL!

by Wilferd A. Peterson

When everybody sells, goods, services and ideas move faster, and prosperity is achieved.

Selling is not limited to people called salesmen, for we all have something to sell, and that includes *you!*

When everybody sells we create a mental and emotional climate of friendliness and good will that makes buying a joyous, happy adventure.

Customers are won and held through a multitude of acts and attitudes. Here are some of the things that represent the art of selling at its best:

Courteous words *instead of sharp retorts.*

Smiles *instead of blank looks.*

Enthusiasm *instead of dullness.*

Response *instead of indifference.*

Warmth *instead of coldness.*

Understanding *instead of the closed mind.*

Attention *instead of neglect.*

Patience *instead of irritation.*

Sincerity *instead of sham.*

Consideration *instead of annoyance.*

Remembering people *instead of forgetting them.*

Facts *instead of arguments.*

Creative ideas *instead of the humdrum.*

Helpfulness *instead of hindrance.*

Giving *instead of getting.*

Action *instead of delay.*

Appreciation *instead of apathy.*

Everyone selling together blends hearts and minds and spirits, as the musicians in an orchestra harmonize musical tones, to create a mighty symphony of prosperity.

Let's earn more business by deserving the business we have.

Let's roll out the red carpet for the most important person in the world . . . the customer.

Let's everybody sell!

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Employees can apply these suggestions in helping to sell the services of

Erie.Lackawanna *Railroad Company*
The Friendly Service Route

