



*Bill Carlson, Chief Mechanical Officer,
Is the First Man to Greet You From the
New Century.*



MAY/JUNE, 1963

ERIE-LACKAWANNA



AT the annual meeting of Erie-Lackawanna shareowners held in April, I told the group that there was nothing basically wrong with our railroad that couldn't be cured by having more dollars come in that will produce net income. The big problem is how to get this additional revenue.

Three basic ingredients are involved: Service, salesmanship, and pricing. We can and are doing something about the first two. Our service performance has improved now that the severe winter weather is behind us and the service interruptions we experienced during the construction of the new electronic yard at Buffalo is being overcome. As to salesmanship, our sales force ranks with the best in the industry. I am confident they have the ability and the enthusiasm to sell the service our operating employees produce.

But the third item, the matter of pricing, or establishing of rates, is largely beyond our control because of government regulation; yet this is the element that determines the volume of traffic the railroads are able to get.

At the present time, however, we have a great opportunity to bring about a change in this policy. Legislation is currently being considered by Congressional committees that would extend to the railroads some of the competitive freedom already enjoyed by trucks and barge lines; namely, the right to lower freight rates on agricultural products and bulk commodities without government approval. Bills S.1061 and H.R.4700 are designed to do this and have the endorsement of President Kennedy.

Here is a chance to help ourselves. Employees can help by urging their representatives in Congress to vote favorably on this legislation. I hope you will do so promptly, because passage of these bills will mark the beginning of a new era of hope for the railroads and lower costs for the public.

THERE are two ways of looking at the powerful, new, 2400 horsepower diesel locomotives that have just begun to grind out the freight-service miles along our main-line: You can see them through the expert eyes of the men who run them and care for them, or you can join the majority and see them as a layman, who doesn't know what makes them tick, but who can, nevertheless, appreciate surging power and brute force and the excitement of brand new motive power—the first for us since 1956.

Built by Alco, the Century 424 models are the newest thing on American rails and, according to the builder, will "afford the most versatile motive power at the lowest operating costs in the industry."

The 15 new units replace 36 older locomotives of 1350 HP each, built in 1944.

In making the announcement about the nearly \$3 million investment in this new motive power, President McInnes said: "The smaller number of these high-horsepower, modern-design locomotives will enable us to operate longer distances with fewer terminal handlings and service requirements than with the

(Please turn to page 15)

DOLLAR FIGURES

For Three Months Ended:

March 31, 1963:

Received \$50,722,334

Spent 57,396,863

Net Loss \$ 6,674,529

March 31, 1962:

Received \$53,730,067

Spent 58,682,905

Net Loss \$ 4,952,838

ERIE-LACKAWANNA RAILROAD MAGAZINE

America's First Railroad Magazine—Our 59th Year

May/June, 1963

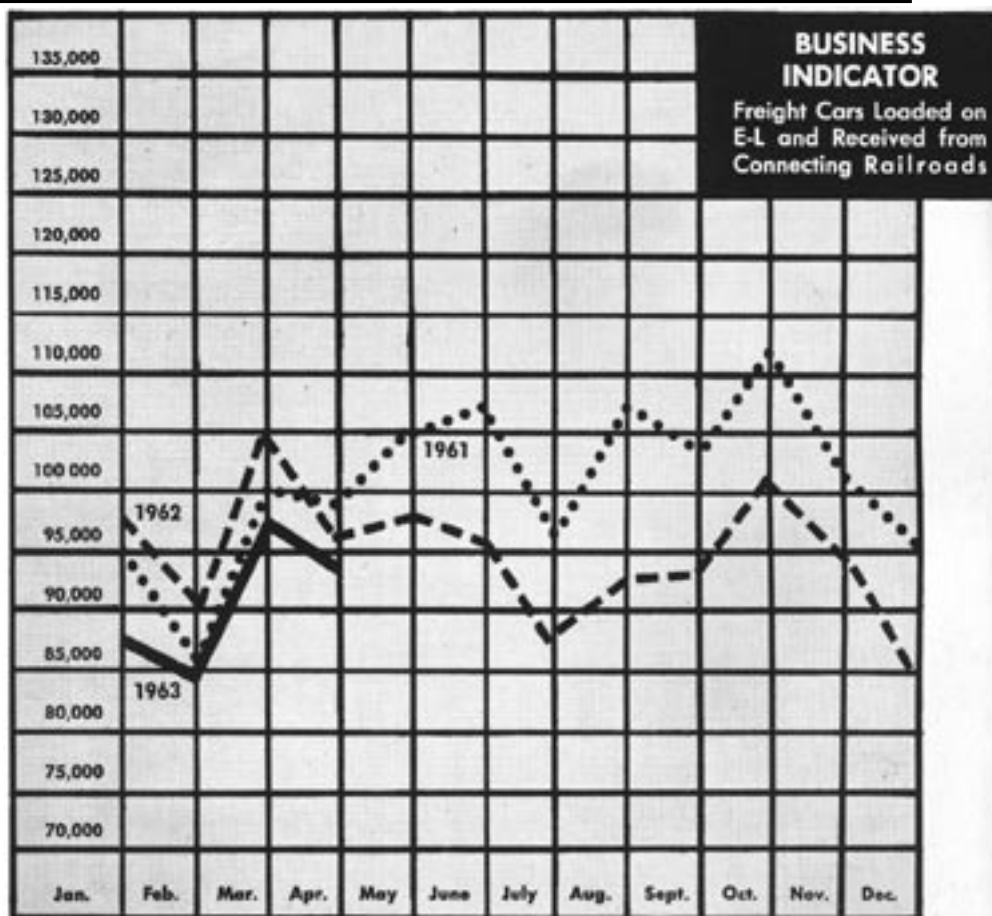
Vol. 59, No. 3

George C. Frank Asst. to President

Bruce A. Wilson Associate Editor

John F. Long Photo.-Reporter

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TWO identical bills are now pending before the 88th Congress: S. 1061 and HR. 4700. We call them the Fair Competition bills, because that is just what they will accomplish when they are passed into law—they'll put good, old-fashioned, fair competition back to work in the transportation industry. Their enactment is urgent and vital to the future of our company and our industry, and we need the support of every single employee toward that end. More about that later, but first, a few questions and answers to bring you up to date:

QUESTION: What will this legislation do?

ANSWER: It will give all carriers the right to lower freight rates without government approval when they carry agricultural products and bulk commodities.

Truckers now have this right when hauling agricultural products, and barge-lines have this right when carrying bulk commodities such as grain and petroleum—but railroads do not have this right!

S. 1061 and HR. 4700 would simply extend to railroads some of the competitive freedom already enjoyed by trucks and barges.

QUESTION: What would the Fair Competition bills mean to the public?

ANSWER: While nearly all industries are under pressure to raise prices the railroads want the freedom to lower them.

Transportation accounts for about 10% of the cost of doing business today; naturally, if we could lower our prices it would be a direct benefit to those who buy the transportation and, in turn, to those who buy the products.

QUESTION: How did unequal competition ever get started?

ANSWER: Basically from the failure of transportation laws to keep pace with transportation growth.

Controls over the railroads date back to the founding of the I. C. C. in 1887. Since that time there has been vast growth in the modes of transportation and in the technology of transportation, but not in the regulation of transportation.

QUESTION: But why make such a fuss about lowering rates?

ANSWER: This is the really weird part of the problem? The government and the public all want lower prices, yet in our industry lopsided laws have made transportation competition a one-way street. Others can wheel and deal in the market place, but when the railroads try to get into the act somebody invariably blows the whistle on them.

This business of fair competition and lower prices is very much akin to what Mark Twain said about the weather: "Everybody talks about it, but nobody does anything about it."

QUESTION: Who is in favor of fair competition legislation?

ANSWER: Only the President of the United States, shippers, farmers, food processors, housewives with ever-mounting food bills, and railroaders who want to protect the future of their companies and their jobs. That's all.

QUESTION: Who opposes fair competition?

ANSWER: It should be fairly obvious that truckers and barge operators, who might have to scramble to prove that theirs is the better way, would be the first to oppose this legislation.

Since World War II, barge-line freight volume has increased four times, and intercity truck traffic has increased nearly three times. You can't really blame them for not wanting to lose their competitive advantage, but if they are really convinced that theirs is the better way then they shouldn't be afraid of a little honest competition.

QUESTION: Why not do it the other way—regulate everybody and exempt no one?

ANSWER: That is exactly what the truck and barge men claim to want, but few of our thinking citizens will be misled by that tack when we know that too much regulation is the enervating disease of our industry or of any industry.

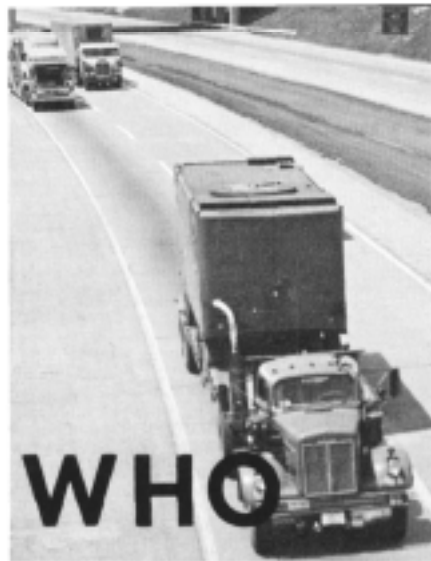
Heaping on more regulation makes about as much sense as trying to frighten a tiger to death by throwing your gun at him.

QUESTION: But if we remove regulation, won't the railroads become a monopoly again?

ANSWER: The shadow of that bogeyman has been hanging around railroads since the 19th Century, when railroads did have things pretty much their own way. Sure, there were abuses, but the railroads were powerful simply because at the time there was no other way to do the job of making this country grow beyond the edge of the forest.

It's quite a different story today.

(Please turn to page 14)



WANTS



FAIR



COMPETITION?



TOMMY GIBBONS, yardmaster at Ferrona Yard, says: "There's no secret to good customer relations; it all depends upon good service."



KEN SHERIDAN, relief yardmaster, says: "Sure, we get excellent cooperation from the men under our supervision. How? By being good and square with 'em."



THERE ARE 3 "C's" IN "SERVICE"

SEVERAL weeks ago we were sitting in Fred Bennett's office in Sharon, Pa. Mr. Bennett is vice president and general traffic manager for Sharon Steel Corporation, and we were getting his views on salesmen—"The Men Who Bring Us Pay. days." The conversation turned, naturally, to service, and Mr. Bennett said: "With your local people in Sharon, we just don't have any service problems; Your Tommy Gibbons and his crews are remarkable workers!"

Tommy is yardmaster at our Ferrona Yard in Sharon, and since service is the only thing our company has to sell, we felt that such high praise deserved looking into. So we went to Ferrona Yard to find out how Tommy Gibbons and his office and yard forces do it. Then the idea began to spread.

We knew that there were lots of E-L people who feel that service is important, and so we covered the entire line—from New York City to Chicago—and we asked some folks: "How does your job affect the kind of service we give our customers?" Their answers are here for you to see, and if you haven't done it already, maybe you ought to examine your own work and determine your

own "Service Potential."

Tom Gibbons says: "Service is the only thing we have to give 'em, but the yardmaster is not in this alone. About 75% of our success depends upon the kind of cooperation we get from our crews and from the other departments with which we deal.

"One thing we insist upon is absolute courtesy in any contacts with our customers, and that goes for personal, as well as telephone contacts."

There you have two of the "C's" in Service—Cooperation and Courtesy. The third one is Caring.

You've got to be concerned with your job and care about the company's relationships with its customers; you've got to care about the people working for you and with you, and you've got to care about the customer's personal feelings and his company's problems.

If you put all three "C's" in your own brand of service, what will you have?

Good Service?

Nope.

Better Service?

Perhaps.

Best Service?

You bet! That's what we want for our customers: The Very Best Service!

M. A. O'NEILL (lower corner) is chief clerk at Ferrona yard. He has **43** years of service, and added to Tom's **40** and Ken's **38**, that makes **721** years of experience in the art of service!



Tommy turns the yard over to second trick yardmaster **BERNIE CONWAY**. Between these two fellows and their crews, an awful lot of E-L friends are kept mighty happy.

Of Ferrona's 70 'round-the-clock yard crews we were able to grab a shot of only one. From the left with Tommy are: **STEVE PATTYANYI**, **STEVE BIROS**, **RUSS TAMPLIN**, **BOB DAVIS ZEIGER**.



MARY KAY PAGE, stenographer, Chicago: "The letters we send represent our company; a sloppy letter means sloppy service as far as customers are concerned. Neatness and accuracy are my contributions to better service."



CHARLES DENZ, acting I.B.M. supervisor, Bison Yard, Buffalo: "With all this great new equipment, I can give our customers good service by seeing that they get fast, accurate records of car movements."



HAROLD KEELER, chief clerk to asst. vice president, Chicago: "Good telephone manners are important. When a customer calls, it's because he wants answers in a hurry; that's our better-service contribution."



ED SPITZER (left), chief clerk, 14th St. Freight Office, Chicago: "Communication and cooperation are our watchwords. If we have trouble with a train, it helps us to satisfy the customer when points along the line have kept us informed." Boss GEORGE SHERIDAN, freight agent, agrees and adds: "All employees can make a contribution by submitting ideas for new and better service."



ANGELO IAMUNDO, baggage agent, Hoboken: "My job is most important to our traveling customers as they depend on me for accurate and efficient checking of their baggage; proper handling of lost-and-found items is another important good-service item."



JOHN LEMONS, train porter, has developed his good-service habits during 43 years of good service: "Continuous service is the important thing—not just at the beginning and end of the trip. I want my passengers to remember a happy, pleasant journey."

MORE "BETTER-SERVICE PEOPLE ON PAGE 12



THOMAS A. DEVANEY, ferry boat captain, N.Y. Harbor: "Being responsible for 8,000 passengers during our ten-hour watch is a full-time job. The crew and I can serve our customers best by keeping the boat in first-class condition, and by attending to our jobs every split second we are on duty."



A TRAIN of auto racks started a train of thought in the mind of one of our valued patrons. Mr. Eugene L. O'Meara, Jr., president of the Harbison Carborundum Company of Falconer, N.Y., is a good friend of Erie-Lackawanna; all the raw materials needed to manufacture refractories are moved into his plant via our line, and most of the finished products are billed out by our agent at Jarnestown.

Driving between his plant and his home, Mr. O'Meara passes a stretch of our track. One afternoon he pulled off the road to watch a train of automobile carriers on piggyback flat cars speed by. A rough count indicated that there were about eighty of those cars in the train, each car loaded with twelve automobiles. The market value of the load would be approximately three million dollars.

Since he is a man who thinks about what he sees, Mr. O'Meara was impressed by the train load of automobiles, and its effect upon passing motorists. Here was three

million dollars in merchandise flashing by in three minutes, and everyone took it for granted. These automobiles were not playthings for the wealthy, nor were they the property of the privileged. They were consigned to Mr. Average American, who was waiting at the end of the line with money in his hand to pay for them. Here was American economy and social philosophy in operation.

This seemed to Mr. O'Meara a picture worth putting to work. He decided to carry his movie camera in his car so that he could get a color picture of the train load of automobiles going down the line. It is a view of America he would like to show to buyers who come to his plant from Europe, Asia, Africa, and South America. Here is a graphic glimpse of democracy, of working capital and working men joining forces to reach a high standard of living.

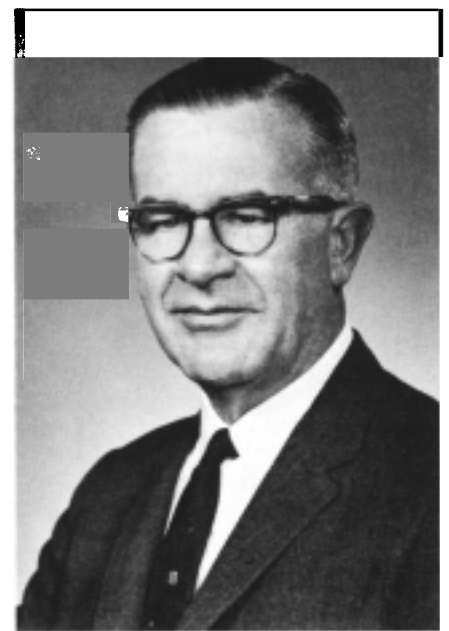
It is interesting to see our work from the viewpoint of someone who is not a railroader. It should prompt us to step back and take a fresh look at the past, present, and future of our industry. Sometimes we look at our problems so closely that they tend to get out of focus. Our present condition is surely cause for concern, but if we look back into our history we will find that we have lived through the panics of the early years, the depression of the thirties, and the recession of the fifties. We survived all of them, and in every case we came through better able to serve the public. There is no reason why we should not look to the future with confidence.

Piggyback traffic, which began as a trickle and has grown to a steady

flow, is a new form of service and a new source of revenue. It has grown through the combined efforts and know-how of our traffic, operating, and engineering forces. It is the result of research, trial and error, fresh viewpoints, and a lot of plain hard work. But it all started with an idea, and no one has a monopoly on ideas. Perhaps you have one that can start as a train of thought and continue as a train of action that will bring us new traffic, new methods, or new service that we can offer to the public in exchange for a greater share of the transportation dollar.

The track is clear and the signals are green. Let us know when your train gets underway.

John S. Miller

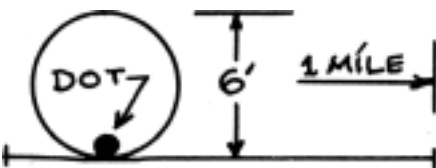


MR. E. L. O'MEARA, JR.

ANOTHER ONE FOR THE PUZZLEBUGS

Here's one we'll bet will bring the post cards pouring in.

Boomer Bill, standing beside his engine, noticed a white dot on the rim of one of the six-foot drivers. He got to wondering: How far will



that dot travel when the locomotive travels one mile?

Old Boomer was a great engineer, but he sure wasn't a mathematician! Can you help him out? We'll give you three hints: (1) the dot won't travel the same distance as the locomotive; (2) it won't even travel the same distance as the wheel; (3) if you have a teenager studying trigonometry, better ask him for help. If you and your kids get stuck, send us a card and we'll bail you out.

"Few people can get to the top, but some do a job below the top that is so essential to the success of the organization that they can hold their heads as high as anybody."


William Feather

Father: "Here's the final instalment on the baby furniture."

Clerk: "Fine! How's the little fellow coming along?"

Father: "Just great. He made Phi Beta Kappa and graduated Cum laude."

DIVOT DIGGERS WARM UP FOR JULY TOURNAMENT

 AKLAND Beach Golf Course, a beautiful, 18-hole spread, will be the site of '63's E-L System Golf Tournament. The course is on the east side of Conneaut lake, approximately 8 miles west of Meadville, Pa.

Club house and locker room facilities will be available, and there will be refreshments, either at the club or in nearby hotels and restaurants.

The dates? July 27th and 28th, and the fee will be five bucks, which will cover green fees for the tournament, prizes, and administration expenses.

Entry blanks have already gone out. Better get yours in now.

WE'LL FIX 'EM UP, PAINT 'EM UP, AND THEN FILL EM UP!



This is one of the coaches that carry the people on happy trips along our line.



These are the men who took the seats from out of the coaches that carry the people on happy trips along our line.

Steve Derenick — Michael Fisher



This the man who cut the cloth to cover the seats that came from the coaches that carry the people on happy trips along our line.

Charles Lemanowicz



This the fellow who sewed the cloth that was cut to cover the seats that were taken from out of the coaches that carry the people on happy trips along our line.

Donato Pace

WHEN summer travelers begin to head for the rails in force, we'll be ready for them, because Erie-Lackawanna has started a program of upgrading its main line passenger coaches.

The program is already under way at our car shops in Hoboken, and three reconditioned coaches, which got the A-1 treatment shown in our pictures, are now in service, two are presently in the shop, and there'll be more to follow.

All seats are being removed and reupholstered, interiors are being painted, and floors are being retiled. Lighting, plumbing, and air conditioning systems are being reconditioned, and, of course, the coaches and washrooms are getting a thorough cleaning.

The number of cars that will be reconditioned is not definite, but the program will last several months.



These are the men who fastened the cloth that was cut and sewed to cover the seats that came from the coaches that carry the people on happy trips along our line.

Chester Bonczek — Joseph Bonczek



This is the man who painted the cars as the cloth that was cut and sewed to shape was put on the seats that came from the coaches that carry the people on happy trips along our line.

Joseph McCann



This is the man who fixed the shades for the windows in the painted walls while the cloth that was cut and sewed to shape was put on the seats that came from the coaches that carry the people on happy trips along our line.

Charles Lemanowicz



This is the man who fixed the sinks to go with the shades and the painted walls and the seats that were covered with cloth and foam in the sparkling coaches that carry the people on happy trips along our line.

Louis DeNeo



This is the man who fixed the lights so passengers can see the bright new things like sinks and shades and painted walls, and seats that were covered with foam and cloth that was cut and sewed to put in the coaches that carry the people on happy trips along our line.

Charles A. Cavallo



These are the men who fixed the motors that air-condition the brightly-lighted, shiny coaches with their new shades and painted walls (and the seats all covered with foam and cloth) that carry the people on happy trips along our line.

Joseph Quatrocchi — Thomas Mullins



These are the men who bossed the job of fixing the motors and lights and sinks and window shades and painted walls (and new-tiled floors) and cutting and sewing the cloth that covers the seats for all the coaches that carry the people on happy trips along our line.

Nicholas Checki — Thomas Maszalec



THE LONG AND THE SHORT OF IT...

...is that
the Vets had a
bang-up time at
their Prexy's
installation!



The '63 officers gathered around to watch ex-prexy Jack Hazzard turn the gavel over to new president Leo Driscoll. From left: L. P. Johnson, treas.; L. H. Arold, Fin. Secy.; L. E. Berry, 2nd VP; Mrs. Leo Driscoll; President Driscoll; Hazzard; F. J. Reichardt, Rec. Secy.; F. P. Belling, director social act; and D. L. Sabatelle, 1st V.P.



President Leo Driscoll was sworn into office by Ed McCue. Best caption for this picture came from Driscoll, who penciled on the back of the photo: "Truly a couple of noblemen!"



April 27th, night of Dad's installation as president of Erie-Lackawanna Railroad Veterans Association, was a special occasion for the Driscolls. On hand were (from left) daughter-in-law and son, Mr. and Mrs. James N. Driscoll; Leo's wife and, to Leo's left, daughter-in-law and son, Mr. and Mrs. John K. Driscoll.

The invocation was asked by the Rt. Rev. Monsignor James F. Murphy, here being greeted by President McInnes, R. H. Hahn (L), and E.J. Robish (R). Mr. McInnes was principal speaker at the installation.





Hostesses for the Veterans' gala were, from the left: Mrs. F. C. Main, Mrs. F. J. McMahon, Mrs. R. J. Meek, Mrs. H. A. Hall, Miss Catherine Holzback, Miss Betty Tarkins, Miss Agnes Gabler, Miss Carolyn Horvat, Mrs. Kathryn Hoover, Mrs. J. Y. Robinson, and Mrs. A. J. Pierce.



These festive folks from the Youngstown area were right at home at the Pick-Ohio Hotel, Youngstown headquarters for the installation.



We can't tell you what E. J. Robisch said, because we don't know, but it surely got a laugh from Mrs. Claude Lauer (with hubby in the background), Mrs. Robisch, Antoinette Geerinck, Mary Quinn, May Mallory, and Verona McDowell.



The Cleveland contingent didn't have far to travel, but they went en masse to Youngstown to pay homage to '63 president Driscoll. Also present, but not shown because he was busy taking the pictures, was Cleveland Vet and Magazine photographer, John Long.

Claude Lauer, Bill Schorr, Lloyd Carter, and James Cross, all of Youngstown, took time out for a chat and a snapshot.

May/June. 1963





18th ANNUAL BOWLING TOURNEY IS HISTORY NOW



Jan, Laurie, Pam, Bobbie, and John Bielski were daddy Stan's (Cleve.) personal cheering section, but could not bring him in a winner.

Talk about service! Burrnell Auchter, Greenville, got tender loving care from niece Lorrie King.



When Jimmy Laggan, Jr., Cleve., made the once-in-a-lifetime 4-7-9-10 split, scorekeeper, Mrs. Barber, said "It's the first I've ever seen!"



Tony Valella, Youngstown, blasted a 713 series to capture kudos in the High Singles event.

'63 Team Champs are Marion's "Made Up 5." With scorekeeper Carole Whitfield are: L to R — Tiny Morrison, Gene Norris, Jon Jones, Mel Cole, and Jack Parish.



Double trouble for the rest of the field were Bryan Webster and partner Szabo, Cleve., who took the Doubles crown with 1353 pins.

All-Events victor was Bob Mitchell, Marion, with a soaring 1953 pins.



THAT'S YOUR DOUGH!

EDITOR'S NOTE: This article by Howard Preston of the Cleveland Plain Dealer gets right to the point of a subject dear to our heart. Next time somebody tries to tell you about "federal funds," give him the message.

OF ALL the lost causes I have pushed, I think none is recalled more often than the unsuccessful attempt to do away with the expressions "at government expense" or "paid for by federal funds" and similar phrases.

Scarcely a day passes but what the newspapers report on some project which the "government will pay for." Quite often a politician will explain gleefully to his constituents how he has saved them money. The new bridge or highway or municipal building or what-have-you will not, says the politician, cost his beloved taxpayers anything but a simple fee.

"The big expense," he tells the audience, "will be taken care of by federal funds."

Now, except for their own contribution through personal tax, politicians don't spend their own money. When the President or the Congress approves a gift or a loan of mil-

lions or billions of dollars, inside the country or outside, the money being spent doesn't belong to them. It isn't President Kennedy's money that's being spent, any more than it was President Eisenhower's money or President Truman's money or George Marshall's money under the Marshall Plan.

This money is taxpayers' money, it is your money and mine, and for a long time I have scorched with a slow burn when the loot is referred to as government money.

The implication is when there is a joint financing of some project, any part contributed by the federal government is "found" money. As long as "federal funds" are used, nobody has to pay.

It seems to me it is about time somebody put to use the known facts of financial life the most prominent being that there are no such things as federal funds in the sense the government owns money. The government doesn't earn a dime unless you include some of the unintentional profits it makes from its intrusion into business.

Because of this, I have suggested more than once that the phrase "federal funds" be changed to "tax-

payers' money." Instead of accepting a statement that the United States government is spending \$500,000,000 for development of a river in South America, I think the American Society of Newspaper Editors ought to agree to print such items as follows: "The taxpayers of the United States today sent, etc. . . ."

Instead of telling how the federal government is paying for some new buildings in Catchall, Kansas, through generous loans at low rates, the item ought to read "The tax-paying citizens of 50 states today chipped in \$43,000,000 so that the people of Catchall could have a new downtown development."

In the first place, I think the people who come up with the scratch, not the gents who spend it, should get proper credit. In the second place, drumming home the point, day after day, that there are no "federal" funds but only taxpaying citizens' contributions might cause more people to zipper up the national purse strings. At least, it might get recognition abroad for the hard-working folks who make it possible for our agents to play Santa Claus.

Federal Funds? Nuts. That's our dough.

BUSINESSMEN are constantly being asked to serve on some committee or another and usually their "pay" is experience and personal satisfaction. John F. Murray, chief claim agent for our company, found however, that there could be other rewards.

Mr. Murray served, during 1962, as chairman of the General Claims Division, Association of American Railroads and, as part of his duties, he and Mrs. Murray attended the committee's annual meeting in Louisville, Ky. The Murrays went to Louisville as Mr. and Mrs., but they came home as the Colonel and his Lady, for John was commissioned a genuine Kentucky Colonel by Kentucky Governor Bert Combs. Then the Mayor of Louisville made him one of that City's Ambassadors of Good Will and gave him the Key to the City.

Pretty good loot, eh, for a lil ol' Yankee Boy?

In addition, the AAR recognized Mr. Murray's "Distinguished Service" by presenting him a handsome bronze plaque.

THAT'S "COLONEL" MURRAY, SIR!



John F. Murray



WARREN G. BARBER, Asst. to Director of Research, Cleve.
WILBUR J. BETZ, Superintendent, Kent-Marion Div., Marion
CHESTER D. CARNES, Freight Agent, Akron-Barberton
R. A. CARROLL, Asst. Dir. Labor Relations, Cleveland
JOSEPH R. CUBBY, Agent, Duane St. Sta., New York City
JOSEPH R. DALEY, Road Foreman of Engines, Buffalo
WALTER J. DENZER, Marketing Rep., Research Dept., Cleveland
VALENTINE J. DERNER, Asst. Superintendent of lighterage, New York
W. B. DUGGAN, Car Distributor, Salamanca
R. B. GARDNER, Agent-Genl. Yardmaster, Salamanca
P. W. JOHNSTON, JR., Dir of Piggyback, Cleveland
ROBERT A. JOHNSON, Dist. Passenger Sales Mgr., Chicago
JOSEPH E. KEENAN, Asst. Comptroller, Cleveland
HUBERT A. KELLY, Communications Supervisor, Huntington
BENJAMIN F. LEAH, Agent, 28th St. Station, New York
JOSEPH A. MICKUNAS, Genl. Yardmaster, Kent
RANDAL R. MOCKLAR, Marketing Rep., Research Dept., Cleveland
FRANCIS E. NAVIN, Superintendent, Mahoning Div., Youngstown

**SOME MORE
"BETTER-SERVICE PEOPLE"
WHO KNOW THERE ARE
3C's IN SERVICE**

(Continued from page 5)



DANIEL P. HEALY, ticket stockman, Hoboken: "It is most important that I fill agents' ticket orders promptly and accurately. After all, good service starts with having the proper ticket to sell; passengers really burn when they get on a train and find they've been sold the wrong ticket!"



CATHERINE V. KEYES, industrial development, Hoboken: "My good-service is keeping industry aware of good industrial sites along our line. I make it a point to see that these potential customers get good, courteous, and efficient assistance for all their needs."



JOHN MOONEY, steel worker, Jersey City: "My job is to see that bridges and structures are kept in safe operating condition, and I can serve our patrons by going beyond the blueprints to search out hidden defects. That way I help assure safe train operation."

"OUR JOB:—Safe and Efficient Transportation"

Fred Diegel



FRED DIEGTEL, who had been assistant vice president - labor relations for our company, is now Erie-Lackawanna's vice president - operations, having been elected to that position by the board of directors at their meeting on April 9.

Mr. Diegtel entered his new position with a rich background of nearly 41 years of service, all of it—until the time of merger—with the former DL&W, where he served, just prior to merger, as assistant operating vice president.

But in addition to experience and “know-how,” Mr. Diegtel also began his current assignment with an exciting and refreshing “Go!” philosophy, which he expresses, in part, this way:

"We must keep abreast of the market to retain our present customers and attract new business. Our methods of operation must be flexible, enough and changed as necessary to meet market demands and obtain compensatory traffic. This requires more efficient yard handling, proper train classification, elimination of 'unnecessary intermediate yard handling or delay and deployment of our work forces and equipment to insure the best possible overall service."

We know that Fred Diegtel will have the cooperation and support of every employee, toward the end that Erie-Lackawanna may move ahead to a bigger, brighter tomorrow.

THERE IS A WAY YOU CAN HELP GET BUSINESS!

Fill in, clip, and mail this coupon to the undersigned, so that your sales and service representative may contact prospective customers.

H. C. Schmidt
Vice President-Sales
Erie-Lackawanna RR
Midland Building
Cleveland 15, Ohio

PROSPECT NAME

ADDRESS

CITY STATE

: Passenger ☐

check one : Freight ☐

: Plant location ☐



IT'S time to Underwrite Your Country's Might." It's time to invest in America and, by so doing, to invest in your own future and the future of your family.

Early in the year, American railroads, through the AAR, agreed to participate in a concerted campaign to increase the purchase of United States Savings Bonds. Accordingly, President McInnes set aside the two-week period beginning May 15th for the Erie-Lackawanna drive. At that time, employees received with their pay checks I.B.M. application cards, which were designed to make it as easy as possible for each of us to get on the Bond Wagon.

Most of you have already filled out your cards and returned them, but perhaps some of you just didn't quite get around to it yet. At any rate, it is never too late to do yourself a favor.

Even though the system campaign is officially ended, there is certainly no rule against signing up for a payroll-deduction purchase of Bonds. Or maybe you are already buying bonds and would like to increase the size of your deduction. In either case, now is the time to do it.

In urging employees to be a part of this vital investment program, Mr. McInnes noted that Erie-Lackawanna enjoys an outstanding record of participation, with 41.4% of our employees presently buying Bonds. Why don't you decide to be really good to yourself; sign up and help boost that figure over the 50% mark?



**TARGET'63
SERVICE!**

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.

Shown are names, titles, locations and years of service.

WILLIAM H ARDEL	Foreman	Ashland	44	JOHN H O'CONNOR	Engineer	Hoboken	39
VIOLET M AURYANSEN	Head Clerk	Cleveland	48	PATRICK J O'LEARY	R&D Clerk	New York	35
MARGARET M. BARRY	Coach Cleaner	Buffalo	20	ERWIN F. ORPEN	Trainman	Banor	33
EARL R. BATTENFIELD	Conductor	Cleveland	36	HARRY J. PARKER	Signalman	Paterson	41
RALPH J. BAXTER	Supervisor	Buffalo	45	FRANK B. PASSANITI	Carpenter	Scranton	40
WALTER W. BEAGLE	Laborer	Scranton	33	JOHN PATELUNAS	Car Oiler	Hoboken	34
FREDERICK C. BECKETT	Asst. Chief Clerk	Cleveland	44	JOSEPH D. PEARSON	Supervisor	Cleveland	45
PAUL E. BILLET	Signal Maintainer	Martel	29	MARTIN J. PEIFFER	Car Repairer	Buffalo	39
CLIFFORD CAMPBELL	Checker	Chicago	26	HOWARD A. PERRY	Engineer	Buffalo	45
CLIFFORD P. CANNON	Janitor	Buffalo	41	JOSEPH L. PETERS	Sales Rep.	Pittsburgh	38
GEORGE B. CARPENTER	Bridge Inspector	System	34	VINCENZO PETRAGLIA	Deckhand	Hoboken	44
HOMER E. COLLINS	Machinist	Meadville	42	WILLIAM PETT	Mail Handler	Hoboken	21
JAMES A. CORNEY	Engineer	Marion	37	MICHAEL PEZZOLANELLA	Watchman	Utica	31
SEYMOUR CROSBY	Conductor	Hornell	37	CHARLES J. POWELL	Conductor	Scranton	45
CONSTANT E. CURRIER	Trackman	Hornell	40	ERNEST D. POWELL	Waiter	Jersey City	38
EARL E. DAVISON	Conductor	Youngstown	34	ROBERT H. PRESS	Engineer	Hornell	47
ALBERT J. DIETZ	Tuo Engineer	Hoboken	43	ANTONIO RADETICH	Deckhand	Hoboken	35
JOHN E. DIXON	Towman	Buffalo	53	JOSEPH L. REESE	Machinist	Cleveland	44
THOMAS J. DUFFY	Foreman	New York	45	WILLIAM REYNOLDS	Conductor	Hoboken	50
FRANK A. DUSSEL	Machinist	Kent	49	GEORGE SCHAEDT	Switchman	Hoboken	20
CHARLES EDWARDS	Engineer	Scranton	42	ARTHUR J. SCHILLING	Supt. of Employment	Hoboken	44
LEWIS J. EMERSON	Conductor	Hornell	20	JOHN D. SEWELL	Train Dispatcher	Huntington	26
PAUL J. EVANS	Wreckmaster	Scranton	45	GEORGE T. SHAFFER	Machinist	Scranton	51
WILLIAM H. FOLEY	Asst. Storekeeper	Meadville	41	STEPHEN J. SHEBBY	Conductor	Scranton	48
LEO H. FORSTER	Clerk	Buffalo	45	A. JAY SMITH	Fire Patrolman	Hancock	38
ANTHONY M. FOY	Operator-Towman	Scranton	30	CHARLES L. SMITH	Brakeman	Hornell	46
CHARLES R. FRALICK	Communication	Supr.	40	JOHN J. SNACK	Conductor	Hoboken	46
JOSEPH D. FRANCOMACORO	Trackman	Port Morris	22	GEORGE E. SNOOK	Conductor	Port Jervis	40
DOMINIC J. FUSCO	Trackman	Paterson	22	ETHEL R. SPEICER	Steno. Clerk	Scranton	37
LILLIAN H. GRAMBO	Key Punch Supr	Scranton	30	FRANK SPETJACK	Caman	Meadville	39
BURTON A. GRIFFON	Fireman	Syracuse	38	LINCOLN G. STROHMEYER	Conductor	Hoboken	49
HELEN C. HOFFERAN	Secretary	New York	45	CLAUDE H. THOMAS	Engineer	Meadville	20
GEORGE A. HEMPSTEAD	Agent	Hancock	40	GEORGE T. THOMAS	Car Inspector	Hoboken	40
MARY E. HICKEY	Clerk	Binghamton	52	PATSY J. TOMASELLA	Trackman	Jersey City	35
JOSEPH H. HOLLAND	Conductor	Meadville	38	LEFIS TOWERS	Laborer	Tully	20
HECTOR M. HON	Accountant	Cleveland	36	RONALD E. TOWNS	West Pass. Sales Mgr.	Chicago	40
THOMAS A. HOWES	Signal Maintainer	Jersey City	54	LELAND E. TRIMBLE	Conductor	Mansfield	35
HAROLD J. JONSON	Painter	Hornell	32	RUSSELL TRIMMER	Fireman	Port Morris	50
DAVID H. JONES	Electrician	Scranton	38	EARL C. VAN ORDER	Machinist	Hornell	43
CARL J. KEISER	OS&D Clerk	Paterson	37	EDWARD J. VREELAND	Foreman	New York	36
GUY S. KELLOGG	Conductor	Salamanca	46	HAROLD M. WADE	Operator	Falconer	71
JOSEPH KURTIN	Deckhand	Hoboken	21	GERALD B. WADE	Police Captain	Hoboken	35
WALLACE G. LINDSAY	Conductor	Hoboken	46	JAY W. WARNER	Asst. to Div. Car Foreman	Kent	41
WATSON S. LEWIS	Chemist	Scranton	33	EDWARD M. WASHINGTON	Switchman	Binghamton	35
JOHN LOFTUS	Brakeman	Buffalo	43	GUY W. WATTS	Conductor	Chicago	37
KENNETH L. MCMASTER	Signal Maintainer	Warsaw	40	GARRET C. WHITE	Vice President	Cleveland	37
GEORGE J. MCCORMICK	Sta. Fireman	Buffalo	24	RICHARD E. WILLIAMS	Machinist	Scranton	38
DEWEY V. MUSHRUSH	Foreman	Stony Point	42	ROLLAND L. WILLIAMS	Trackman	Gallion	34
GEORGE M. NIEKE	Trackman	Lackawanna	31	FREDINAND A. YAUGER	Conductor	Buffalo	43
				FREDERICK P. YOST	Conductor	Marion	35
				JOHN J. ZAJULKA	Coach Cleaner	Jersey City	35

LET'S GET ONE THING STRAIGHT

USUALLY when a railroader begins to talk about the fantastic taxes which the railroads must pay, and to compare them with the equally fantastic gifts (in the form of subsidies of one kind or another) which are enjoyed by other modes of transportation, one of his listeners is sure to come up with: "So what if other forms of transportation do operate on public-owned roads, airports, and waterways. Didn't the railroads start out on free land — land grants given to them by the government?"

It's a question that has stopped many a railroader right in his tracks. Let's get it straight, and then use these facts when someone asks you.

Up until 1850 the U.S. was doing great — east of the Mississippi, particularly in the northeast. But in the South and West the government was stuck with 1,400,000,000 acres of undeveloped land that wasn't worth, as one Senator put it, ten cents an acre. The land had been offered at \$1.25 an acre, with no takers simply because there was no way to get in or out, except by covered wagon.

And so the government encouraged the building of rail routes into the West by granting to the railroads alternate sections of land on either side of the new rights of way.

The U.S. retained title to the other land. Immediately the price per acre doubled — to \$2.50, and with the new transportation, it was bought up eagerly by settlers and an entire new country began to blossom, almost overnight.

Do you see the picture? The U.S. kept half the land, but got as much for it as if they had sold all of it. And all because the railroad; went in and developed the land at their own expense.

The land grants amounted to less than 10% of today's railroad mileage and, additionally, the railroads have paid for the land ten times over! Repayment has been in the form of reduced rates for carrying government passengers and freight and mail, reductions that varied from 20- to 50%.

When the reduced rate requirements of the land grants were repealed by Congress in 1945, it was estimated that the railroads had contributed more than a billion dollars in services for land that had originally been worth \$126 million.

Does that sound like a gift to you? It was a shrewd business arrangement for the government and presents quite a contrast to the "give-aways" being handed out to today's rail competitors. quite an argument you have here. Use it when you can.

IT WAS A GREAT DAY FOR PASSAIC...



HEAD TABLE DIGNITARIES at the post-ceremony luncheon in Passaic were (from left, seated) R. J. Otis, Public Utilities Commission; Albert F. Mett, former Chairman of Board, The Okonite Co.; Dwight R. G. Palmer, State Highway Commissioner; Mr. McInnes; D. Lane Pawers, Public Utilities Commission; Raymond W. Lehnies, president, Passaic Area Chamber of Commerce. Standing are Cowles Andrus, special assistant, Small Business Administration, Washington, and former president of the New Jersey Bank and Trust Co.; Mayor Frank X. Graves of Paterson; Mayor Ira Shoem of Clifton; Mayor Paul G. DeMuro of Passaic, and State Senator Anthony Grossi.

YESSIR, Tuesday, April 2, was quite a day in Passaic, New Jersey. They closed the schools and just about everything else; they published souvenir editions of their papers, which were hawked by newsboys wearing engineers' caps and neckerchiefs, and some 20,000 wildly-cheering citizens joined together to say goodbye to a 132-year old tradition.

The Erie had been operating right through the center of town since 1831, but there wasn't anything that could be done about it until the Erie and the DL&W merged in 1960.

In the November/December, 1962, issue of your Magazine, we reported the plan to reroute our trains, and now that the program is complete, a train leaving Paterson travels along the reconstructed Newark Branch to Paterson Junction, where the tracks join the Boonton Line for the run to Hoboken.

State, city, and railroad officials joined together for the day-long celebrations in Paterson and Passaic, but in spite of the tumult there was, as one newspaper put it, "a silence in Passaic."

In spite of the obvious advantages to the City of Passaic and the fact that the door was open now for civic growth and improvement, many folks were reluctant to say goodbye to the friendly monster. Progress and her needs could make them give up their railroad, but the people would still retain their memories.

There were wild scramblings for

souvenir spikes as the first section of track was lifted free of its century-old roadbed. The railroad gave 3,000 of the spikes to the Herald-News in Passaic to sell for their charitable "Three Chaplains Fund."

Most of the hue and cry is over now. Paterson has its new bridges and freedom from traffic congestion; Erie-Lackawanna has a newer, faster route into Hoboken, and Passaic has its silence and an auto parking facility where the railroad used to be. Everyone is happy.

MINIMUM-RATE BILLS

(Continued from page 3)

There are many ways to do the job, and each has its own special merits. All we want is the right to perform our share of the job with the same freedom that the others enjoy.

Government being what it is today, the threat of monopoly has long since passed away. There is plenty of competition to keep the game honest. If the rules applied equally to all carriers, the customer would be the one to decide how he should move his goods, based on service and price.

QUESTION: If these bills are passed, what protection will there be against unfair pricing?

ANSWER: President Kennedy has asked for "the protection of the anti-trust laws against any destructive competition." The railroads agree with this objective.

At the same time, there will be those good old I.C.C. controls on railroad ratemaking and railroad freight rate increases.

QUESTION: Who's responsible for passage of S. 1061 and H.R. 4700?

ANSWER: Both bills are now being considered by committees in both houses of Congress. It is first necessary to get those committees to act favorably on the bills. Then every U. S. Senator and Representative will have a chance to vote on them.

QUESTION: What can I do about it?

ANSWER: We thought you'd never ask!

You can write to your Congressmen and let them know how important these two bills are to the future of you, your family, your industry, your community, and your country.

On the back cover of this issue, we've listed all of the Senators and Representatives from your area who serve you in Washington. In writing to them, the proper salutation is:

For Senators:

The Honorable [name]
Senate Office Building,
Washington 25, D.C.

Dear Senator (name):
And for Representatives:

The Honorable (name)
House Office Building
Washington 25, D.C.

Dear Mr. (Mrs.) (name)

There are some other rules you should follow. First and most important, be a registered voter. Your Congressman couldn't care less about your wishes if you don't care enough about your country to get out and vote.

Next, don't send postcards. Write a letter in longhand, or use a typewriter if your handwriting is poor. And keep your letter short and to the point. Don't try to cover everything 'we've covered in this article—pick out a good point and drive it home.

Don't use that old cliché: "I'm a taxpaying citizen . . ." Heaven knows that is the only kind we have, and your Congressman knows it, too.

Don't threaten him with your vote. And don't insult his secretary by saying "I doubt that this letter will get past your secretary, but if it does, etc."

Next rule, and please pay attention: Don't just think about writing—do it now while the urge is strong.

We just read about a fellow on the C&O who got his family to help him send out 1,100 letters! Surely

NEW LOCOMOTIVES

(Continued from page 2)

older locomotives. The result should be increased dependability of service, improved on-time performance, and greater economies."

We'll operate our new Centuries in sets of three, and those three units will do the work which previously required five units. That's one factor in the reduced operating costs, and another is that the new locomotives will run straight through between eastern terminals at Croxton, N.J., and Maybrook; N.Y., to their western terminals at Marion, O.

Our old freight engines operated on either the Eastern District or on the Western District; those in the east being serviced at Hornell, N.Y., and those in the west being serviced at Marion, O. We'll still follow that same plan with the old units remaining in service—a plan that was necessary partly because of a lower fuel capacity—but the new Century 424's will run the entire route, around the clock, two trains in each direction every day.

No doubt about it, the Century 424's will be the "work horses" of our freight service. But their surging power will not be needed for the flat, open-country run from Marion to Chicago—older units will take Centuries will be Marion. That's where they'll be maintained.

CENTURY 424 AT A GLANCE

HORSEPOWER FOR TRACTION	2400
TRACTION MOTORS	4
ENGINE:	Alco 251
CYLINDERS	16
ENGINE HORSEPOWER	2600
WHEEL ARRANGEMENT	B-B
WHEEL SIZE	40"
MAXIMUM TRACK CURVATURE	
MULTIPLE-UNIT OPERATION OR WITH TRAIN	30 deg.
SINGLE UNIT WITHOUT TRAIN	39 deg.
HEIGHT OVER CAB	14' 11-5/8"
HEIGHT OVER DYNAMIC BRAKE HATCH	15'5"
WIDTH	10' 1-5/8"
LENGTH	58' 1 0
WEIGHT	256,000 lbs.
SUPPLIES CAPACITIES:	
LUBRICATING OIL	250 gal.
FUEL OIL	2400 gal.
ENGINE COOLING WATER	320 gal.
SAND	28 cu. ft.
TOP SPEED:	
74/18 GEARING	70 MPH



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.

Wm. J. ...

President

GIUSEPPE ABBONDANZA, Trackman, MaHoning Div.; MICHAEL ACHMAN, Engineer, Buffalo Div.; JACOB ALCHOWICK, Watchman, New York Div.; PASQUALE AMODIO, Laborer, Jersey City; BENJAMIN ANDERSON, Fireman, Kent; CLIFFORD ANDRUS, Engineer, Allegheny Div.; OLIVER APGAR, Engineer, New York Div.; ARTHUR APPLIN, Trucker, Syracuse; JOSEPH AQUARA, Watchman, MaHoning Div.; ALVY ARMENTROUT, Car Inspector, Marion; FREDERICK BAIER, Car Inspector, Buffalo; CHARLES BAILEY, Car Repairer, Meadville; CHARLES BAKER, Painter, Jersey City; EDGAR BALIZET, Machinist, Meadville; GEORGE BARNES, Machinist, Hornell; ROBERT BARNES, Baggageman, Scranton; ANGELO BATTISTI, Carman, Susquehanna; LAWRENCE BAUNGARTEN, Hostler, Hornell; PATRICK BELLINO, Conductor, New York Div.; ANDREW BIMSON, Asst. Vice Chairman, New York; GEORGE BLAIR, Car Repairer, Marion; ALFRED BLAUER, Asst. 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