



*The Thrill of Meeting Santa  
Is Even Greater When He Trades  
His Reindeer for the "Iron Horse."*

**ERIE-LACKAWANNA  
MAGAZINE**



**NOVEMBER  
DECEMBER  
1962**

# *The President's Page*



The joyous Christmas season is with us once again and we will soon be completing another busy and eventful year of working together for the good of the railroad that means so much to us in our daily lives.

This is a time to think about the deeper meaning of Christmas and the spirit of fellowship and good-will that binds men together in this world in which we live. Man has always had problems, and probably always will, but these very problems are what builds greatness. What better example of this can there be than the story of Christ?

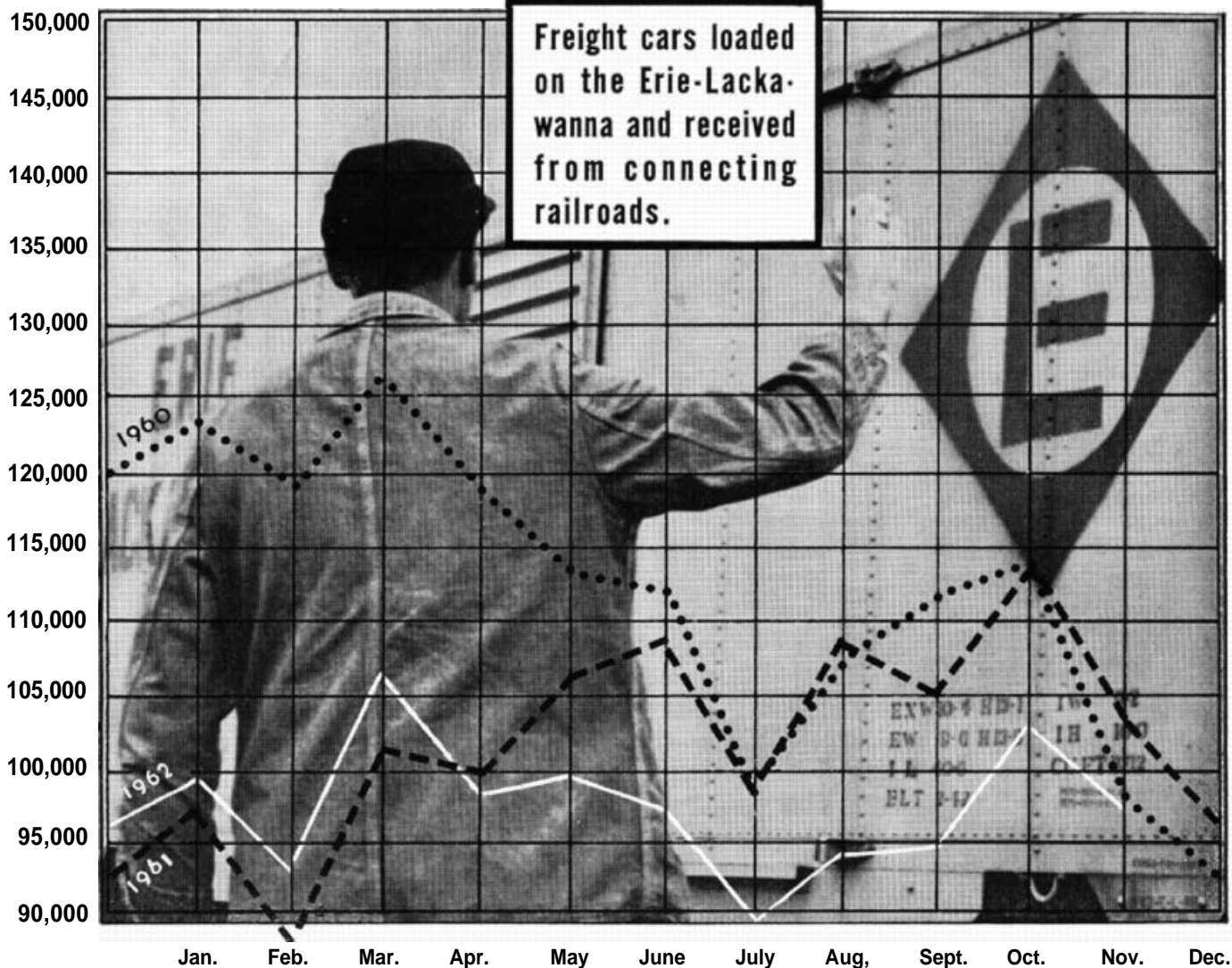
We can take nourishment from the message of Christmas, which is just as vital today as it was centuries ago. It is a message of hope, not despair; it is a message that says men can meet any challenge and can survive any obstacle if they have faith--faith in themselves, in truth, in righteousness, in humanity, and in God. If we can keep that faith, we can look to a brighter future with renewed hope and confidence.

It is in this spirit that I wish for each of you and your loved ones a truly Joyous Christmas and a Happy New Year.

A handwritten signature in cursive script, reading "W. G. McInnes". The letters are fluid and connected, with a prominent "W" and "G".

# BUSINESS INDICATOR

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



## ON OUR COVER

### ERIE-LACKAWANNA RAILROAD MAGAZINE

America's First Railroad Magazine--Our 58th Year

**Nov./Dec. Vol. 158, No. 8**

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

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November/December, 1962

For several years now, the children of Decatur, Indiana, and surrounding communities have been greeting Santa Claus at the beginning of the Christmas season, and there has never been the slightest doubt that the venerable gentleman would arrive right on schedule. For on that happy day, Santa gives Donner and Blitzen and Rudolph and the rest of his reindeer a rest, and arrives via Erie-Lackawanna Railroad.

The "Santo Claus Special" was sponsored by the Decatur Chamber of Commerce, and a fact of which they are quite proud (E-L, too) is that of all the many thousands of children and adults who have participated over the years, there has never been so much as one scraped shin or a stubbed toe.

This year more than 3,000 children of all ages---including our Conductor, Earl Fisher, Marion Division, who had as much fun as any of the other kids--rode the Special. There were three round trips during the day, from Decatur to Ohio City, Ind., and while Santa was the star attraction, the youngsters were also entertained by Bozo the Clown and a band, and were given sweets to make the day a total success.

"Ideas must work  
through the brains and  
arms of good and brave  
men, or they are no  
better than dreams."  
Emerson

# TELL-A-GRAM

## *Things to Talk About...*

"And ye shall know the  
truth, and the truth  
shall make you free."

John/VIII/32

FOR THE FOURTH YEAR, the St. Lawrence Seaway is again expected to fall short of the glowing tonnage and revenues forecasts of advocates who urged its construction to fulfill a public necessity. The situation casts a serious doubt on the ability of the St. Lawrence Seaway Development Corp. to pay off its debt to the U.S. Treasury within the 50 years allotted by law, The tonnage is expected to be a million tons below Government hopes and ten million tons under the forecasts of the Seaway toll committee.

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TON-MILE TAX OPPONENTS will apparently go to any lengths Just so trucks won't have to pay for breaking up highways. During the recent election campaign in Idaho, a proposal was made to legalize gambling to attract tourists and conventions. The resultant increase in motor vehicle registrations and fuel consumption was expected to make it possible to discontinue the ton-mile tax on trucks, it was claimed.

\*\*\*\*\*

RAILROADS WERE READY and, as usual, provided thousands of cars to handle the record volume of Christmas mail. With the rush over, the air lines are expected to exert every effort to convince the Post Office Department it should divert more mail of all classes from railroads to planes At present, air lines are handling some first class mail on a "space available" basis while railroads must have sufficient equipment available to handle mail on a priority basis.

\*\*\*\*\*

ICC TRUCK INSPECTORS working on the Ohio Turnpike ordered 20% of the trucks checked "out of service" and arrested three drivers whose vehicles were ruled "beyond on-the-spot repair." The inspection followed an accident in which six Akron teachers were instantly killed when a huge truck crossed the medial strip and crushed the automobile in which they were returning from a convention in Cleveland.

\*\*\*\*\*

PRESIDENT KENNEDY is expected to repeat to the new Congress his recommendation for an end to the free use of taxpayer-financed inland waterway improvements by a multi-million dollar industry. The House ways and means committee, where tax legislation originates, has indicated it will hold public hearings early in the 1963 session on the user-charge portion of the President's message of last April which proposed a fuel tax of two cents per gallon on inland waterway operators. In one form or another, both highway and airway carriers are now making at least some minor contributions in user-charges for publicly-provided facilities. Waterway carriers remain the lone holdout and want to continue enjoying their use without even a token payment of the cost.

\*\*\*\*\*

JAPANESE NATIONAL RAILWAYS are in the process of building a super-railroad 300 miles long from Tokyo to Osaka originally estimated to cost \$540 million, but will end up with a 50% higher bill because of generally rising costs in the Japanese economy. Part of the money for the line will come from an \$80-million loan granted by the World Bank which means mostly U.S. money, yet American railroads do not have access to this source of financing for their improvements'

\*\*\*\*\*

**T**RYING to decide who is the most important cog in an industrial wheel is like trying to figure out which came first, the chicken or the egg. Chances are if you were to ask ten different men from ten different departments in any given company, you would get ten different answers.

The man in the locomotive cab will tell you: "I'm the most important. How far could the railroad run if I weren't here to drive the engine?" And at the same time, his boss upstairs might say: "Obviously I'm the most important, because I provide the engines and the cars and the track."

And so the argument goes. In the final analysis, however, it boils down to each employee being an essential part of the total operation, and in the most successful companies the employees are aware of their interdependence. They know that their work is affected by the work of every other employee.

There is a special name for this interdependence: Teamwork.

Erie-Lackawanna salesmen know the value of teamwork, perhaps better than any other group, for the success of their operation depends entirely upon how they are backed-up by every other department of the railroad.

It's a cycle; it works both ways and keeps going 'round and 'round, because the more successful the salesman is in selling the services of Erie-Lackawanna, the more prosperous the company becomes. As that happens, the individual's responsibility increases, and so do job stability and future prospects.

That is why we call our salesmen "The Men Who Bring Us Paydays."

In railroad language they are called "streetmen," and frequently it is said of them that they are "on the firing line." What they do when they hit that line can affect the length of a train, the loaded weight of a car, the amount of revenue, even the number of employees needed to run the railroad.

Important? You can bet your paycheck the salesman is important. Why? Because *nothing happens until somebody sells something!*

If it were possible to start a business and just sit back to wait for the orders to pour in, a lot of smart cookies in America would have found



# THE MEN

# WHO BRING

# US



# PAYDAYS

out about it by this time. But it just doesn't work that way. Somewhere along the line a salesman has got to "beat the bushes" and sell the product.

And besides being freight salesmen, our men are all service specialists. Uppermost in their minds is the desire to take care of the shippers' needs and to help keep old and new customers dealing with the Erie-Lackawanna Railroad.

Our product is service, and selling it is a man-sized job, simply because there is so much competition.

The oil that used to move in railroad tank cars is flowing through pipelines; the coal and iron ore and limestone that used to move in our hoppers is lazing down a canal in a big, fat barge, and all kinds of trucks are grinding up our highways while they haul the goods that used to fill our box cars. These are reasons why everything we move has got to move better--more efficiently--than any other form of transportation could do the job. They are reasons why the streetman's lot is not an easy one, and why he is so completely dependent upon his "backup team."

E-L employees are backing-up about two-hundred freight salesmen today, and the firing line extends from border to border and coast to coast.

Our salesmen work out of two basic kinds of offices: The on-line agency, and the off-line agency, and E-L blankets most of the Continent from Toronto to Tulsa, from Syracuse to Seattle. Just put your finger

on any major Canadian or U. S. city and chances are you'll find an E-L man important in that city's industrial life.

America's industrial heart may be in the Great Lakes and midwest areas, but the brain--the nerve center--is in New York City, and the pulse is stronger there. Our biggest and busiest freight office is at 140 Cedar Street, near the tip of Manhattan, and when our streetmen hit the pavement they are in the whirl of Wall Street, the business and financial headquarters of the world.

New York City is an on-line agency, of course, but the sales activity there can be further subdivided: There are the "domestic" men, who are concerned with shipments that move between cities and towns on our Continent, and these domestic salesmen come under two more headings.

The men who cover the boroughs of New York City are called "New York side" men, but keep in mind that we use "New York" as a general term, and it includes the vast activity across the harbor in New Jersey. E-L salesmen there are called "Jersey shore" men, and while they do not work directly from 140 Cedar Street, they are, nevertheless, a vital part of the New York Port activities. One of their specialties is E-L's burgeoning piggyback traffic at Croxton.

Back on the New York side, we meet another group of salesmen whose daily work takes them, vicariously, to the market places of the world. These are Erie-Lackawanna's foreign freight salesmen, specialists in the exciting traffic of export-import trade.

During 1961, nearly 39 million tons of export and import goods moved through the Port of New York, and the largest percentage of those tons were carried by the railroads serving the Port. (Erie-Lackawanna annually moves the lion's share of the export tons--some 35 to 36%.) Key men in the complex operation are the foreign freight traffic agents, and the role played by these men represents one of the finest examples of team effort to be found anywhere in the world.

They are the liaison men of international trade, these salesmen, and the skills required for their work go  
(Next page, please)

# THE MEN WHO BRING US PAYDAYS

(Story begins on page 5)

far beyond those usually associated with selling.

Whether he is domestic or foreign freight, however, an Erie-Lackawanna man is first of all a top-notch salesman and an ambassador of good will for his company, and for the railroad industry in general. He must be prepared to answer an infinite variety of questions about rates and routes, and, in addition, the foreign freight man must be a port specialist with detailed and accurate information about the Port

of New York's several hundred miles of waterfront.

How do you expedite the movement of a giant crane from Milwaukee to the hold of a European-bound freighter? Ask the E-L foreign freight salesman.

Where is the carload of television sets destined for a Brooklyn-berthed ship? The Erie-Lackawanna man will tell you in short order.

And for the firm that is just beginning to develop its overseas markets, the E-L foreign freight of-

fice is ready, willing, and able to give its assistance and long experience in planning overseas shipments.

Considering the elements of precise timing needed to coordinate the on-time delivery of a customer's goods, and the extreme necessity of backing-up the salesman, so that he can keep his promises to the shipper, it is easy to understand the truth in the saying:

"The sales department is not the whole company, but the whole company is the sales department."



Monday morning staff meeting is the weekly sparkplug for members of the Foreign Freight Sales Dept. Gathered around the conference table, men discuss the good and bad aspects of the previous week's efforts, and the business prospects, potentials, and possible snags for the coming week. The discussion is led by W. C. Otten (C), E-L's General Foreign Freight Traffic Mgr., who, as Brigadier General Otten, will be commander of the entire Port of New York during any national emergency. The smiles in our picture are certainly in the tradition of "Friendly Service," but they belie the urgency of the meeting: An impending strike along the New York-New Jersey waterfront. Such a strike, of course, is the supreme test of railroad teamwork in getting cars of freight to ships in time for them to sail before the "ax falls." With General Otten are (from Left) Alex Raywood, who was Chief Clerk until his retirement on November 30; Mike McMahon Foreign Freight Sales Rep.; E. C. (Ned) Ennis, Foreign Freight Traffic Mgr.; Naomi Behrent, Sec'y.; General Otten; Blake Connell, Foreign Freight Sales Mgr.; Bill Ahearn, Foreign Freight Sales Mgr.; and Arthur Allen.



The imminent strike of New York longshoremen and teamsters had that city's exporters in an uproar the day we followed Arthur Allen, and Mr. A. J. DeMay (R) was no exception. Mr. DeMay, president of the firm which bears his name, is an exporter of machinery, much of

which is vital to the economy of Free Europe. A visit from the E-L foreign freight man, plus a telephone call or two, got Mr. DeMay's goods aboard ship by sailing time.



Arthur Allen (R), Foreign Freight Sales Rep., is one of E-L's specialists in export-import sales. A typical day for him may begin at 7:30 A.M., as it did when he kept an appointment with Mr. Frank Taddeo, District Traffic Mgr., National Lead Co. Allen met Mr. Taddeo in the new YA office in our Hoboken Terminal to help trace a car destined for shipside delivery, and to explain a train consist to him. Service like this, a large part of the streetman's lob, is what keeps E-L customers coming back.

The day may begin for Robert S. Mounce, Jr., Sales Rep., and a "New York side domestic man," with a briefing by John O'Neill, District Sales Mgr., while steno Madeline Sharkey takes notes. Like most of our salesmen, Bob Mounce has a history of railroading in some other department--in Bob's case, operating. And, like our other salesmen, Bob will say that a salesman's biggest asset is to know the customer--his likes and dislikes, and especially his needs. Biggest problem: Bucking the government-subsidized rates of other land and water and air carriers.

(Please turn to page 15)

Erie-Lackawanna Magazine



# HOW DO YOU SPELL COMMUNICATION?

## THAT'S EASY:

### "YA 701 B"

**C**AN you imagine running a railroad without benefit of telephones, telegraphs, teletype machines, and radio? They did it once, of course, those hardy stalwarts who carved the railroads out of wilderness. But they did it out of necessity, not from choice.

As a matter of fact, the old Erie had been puffing out of Piermont for three years before Samuel F. B. Morse finally perfected the telegraph and tapped out his famous question, "What hath God wrought?" in 1844.

And the venerable Delaware, Lackawanna & Western Railroad had been delivering anthracite to the Scranton Brothers' iron works for twenty-five years when Alexander Graham Bell patented his telephone machine in 1876.

Today, communication is the life-line of any business, from the corner candy store to the giant industrial combine, and nowhere is it more important than in the railroad industry, with its physical plants and its operations spread over thousands of miles.

It is said that a railroad is only as good as its communications system, and in order that Erie-Lackawanna communications keep pace with the growing needs of the company, two vital message centers in the New York-New Jersey area have been remodeled, modernized, and centralized in the Hoboken Terminal. One center, known as "YA," is actually a centralization of the



*"Brains" of Erie-Lackawanna's new Communication Center at Hoboken are these electronic devices. In foreground is D. C. Gregory, lead constructionman, who handled a good deal of the installation. At rear is E. D. Dempsey, assistant supervisor, communications, at the test board. Each of the various bays handle the carrier system voice and telegraph channels.*

several telegraph offices located in the New Jersey area; the other is the installation of a new, four-position telephone switchboard. Now all E-L communications around the bi-state harbor are centrally located on the second floor of the Hoboken Terminal.

Some of the equipment is new in the YA telegraph center, and some of it was moved to the new location from telegraph offices at Hoboken and Jersey City.

Messages to and from 22 locations on the railroad are handled at the center and can be relayed to other points, or to tele-typewriters in YA for Hoboken offices.

Heart of the operation is a newly-designed control panel and the two banks of reperforators from which stream ribbons of perforated paper tapes. The tapes are produced when messages come into the center, and are fed into transmitters for relaying messages and train consists

to other points, or for making reproductions on tele-typewriters.

The equipment required almost three months to install, including the intricate job of bringing in more than a thousand pairs of wires and making almost a hundred thousand connections. Completed, the control bays are a maze of electronic tubes, dials, switches, relays, and knobs operating and controlling the carrier systems through which the telegraph pulses and telephone conversations move.

A carrier system is an amazing electronic device which makes it possible for a single pair of wires to transmit two or more telephone conversations, teletype messages, or combinations of the two, all at the same time. The system does this by varying the electrical frequencies of each operation.

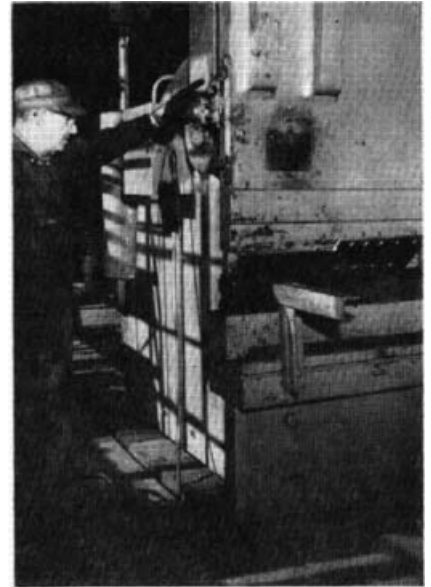
Through the new system, Hoboken is linked by voice and teletype (Please turn to page 10)

# THEY'RE MAKING 'EM OVER IN MEADVILLE

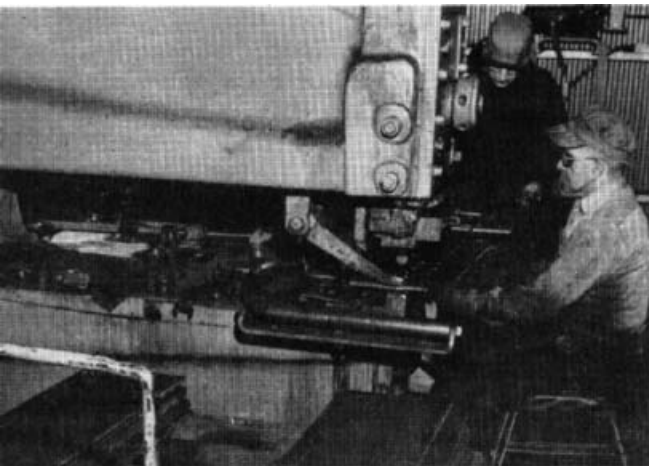
In the last issue, we told you about the boxcar modernization program at the E-L car shops in Meadville, Pa. Here is a picture story of the men and machines and methods used to carry out the 700-car job. The work is in full swing now, with the shops operating at their highest peak for the year, and daily the up-graded cars are rolling from the paint shop to join the fleet along our rights-of way.



1 One of the first operations takes place outside the shop, in the strip yard, where parts of the cars can be straightened after being heated by a flame-throwing torch. Here H. E. Nichols (L) and P. J. Glasso are working on a box-car door frame.



3 Huge Pacific Brake machine, operated by V. J. Coviello, bends punched door sill plates to proper angle for installation. Most operations take place simultaneously in various sections of the shops, so that work can be finished speedily in most efficient manner.

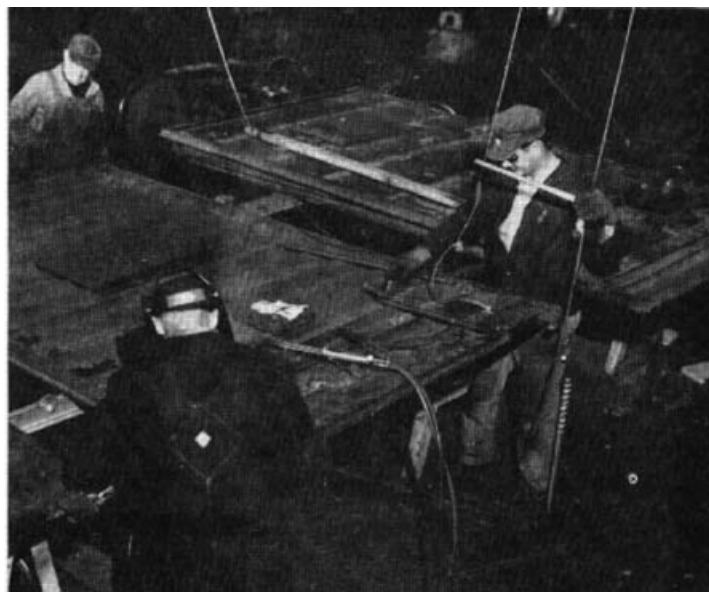


2 In the fabrication section of the shop, N. J. Sugar (behind the machine) and E. P. Gaetano are punching rivet holes in new door sill reinforcing plate.

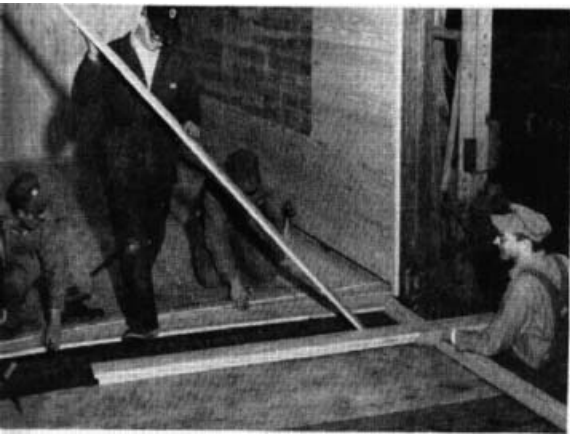
4 Here the punched and shaped reinforcing plate is applied to the car in a "fitting-up" position. Operation is being performed by E. F. Deramo, Jr. (L) and P. J. Romaniello, while to the right, J. A. Hoizan goes into action with a torch.



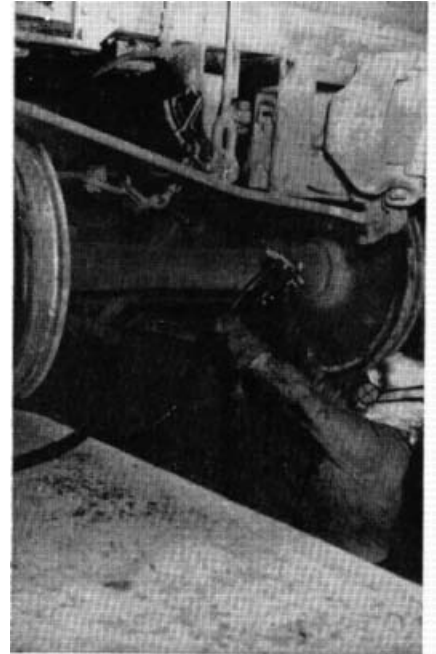
5 While car bodies and undercarriage assemblies are being taken care of, these men refurbish the side doors in an off-the-line operation. In the background is T. V. Perricone, and in the foreground is G. L. Anthony. At right is C. A. Musone,







6 Insides of cars get grade-A treatment, as a veneer flooring is applied over the old, rough floor. Performing this operation are (L to R) D. D. Paterson, W. C. Olson, J. B. Hunter, and E. D. Kuhn.



9 By the time a boxcar gets to R. A. Catalano, shown in pit above, it is mechanically as good as, and better than most cars on any track in America today. Mr. Catalano's job, one of the last operations in the process of rebuilding, is to spray the underside of the car with a protective undercoating.



7 Off-line, in the truck shop, while work progresses on car body exteriors and interiors, men are busy rebuilding trucks. These men are installing new springs designed for heavier car loading. Left foreground is P. W. Waid and right is E. N. Macdonald. On other side of truck is R. W. McCracken, Jr.



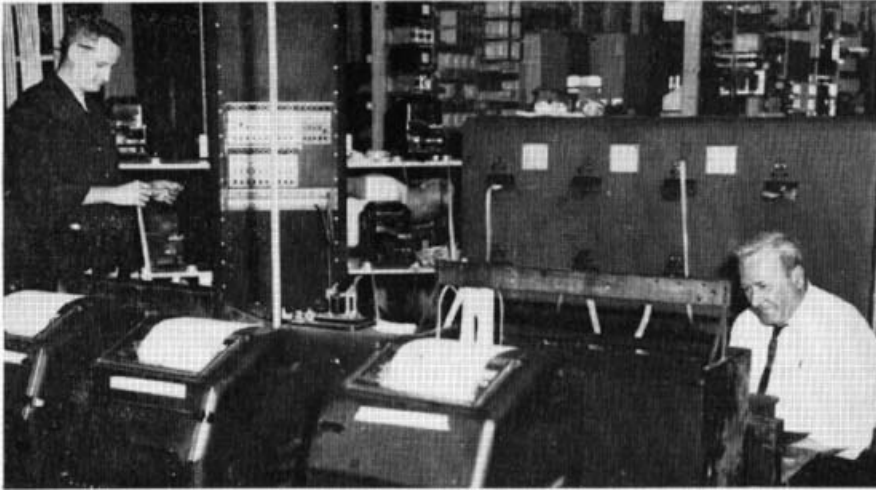
8 Meanwhile, back in the boxcar, D. A. Petruolo (L) and R. A. Stallsmith are refurbishing the interior side and end walls of a car. Walls do not suffer as much hard use as floors do, and so a patch job is done, rather than an entire relining. Light-colored areas in picture are new lumber.



10 At last! George Palmer presses the trigger on his spray gun, and long, sweeping strokes transform one more completed boxcar into a gleaming, gray addition to our fleet. Add the distinctive maroon herald and car markings, and the men at Meadville have made another car ready for the road.

# COMMUNICATION

(Story begins on page 7)



*Eugene Farrell (left), operator, examines one of the tapes before putting it through transmitter for relaying. At right is Emil Well, operator-manager of "YA", at one of the teletypes. Behind him is one of the receiving units which can handle eight messages simultaneously.*

to Cleveland, Hornell, Youngstown, Buffalo, Scranton, Mahwah, and Port Jervis. The new control section also handles all train-dispatching telephone circuits, Western Union connections, and the E-L private telephone system in the Hoboken-Jersey City area. A near-future completion will be a dial telephone system between Hoboken and Port Morris, and a dial system between Scranton, Binghamton, Hornell, and Buffalo.

While all of this was going on at YA, age was giving way to youth and progress at the telephone center. A spanking-new, four-position telephone switchboard was taking the place of equipment which had done yeoman service for nearly half a century.

The older of two switchboards, one located at Hoboken, had served the Lackawanna Railroad for 43 years; and its somewhat less venerable counterpart at Jersey City had been in use by the Erie for nearly as long a time. Now they are retired, and in their places is a modern electronic giant known as the "701-B."

The new board is a four-position unit (as against the old three-position boards), and is backed-up by a vast array of electronic equipment.

At Jersey City, for example, there is an unattended "satellite" switch-

board which is connected to, and is served through the master 701-B at Hoboken. The satellite board provides service for the various offices and stations in the Jersey City area.

The entire installation is regarded by the New Jersey Bell Telephone Company to be one of the largest, most modern telephone systems in an area that is characterized by large installations.

Work on the project was begun in July, and almost immediately the General Manager's office began the involved task of assigning new telephone numbers. Until the new equipment was installed, many of the offices in Hoboken had been equipped with two telephones: One connected to the former Erie switchboard at Jersey City, and the other connected to the former Lackawanna board at Hoboken. In some

cases, each of these instruments had multiple numbers.

A survey determined that each location could be served by one telephone, and where multiple numbers were needed, the instrument would be equipped with pushbuttons.

In order to facilitate the change-over, a temporary telephone directory was made up and distributed to all employees during the week preceding the start of the new service. All of the telephones had been assigned new numbers, with some of the tie-lines requiring prefix numbers. For instance, when dialing from Hoboken to a number in Jersey City, the prefix number "6" will get the call through. By the same token, a Hoboken to New York City call requires the prefix "7."

There are 450 telephones served by the new board, in addition to 29 local trunk lines, 12 foreign exchange trunk lines, 42 telephone company tie-lines, and 21 railroad company tie-lines. That is what it takes to serve New York City, four counties in New Jersey, Cleveland, Hornell, Buffalo, and Scranton.

The installation of 701-B might be called the second phase of a communications program for Erie-Lackawanna. The first phase saw the consolidation of the Church Street and Cedar Street switchboards in New York City, and the second phase united the Jersey City and Hoboken boards and relocated the teletype center from Pier 8, Jersey City, to Hoboken.

Now the company has the entire communications system neatly packaged in electronic marvels, and the Erie-Lackawanna "Number, please" is certainly a pleasing number.



*Chief Operator at Hoboken is Ethel Boechelman. Operators on the day shift are Ed Holtz, Clare Hail, Gertrude Vreeland and Dolores Reilly.*

*Erie-Lackawanna Magazine*

**W**ORK has begun on a project that will bring a second "new look" to Passaic, N. J., in just a little less than a decade. A major undertaking of the Erie-Lackawanna Railroad involves the complete removal of the Railroad's tracks through the heart of the city of Passaic and the re-routing of main line trains to the Boonton Line. When all of this has been accomplished, it will allow the State of New Jersey to achieve an improved alignment for its Route 21 Freeway through Passaic County.

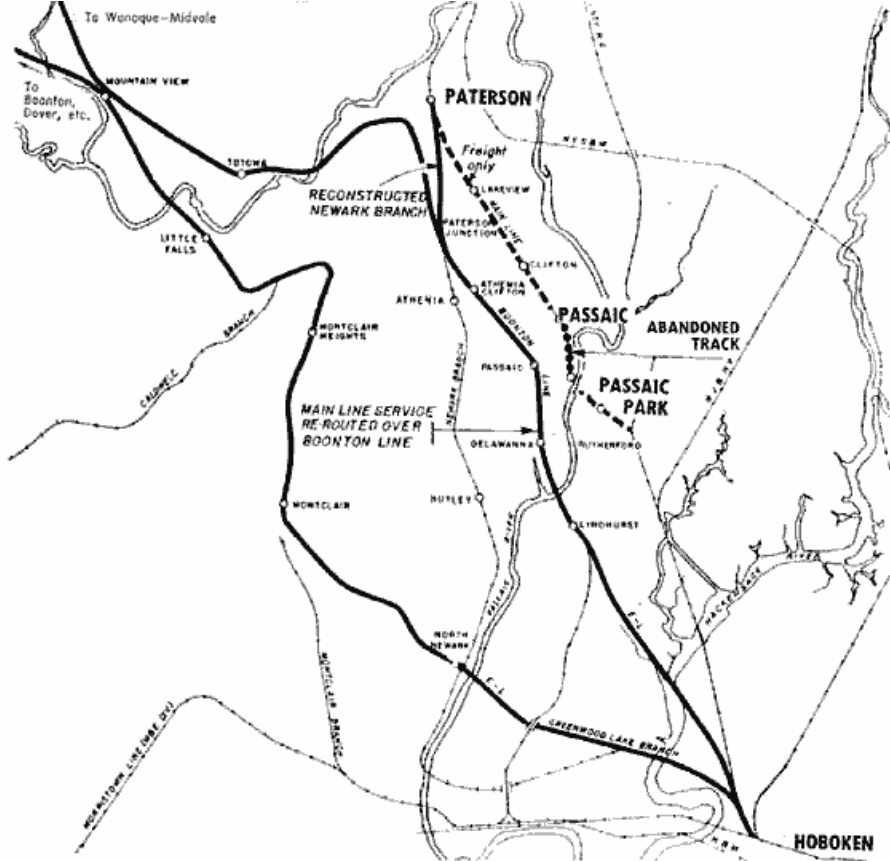
Built almost 100 years ago, the former Erie main line cuts a wide swath through the center of Passaic's principal business area, with the 1.35 miles from Monroe Street eastward to the Passaic River (the section to be removed) slashed by 13 grade crossings. At the easterly end of the line to be abandoned, the New Jersey State Highway Department will utilize 1,300 feet for the Route 21 Freeway work.

First step in the project, which began October 15, is the improvement and grade raising of the Newark Branch from just east of the former Erie Paterson station to Paterson Junction, on the Boonton Line. This includes a grade separation to carry the tracks over two busy South Paterson streets. The new link will be a little more than one mile in length and will be used by both main line trains and Newark Branch trains.

During the construction period, Newark Branch passengers are being transferred between the Market Street station at Paterson, and South Paterson by special buses. Direct connections are made with the trains at both locations. This special transfer is necessary because the physical restrictions will not permit a rail detour.

For many years Erie freight and passenger trains have rolled through Passaic's downtown district. The route, parallel to Main Avenue, was set apart by a wire fence on both sides of the track, punctuated at a goodly number of places by errant autos that had accidentally tested its resilience. A series of towers and shanties were strung along the right-of-way at the manually-protected grade crossings. The tile and stucco passenger station was reminiscent of another railroad age.

From the point of view of civic planners, all this typical railroad gingerbread left something to be desired. So in 1952 Passaic officials sat down with Erie representatives to exchange ideas and suggestions.



## PASSAIC GETS A NEW LOOK

Several meetings ensued and a program of modernization was arrived at.

In the fall of 1954, Passaic had its first new look.

At a cost of half a million dollars (paid for entirely by the Erie Railroad), Passaic's downtown district got a face-lifting. It included a new and modern passenger station, the installation of automatically-controlled flashing light signals, short-arm gates, and warning bells. The new protective barriers were all steel, flex-beam guard rails, firmly anchored to new posts and painted aluminum to produce a bright, clean appearance. The railroad reduced its right-of-way width so that Main Avenue could be widened. Grade crossings were widened and repaved, and traffic signals were synchronized with the crossing signals.

But in 1954, Passaic planners still had their eyes on the ultimate new look for the city: Complete removal of the tracks. This goal seemed beyond reach because the problems of moving the main line of a railroad were of monumental proportions. The matter had been the subject of many investigations over the years, and various plans had been advanced, with cost estimates ranging up to \$20 million.

When Erie and Lackawanna pas-

senger services were coordinated and moved to the Lackawanna Terminal at Hoboken in 1956 and 1957, the project was revived. At that time it was suggested that Erie main line trains could be diverted to the Lackawanna's Boonton Line. The proposal was found to be feasible, and when merger of the two Roads took place in 1960, the city of Passaic petitioned the New Jersey Board of Public Utility Commissioners to reopen the grade elimination matter.

Erie-Lackawanna did not object to the proposal and supported it under the master plan for suburban and commuter rail transportation as proposed" by the State of New Jersey. As a result, the plan was ordered into effect, with the announcement being made by Governor Richard J. Hughes.

Cost of the new project is estimated at \$1.8 million, of which 85% will be paid by New Jersey, with the balance to be paid by Erie-Lackawanna. It is expected the new route will be completed by March, 1963, and then work can be started on the removal of tracks through Passaic.

Then the City will have its "new" new look, and the door will be open for a whole new civic development for Passaic.

# KEN SMITH HONORED BY YOUTH GROUP

WHEN the New Jersey State Association of Future Farmers of America met for their annual convention last summer, an honored guest was Kenneth E. Smith, Erie-Lackawanna Division Passenger Sales Representative at Newark, New Jersey. And when Ken went home he took with him a handsome, walnut-mounted, bronze plaque and the honorary degree of State Farmer.

The reason for the award is described on a certificate which accompanied the plaque: "For many years . . . Your interest in our welfare and comfort (has gone) far beyond the 'call of duty.' (and) For your kindness and efforts in our behalf the New Jersey Association of Future Farmers of America presents you with this plaque and the Honorary State Farmer Degree of which it is symbolic."

Shortly after receiving the FFA award, Ken got a letter from Mr. Philip Alampi, Secretary, State of New Jersey Department of Agriculture, who added his praise to that already given. In part, Mr. Alampi's letter read: "It must give you a deep inner satisfaction to know that you have helped some lads along the way in their progress toward maturity and better citizenship."



KENNETH E. SMITH

## "GILLICK'S RAILLERY"

**rail.ler.y** (ral'er-i), n., 1.  
light, good natured banter  
2. a teasing remark.



*Editor's Note:* I "knew" John Gillick a long time before I met him in person. For years I have been a reader of his contributions to the Wes Lawrence column in the *Cleveland Plain Dealer*, and I have always marveled at the way he could see right to the heart of a situation, find the humor, and express it with an enviable economy of words. It's a talent few men possess, this wit, and John Gillick has it in the best sense and truest tradition of that difficult art. John is also a fellow employee. He is chief clerk in the Revenue Accounting Office, with 30 years of service to his credit. This is his first contribution to our Magazine. I hope you like it as much as I do. B.A.W.

Part of every conductor's equipment is a uniform, a punch, and a smile. Of these, the last is the most important.

*Our passenger salesmen and ticket clerks ore used to thinking in terms of selling round trips. All of us should keep that idea in mind when dealing with our patrons. We can't keep going ahead if they don't keep coming back.*

"Buff" is a word that is being used more and more these days to denote a follower, a fan, or, as the Spanish say, an *aficionado*. For instance, a railroad buff is someone who is interested in any or all phases of railroad operation. We'd like to see more of them.

"Buff" has nothing to do with "Rebuff," which shouldn't happen to anyone, least of all to one of our customers.

*If you want to. know which form of transportation is paying its way in the community, remember the old Pennsylvania Dutch saying that we just made up: "Wherever tracks is, tax is."*

"Railroad" is a fairly prosaic description of our favorite mode of trans-

portation. The French, for instance, have a much more vivid name: *chemin de fer*--"path of iron." The Italian *ferravia* means much the same. Back in the old days of the West, the railroad was known as "The Iron Horse."

If Congress doesn't provide a little relief for the Iron Horse pretty soon, maybe we'd better call on the S.P.C.A.!

*The use of alphabetical abbreviations didn't originate in Washington to describe government agencies. We have been using them for a long time on waybills. LFVC means "loaded to full visible capacity." SL&C means "shipper's load and count." Manufactured articles are sometimes described as SU-"set up," or KD-"knocked down."*

*One of our bowlers was heard to mutter as he left the alleys the other night:*

*"For all the bowling balls I threw,  
Somehow it seems to me,  
Too many pins remained SU,  
And not enough KD."*

Bet old Eleazer Lord, founder and first president of the Erie, would be mighty pleased with the initials we're using in our emblem these days!

*John Gillick*



### 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 tot 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 lot a long and happy retirement.*

NAME	TITLE	LOCATION	DATE	YEARS SERVICE
John C. Ackerman	Station Accountant	Jersey City, N.J.	10-19-62	47
Fred B. Allen	Trackman	Ashland, O.	10-10-62	43
John F. Armitage	Road Conductor	Scranton, Pa.	10-31-62	43
Vincent D. Babcock	Trackman	Cambridge Springs, Pa.	9-12-62	20
Theophile A. Baker	Clerk	Cleveland, O.	10-31-62	53
Mary E. Booth	Clerk-Stenographer	New York, N.Y.	11-30-62	45
Joseph M. Coco	Carman Helper	Keyser Valley, Pa.	9-27-62	40
Arleigh P. Coppage	Engineer	Ferrona, Pa.	11-30-62	37
Rocco Costa	Crossing Watchman	Endicott, N.Y.	10-31-62	37
Kenneth E. Crusen	Laborer	Hornell, N.Y.	10-11-62	36
Harry D. Curtis	Boilermaker Inspector	Jersey City, N.J.	10-15-62	28
John J. Dechert	Tug Engineer	Hoboken, N.J.	10-30-62	42
Jeremiah Dello Stritto	Pipefitter	Hoboken, N.J.	7-25-62	41

(Next page, please)

# E-L GOLFING TRIO HAS EASY SLEDDING AS THEY WIND UP '62 TOURNEY



## IN RETIREMENT:

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

(Continued from page 12)

**Y**EAH, we know it's December. And where we are the temperature is 'way down and the snow is 'way up. But the simple fact remains that the final ball of the 1962 E-L System Golf Tournament has just been kicked into the cup, and, brothers, *that's news!*

Actually, the tourney began last July 28th, and we reported it in the August/September issue of the Magazine. Ordinarily, that would have been the end of it, but four hot-shot pill-pushers found it necessary to come in at 70, thereby tying up the Low-Net classification and leaving the Committee with the alternatives of either chopping the trophy into four pieces, or of staging a playoK. They decided on the latter, and three of the four men involved agreed to play 18 holes on their home courses, with the cup going to the man who carded the lowest tally. All four names will be engraved on the cup, however.

lack McInnerney, one of the four, decided to stand pat with his original score, and elected not to participate in the playoff.

Joe Lucas, Don Schoonmaker, and Don Miller were the other three members of the original foursome, and here is the



LUCAS

way it came out: Lucas, playing the Hubbard course at Hubbard, Ohio, led



MILLER

off on #1 with an eagle, and then went on to card a fabulous 67 on the par-71 course. Schoonmaker and Miller played on



SCHOONMAKER

(Next page, please)

NAME	TITLE	LOCATION	DATE	YEARS SERVICE
William J. Donovan	Tug Engineer	Hoboken, N. J.	9-30-62	43
John Folwasny	Machine Operator	Cleveland, O.	9-18-62	34
Leif A. Gabrielsen	Bargeman	Hoboken, N.J.	19- 9-62	23
Michael T. Goranowski	Car Inspector	Hammond, Ind.	9-29-62	39
Felix J. Graczyk	Trackman	Randolph, N.Y.	9-19-62	22
Job O. Green	Conductor	Elmira, N.Y.	9-26-62	35
John P. Hadley	Air Brake Machinist	Scranton, Pa.	10-29-62	37
Charles W. Galenis	Laborer	Scranton, Pa.	9-21-62	39
Cyril D. Hilyard	Asst. to Auditor Disburs.	Scranton, Pa.	11-30-62	43
Watson M. Jennings	Conductor	New York Div.	8-28-62	43
Emil Kalchuk	Watchman	New York, N.Y.	10- 3-62	44
Cecil W. Karr	Electrician	Port Jervis	10-31-62	40
Miles V. Lugin	Car Inspector	Hammond, Ind.	10-31-62	47
John M. Maronza	Lye Vat Attendant	Hornell, N.Y.	10-24-62	42
John J. McGuire	Trainman	Scranton, Pa.	10- 8-62	42
Playford W. McKee	Yard Brakeman	Hornell, N.Y.	10-31-62	43
Edna I. Muhlbaugh	Chief File Clerk	New York, N.Y.	11-30-62	39
LaVerne Miller	Agent	Corry, Pa.	11-30-62	42
Peter C. Miller	Carman	Keyser Valley, Pa.	9-19-62	43
Peter J. Montague	Floatman	Jersey City, N.J.	9-30-62	42
James A. Moore	District Sales Manager	Dallas, Texas	10-31-62	35
John Mosley	Laborer	Hoboken, N.J.	9-26-62	23
William J. Moynihan	Car Clerk	Newark, N.J.	10-26-62	42
Peter F. Muller	Switchman	Hoboken, N.J.	9-15-62	42
Harry L. Newby	Patrolman	Weehawken, N.J.	8-30-62	37
Sherman Nichols	Material Deliverer	Huntington, Ind.	10- 3-62	44
Joseph E. Noll	Machinist	Buffalo, N. Y.	6-27-62	42
Andrew Ogradnick	Car Repairer	Pt. Jervis, N.Y.	10-16-22	44
Leroy O'Neill	Train Dispatcher	Hoboken, N.J.	9-11-62	46
Harry E. Orr	Fireman	Youngstown, O.	10-23-62	21
James E. O'Shea	Machinist	Buffalo, N.Y.	10-30-62	40
Benjamin F. Pallion	Laborer	Scranton, Pa.	7-23-62	20
Frank A. Passante	Painter	Jersey City, N. J.	7-30-62	33
Carl J. Peck	Conductor	Elmira, N.Y.	10-12-62	36
Wesley F. Petteys	Engineer, M. of W.	Hoboken, N.J.	9-30-62	36
Leona R. Phelps	Machine Operator	Cleveland, O.	10-18-62	45
William F. Pimblott	Signalman	Paterson, N.J.	9-19-62	36
Rogelio G. Pita	Machinist Helper	Jersey City, N.J.	9-26-62	20
Louis B. Pool	Yard Conductor	Chicago, Ill.	9- 3-62	42
Russell S. Pope	Lead. Signal Maintainer	Kingston, Pa.	10-10-62	51
Charles E. Post	Asst. Secy-Asst. Treas.	Cleveland, O.	10-31-62	50
Robert H. Powell	Engineer	Cleveland, O.	8-31-62	39
John J. Rataj	Yard Conductor	Cleveland, O.	7-18-62	39
Alexander I. Raywood	Chief Clerk	New York, N.Y.	11-30-62	49
Burton S. Reed	Demurrage Clerk	Weehawken, N.J.	4-11-62	36
Arlliss Riechardt	Yard Conductor	Marion, O.	8-10-62	39
John C. Reynolds	Gas Hoist Lighter Capt.	Hoboken, N.J.	9-30-62	36
Floyd Robbins	Locomotive Engineer	Scranton, Pa.	8- 2-62	46
George H. Rodgers	Conductor	Buffalo, N.Y.	10-29-62	36
William R. Rodney	Checker	New York, N.Y.	10-31-62	21
Dominick Rossetti	Machinist	Scranton, Pa.	9-14-62	40
Joseph G. Rotterman	Mule Operator	Buffalo, N.Y.	9-7-62	31
Asa Rush	Engineer	Port Morris, N.J.	7-30-62	47
Walter A. Sadlowski	Machinist	Jersey City, N. J.	8-31-62	52
Walter F. Sawinski	Engineer	Hoboken, N.J.	10- 5-62	42
Marie B. Schall	Head Ediphone Operator	Cleveland, O.	8-22-62	27
Christian H. Schlegel	Freight Agent	Cleveland, O.	10-31-62	45
Alvin Schmidt	Electrician	Hoboken, N.J.	9-30-62	40
Claude D. Seeley	Locomotive Engineer	Scranton, Pa.	8-31-62	48
Fred W. Shively	Car Inspector	Ashland, O.	9-28-62	45
Floyd M. Smith	Laborer	E. Binghamton, N.Y.	9-28-62	33
Russell D. Spath	Section Foreman	Kenton, O.	8-21-62	37
Chester B. Spears	Machinist	Marion, O.	9- 7-62	44
Francis P. Steele	Baggage Master	Jamestown, N.Y.	8-17-62	34
James A. Steen	Engineer	Marion, O.	8-31-62	44
Lozier A. Summers	Electrician Helper	Chicago, Ill.	8-16-62	34
Joseph B. Sweetser	Blacksmith Helper	Scranton, Pa.	8- 8-62	43
Walter Roland Teetsel	Section Foreman	No. Tonawanda, N.Y.	10-11-62	35
Angelo Telisco	Carman	Dunmore, Pa.	9- 4-62	43
Leon E. Tenney	Asst. Dist. Sales Mgr.	Chicago, Ill.	8-31-62	43
Daniel Thompson	Dock Laborer	Weehawken, N.J.	9-13-62	23
Issac I. Travis	Trackman	Rush Creek, N. Y.	8-31-62	20
Patrick J. Troy	Electrician	Scranton, Pa.	10-31-62	34
William G. Trummer	Car Inspector	Salamanca, N. Y.	9-26-62	38
James W. Varner	Engineer	Meadville, Pa.	9-28-62	20
Angelo A. Vona	Laborer	Owego, N. Y.	6-7-62	51
Charles A. Waer	Conductor	Hoboken, N. J.	9-30-62	48
Ward E. Waide	Machinist Helper	Meadville, Pa.	10- 3-62	40
David P. Wallace	Tug Engineer	Hoboken, N.J.	10-31-62	42
Eddie R. Webeck	Baggage Master	Jamestown, N.Y.	8-31-62	33
John Welch	Engineer	Cleveland, O.	8-31-62	45
Charles H. Weller	Trainman	Hoboken, N. J.	9-13-62	42
Edward W. Weisner	Machinist	Buffalo, N. Y.	7-31-62	42
Francis W. Wilson	Locomotive Foreman	Suffern, N.Y.	9-30-62	47
Clayton B. Wood	Road Freight Conductor	Hornell, N. Y.	9-21-62	20
Carl S. Woolever	Road Freight Conductor	Hornell, N.Y.	10-31-62	50
Frank B. Wozniak	Carpenter-Painter	Buffalo, N. Y.	9-30-62	45
Joseph G. Wysocki	Car Inspector	Buffalo, N. Y.	9-30-62	39
Fred H. Yonkers	Yard Brakeman	Kent, O.	7-31-62	44
Harry G. Young	Trainman	Hoboken, N.J.	1-29-62	45
Frederick B. Zimmerman	Switchman	Utica, N. Y.	7-31-62	45
Petros Zografos	Laborer	Niles, O.	9-22-62	38



## STRANGER THAN FICTION!



*The two gentlemen in the picture above have a reason for smiling, and the story behind that handshake is a strange one, indeed. It is an interesting side light to our story on pages 8 and 9.*

*The man on the left is E. P. Gaetano, a carman, and on the right is K. R. Loveland, a painter foreman. Both men work in the car shop at Meadville.*

*But 50 years ago they were grade school buddies, and as time went on and the boys grew into men, they went their separate ways in life. Gaetano joined the former Erie and went to work at Dunmore, Pa., while Loveland became a Delaware, Lackawanna & Western employee and worked at that company's Keyser Valley shops.*

*It took the merger of the two railroads and subsequent moves to Meadville to bring the two school-boy chums back together again after half a century.*

### SHOULD HAVE A TOP PRIORITY



## E-L SPORTS

(Story begins on page 13)

their Mar-O-Dell links at Marion, Ohio.

Schoonmaker came off the back nine with a gross 80 for the par-74 course, but Miller was really at home. He bogied and birdied, once each, then did the par trick on sixteen cups, and wound up with a pleasing par-74.

Well, it's over now, for this year, at least. And Joe Lucas will add a miniature cup to his collection, as a reminder of what may very well be the longest golf tournament in System history.

Elsewhere in the world of E-L sports, more and more of our men and women are hanging out in alleys as the bowling season goes into full swing.

Word comes from V. F. Green, central passenger sales manager at Youngstown, O., that arrangements are all set for the Eighteenth Annual

Erie-Lackawanna System Bowling Tournament, and April 20 and 21, 1963, are the big days.

Once again our keggers will roll at the Holiday Bowl, 777 Poland-Youngstown Road, in Youngstown.

Entry fee for each man will be \$4.75 an event, and if a bowler chooses to cast his lot in the All-Events classification there will be an additional \$1.00 charge. In other words, if a man should enter the Five-man, Doubles, and Singles events, the fee would be \$14.25. Adding \$1.00 for the All-events grouping will bring the total entry fee to \$15.25 for each man.

Bowlers can get entry blanks from team captains who were entered in last year's tourney, and by the time you read this, blanks will also be available at principal ticket offices and from division superintendents.

## MOVING UP ALONG THE LINE

NAME OF EMPLOYEE	PROMOTED TO
E. J. CANNON	District Claim Agent, Huntington, Ind.
A. A. CARBONE	Assistant Supt.-Motor Transport Service, Cleveland, O.
W. G. CARLSON	Chief Mechanical Officer, Cleveland, O.
H. E. COLLINS	Assistant to Auditor of Disbursements, Scranton, Pa.
DUANE J. CRIPPS	District Sales Mgr., Dallas, Tex.
KARL W. DINGLE	Terminal Trainmaster, Hammond, Ind.
A. C. GALL	Claim Agent, Binghamton, N. Y.
R. J. GOSSLER	Claim Agent, Youngstown, O.
J. J. HERLIHY	Supervisor-Piggyback Operations, Croxton, N.J.
FAY G. HILL	Freight Agent, Cleveland, O.
DAVID M. HUGGINS	Master Mechanic, Scranton, Pa.
R. D. LACKLAND	Assistant Secretary, Cleveland, O.
EUGENE W. LUDDEN	Road Foreman of Engines, Meadville, Pa.
W. J. MILLS	Supervisor-Piggyback Operations, 51st St. Terminal, Chicago, Ill.
J. J. REARDON	District Claim Agent, Hornell, N. Y.
LOYD G. ROBINSON	Assistant Chief Mechanical Officer, Cleveland, O.
ROBERT C. ROSE	Road Foreman of Engines, Hornell, N. Y.
CARL S. SANUW	General Yardmaster, Hammond, Ind.
GORDON W. SEAR	General Yardmaster, 51st St., Chicago, Ill.
E. DEAN THOMPSON	Assistant to Chief Engineer, M. of W., Cleveland, O.
EDWARD W. VAN AKEN	General Yardmaster-Agent, Susquehanna, Pa.
CHARLES E. ZUVER	General Yardmaster, Leavittsburg, O.

# CHRISTMAS IN AMERICA

**W**HEN one considers that Christmas is, perhaps, the most popular of all our holidays, it is surprising how little many of us really know about it. Did you know, for example, that:

- Because it celebrates the birth of Christ, we think of Christmas dating back 2,000 years. Actually, not one of the United States recognized it as a legal holiday until 1836, and it wasn't until 1890 (72 years ago!) that all states observed it as a legal holiday;
- The Puritans were especially hostile to the day, and spent their first Christmas in the New World in "studied neglect" of Christmas;
- In 1659 the Puritans enacted a law to punish those who kept Christmas. The law read, "... anyone who is found observing by abstinence of labor, feasting, or in any other way, any such day as Christmas Day, shall pay for every such offense five shillings." And for 22 years Christmas was *banned in Boston!*
- Martin Luther is credited with erecting the first Christmas tree after he had been struck by the beauty of stars shining through the branches of an evergreen. And Germans, who settled in Pennsylvania, brought the tradition of the tree to America about 1740;
- It was the Dutch who developed the image of Santa Claus, or, as they call him, Saint Nicholas;
- It was Clement Clarke Moore's poem, "A Visit From St. Nicholas," written in 1822, that helped to develop the idea of Santa as a gift-bringer. And, until Moore's poem appeared, Santa Claus always traveled by horse and wagon;
- About the only thing that has remained the same from the beginning to our time is the Christmas wish, "... Glory to God in the highest, and on earth peace, good will toward men."

The Board of Directors of the Erie-Lackawanna Federal Credit Union have announced that the annual meeting of that organization will be held on January 18, at 6:15 P.M.

The meeting will be at the Sheraton-Cleveland Hotel in Cleveland, Ohio, and an invitation to attend is hereby extended to all members.

November/December, 1962



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

NAME	OCCUPATION	LOCATION	DATE OF DEATH
Battershell, Ray Lavon	Road Conductor	Mahoning Div.	9-28-62
Burrows, William Ferris	Car Repairer	Port Jervis Car Dept.	4-29-62
Burton, James Chesleigh	Engineer	Marion Div.	7-23-62
Cole, Tracy	Agent	N. Newark, N.J., N.Y. Div.	4- 8-62
Coleman, Tom	Mail Handler	Hoboken, N. J.	6-14-62
Denham, Robert Alexander	Boilermaker	Port Jervis Shop	2-24-62
Dettling, Loretta Francis	Asst. Chief Telephone Operator	Jersey City, N. J.	9- 5-62
Farrell, William Joseph	Machinist	Jersey City Shop	7- 4-62
Frodsham, James Ella	Boilermaker	Hornell Shop	10-16-62
Gerrity, Walter Albert	Yardmaster	Scranton Div.	5-10-62
Harbing, Michael Steven	Laborer	Scranton Div.	10-24-62
Hinkson, Fred William	Loco. Engineer	Mahoning Div.	9-39-62
Hulbert, Horton Jay	Engineer	N.Y. Div.	9-30-62
Johnson, Lareen Lester	Trackman	Susquehanna Div.	10-14-62
Johnson, Robert Bernard	Machinist	Susquehanna Shop	1- 9-62
King, Martin Orville	Machinist	Hornell Shop	4- 2-62
Lauber, Joseph George	Machinist Helper	Secaucus Shop	8-25-62
Lengel, Peter Davilla	Conductor	Marion Div.	3-11-62
Leonard, James Dennis	Loco. Engineer	Scranton Div.	9-16-62
Loretan, Joseph Alois	Loco. Engineer	Buffalo Div.	2- 4-62
Mahan, Michael Patrick	Sec. Foreman	Syracuse, N.Y.	8-16-61
McGrath Sarah Cecelia	Janitress	Jersey City, N. J.	10-17-62
Mone, Charles Joseph	Signalman	N.Y. Div.	10- 3-62
Neary, James Joseph	Machinist	Jersey City Shop	11- 3-62
Rossa, Charles William	Rd. Foreman of Engines	Buffalo, N.Y.	10-13-62
Schafer, Francis	AAR Clerk	AAR Bureau, Cleveland, O.	9-30-62
Stephens, Clarence Edward	Loco. Engineer	Scranton Div.	7-16-62
Tucker, Edward John	Tugboat Mate	Marine Dept., Hoboken, N.J.	10- 9-62
Vaughn, Lawrence James	Work Equip. Repairman	System Wk. Eq. Shop, Meadville	10- 6-62
Veltri, John George	Machinist Helper	Buffalo Shop	10-30-62
Warden, Wade Emerson	Commercial Agent-Chief Clerk	Frt. Trf. Dept., Akron, O.	9-24-62
Waters, George Amos	Division Car Foreman	Meadville, Pa.	7-23-62
Wilson, Alfred George	Wheelsman	Marine Dept.	5-27-62
Woolever, Clair Lasen	Division Storekeeper	Hornell Stores	10-18-62

## THE MEN WHO BRING US PAYDAYS

(Continued from p. 6)



*New York business life being what it is--a hectic, driving affair--sometimes the salesman takes over the customer's desk. That is just what Bob Mounce (seated) did in the office of Mr. F. R. Turner, Traffic Mgr. of Church & Dwight Co., Inc. Housewives may not recognize the name "'Church & Dwight," but they are surely familiar with the firm's many products, most famous of which are "'Cow Brand" and "Arm & Hammer" baking soda and sal soda.*



*Selling transportation is a team effort for our Railroad, and buying transportation is a team effort for the shipper. Here, Bob Mounce discusses rate schedules with "the men to see" at American Smelting & Refining Co. With our man (L to R) are Mr. Charles Kane, Supervisor of Bates and Routing; Mr. James Traister, Mgr. Purchasing Research; Mounce; and Mr. F. L. Merwin, General Traffic Mgr.*

**ERIE-LACKAWANNA RAILROAD  
MAGAZINE**

Midland Building  
Cleveland 15, Ohio

IF YOU CHANGE YOUR ADDRESS, CUT AT DOTTED LINE AND SEND THIS PORTION WITH NEW ADDRESS TO MAGAZINE OFFICE.

**FRANK DECKER** says:

**"DAMAGED FREIGHT  
-A USELESS COST;  
SHIPPERS-JOBS-  
REVENUE-LOST."**



Frank L. Decker's slogan did the first-prize trick on our Delaware-Susquehanna Division. Frank lives at 306 Franklin St., Great Bend, Pa.; he's an E-L mail handler in Binghamton, New York.

**DENNIS SIGNER** says:



Dennis P. Signer told the Loss-and-Damage-Prevention story in 8 words and took top prize on the Buffalo Rochester Division for his efforts. Dennis, a conductor, lives at 93 Manhattan St., Buffalo, New York.

**"LOSS & DAMAGE  
PREVENTION NEEDS  
CAREFUL HANDLING  
ATTENTION."**

*(What do YOU say?)*

**Erie-Lackawanna** *Railroad Company*

*The Friendly Service Route*

