

# GO!

WITH NORTHERN PACIFIC RAILWAY

MAY 1969

MICROWAVE  
SCHOLARSHIPS  
GO PEOPLE  
RESOURCES  
NORTHERN  
AIRMOTIVE  
POTATO CAR  
SPECTROMETER





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# GO!

WITH NORTHERN  
PACIFIC RAILWAY

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VOLUME 1    NUMBER 1    MAY 1969

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**COVER**

*Grass Mountain Tower in NP's microwave  
network flashes out signals from it's site in the  
Cascade Range, 3,800 feet straight up from  
Enumclaw, Wash.*



**MICROWAVE**

**NP's new non-stop,  
direct line  
communications  
network.**



Bozzz-bozzz-bozzz-bozzz-bozzz-bozzz-bo . . . clattbash! All-too-familiar sound. That was a call over Northern Pacific telephone lines a couple months ago. Or, rather, an uncompleted call.

Now the busy signal's gone. Or just about. It took \$8.5 million to do it, but that plague has had it, man. Practically everybody on the NP has made a call on his company phone without running smack up against a busy signal after dialing a digit or two.

Maybe Lawrence Bourassa, welder at Brainerd shops, or Bob Mertens, pipefitter at Glendive, hasn't made or taken a call that was carried over NP's recently-completed microwave system. But it's an even bet they've done a job because of someone else's call.

The \$8.5 million bit? That's what it cost to put this new, more reliable communications marvel into operation. Is it worth it? Is it any better than the old pole lines? Just ask Don Hill, superintendent of communications. Or any one of the scores of guys who've had to go out in blizzard or storm to fix a break. Or a customer who relies on the NP for up-to-the-minute information on shipments or travel.

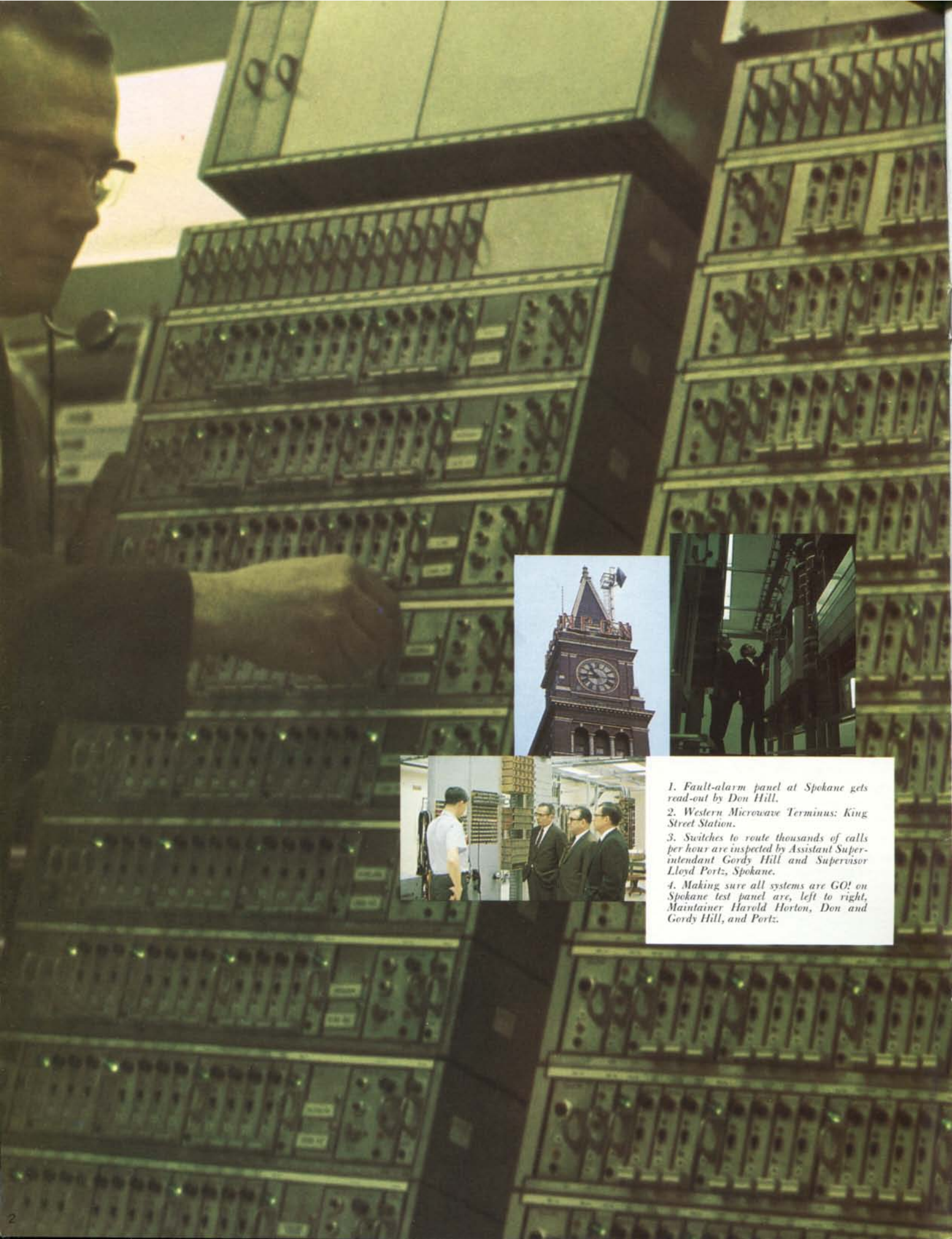
President Lou Menk had a neat way of putting it. He made the first call over the network to Seattle's Mayor Dorm Braman on March 17. That call, incidentally, officially initiated service and opened simultaneous news conferences in Seattle and St. Paul.

"We're a railroad," Menk said. "We move freight and passengers. But our ability to move them is in direct proportion to how fast we can move information.

"The telegraph, teletype and telephone, using lines strung out on poles running across the country were efficient means of communication. Yesterday. And efficient only until storms, snowslides, floods and what not knocked them down or covered lines with enough snow and ice to make communication impossible."

Hill says NP used to have six lines between St. Paul and Seattle. "Today," he adds, "we've got 60 microwave channels, and that's just a small part of the network's 600-channel capacity."

The really important thing about the change, though, according to Menk, is that NP can expect it to save thousands of hours each day in doing business, and, "most importantly, improve customer service."



1. Fault-alarm panel at Spokane gets read-out by Don Hill.

2. Western Microwave Terminus: King Street Station.

3. Switches to route thousands of calls per hour are inspected by Assistant Superintendent Gordy Hill and Supervisor Lloyd Portz, Spokane.

4. Making sure all systems are GO! on Spokane test panel are, left to right, Maintainer Harold Horton, Don and Gordy Hill, and Portz.

Because the waves go straight, towers had to be erected at frequent intervals to avoid such obstacles as NP's famous "thousand miles of mountains" and the earth's curvature. At each station, signals are caught in a dish, guided down into an amplifier to beef them up, then fed back up to another dish and sent on to the next. All in a sliver of a split second.

A signal moves at the speed of light, and, with NP's equipment, can carry up to 600 transmissions at once. To make sure it does, each station is self-sustaining. If there's a power failure, a generator starts automatically. And until it's ready to deliver full power, batteries carry the load.

Collins Radio, with full assistance from NP communications people, installed the system. And when a tower had to be put on non-NP land, they were preceded by Jim Gordon, or somebody else from Bob Juba's industrial development department, who negotiated for the site's purchase.

There are towers and dishes on the general office roof in St. Paul, King Street station in Seattle, and on mountain tops, depots and hills to the extent of one for every \$100,000 the system cost. And it's no pun to call this a towering achievement.

Collins' people say the new NP network is the longest and most sophisticated of its type in the world. But let no one think the company plans to rest on its laurels. Even now, ideas are being brainstormed to find ways of making maximum use of this new tool. To help run a better railroad, both for the company and the people it serves.

Frank Carrigan, Seattle, said that, from the time cut-over was made on a Saturday, by the following Monday evening more than 18,000 calls were switched through Gordy Hill's communication's center there. But microwave means more than better telephone service.

Fred Childs, assistant superintendent in St. Paul, says a big part of the system's capacity is assigned to shuttling data back and forth between computers in St. Paul and data terminals in major yards and operating centers scattered between Minnesota and Oregon. Del Cree, who's in charge of the data setup at Missoula likes that.

This means he can help provide customers with right-now reports on any shipment, any car, at any time. It opens the door to instant information for use in routing, classifying, scheduling, dispatching and controlling the movement of every bit of traffic on the NP. It's all a little like Buck Rogers. And speaking of him...

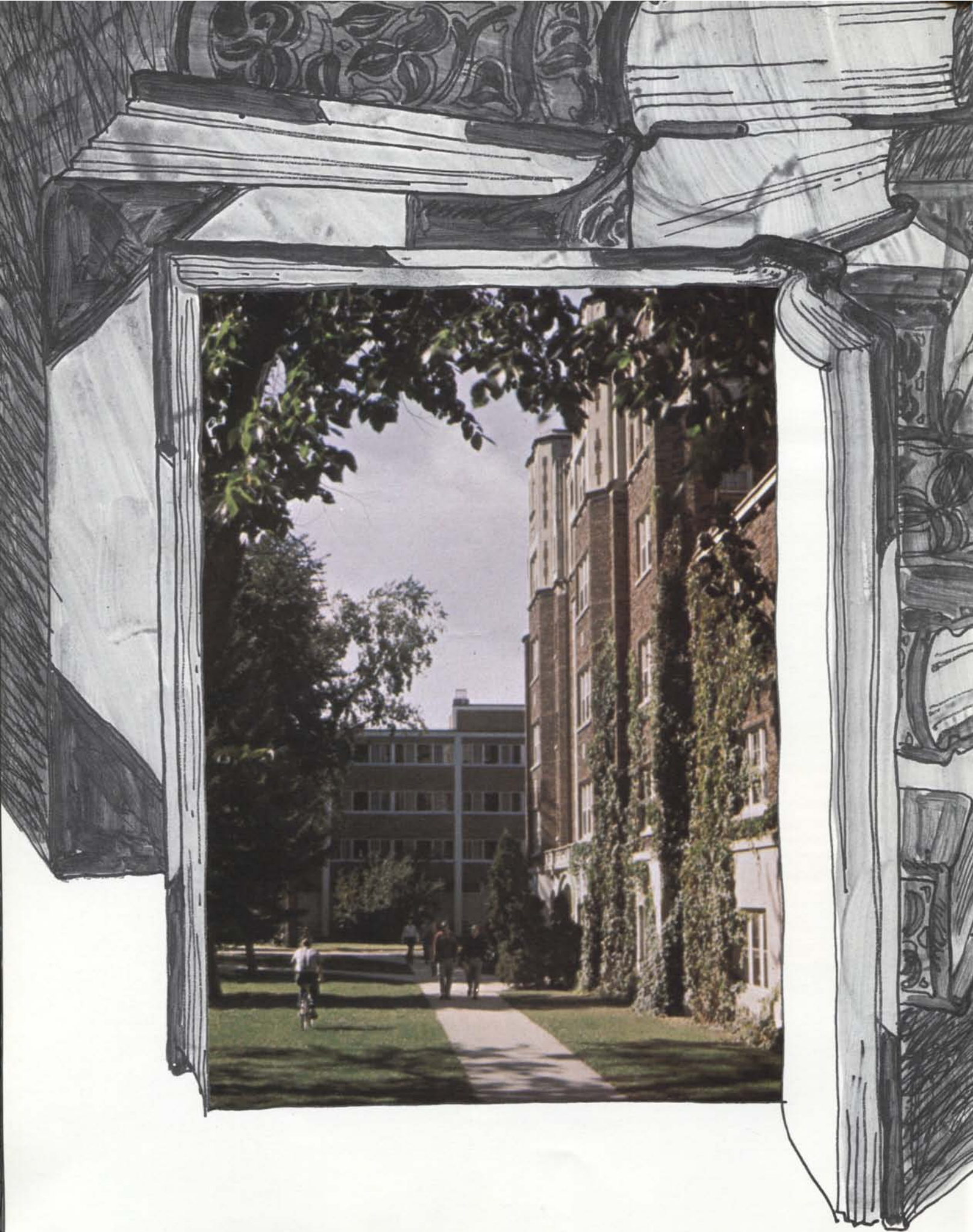
Kerry Fox, assistant vice president for Collins Radio of Dallas, Texas, had something to say along these lines. "This is the fulfillment of a long-standing dream—if I can use that word in railroading—that was born a number of years ago when I first met Don Hill. And to see it realized now, in such a short period, leads me to say that it took great courage and foresight to make the decision to go this route way back then. That was really 'Buck Rogers'."

In the system there are 85 receiver-transmitter towers and stations at intervals of up to 50 miles along the system. Parabolic antennae—that means they're dish-shaped—shoot high frequency signals on a direct line between stations. The input of signals makes the microwave oscillate. Filters at receivers identify and separate these and direct them to appropriate terminals, such as telephones or computers.

I am very much aware of the extra time and effort my people put into this project. Time that kept them away from home and family for long periods of time. In fact, more than is usually expected. Thanks to that very fine effort, we were able to meet our deadline. And what is most pleasing is the fact that it was a real team effort. I'm extremely proud of their contribution and the spirit they brought to it.

D. C. Hill







# Scholarships



*A career building plan for  
sons and daughters of railroaders*

Why give scholarships? Maybe because other companies do. Because it's the "in" thing these days? Or.

How about because it's a commitment? A commitment to the past. The present. The future. But mostly the future. With a part of today and a little bit of yesterday wrapped around it.

Northern Pacific Railway Foundation recently awarded nine college scholarships to sons and daughters of railway company employees. This is the first time in NP history for this kind of thing. Big news? To Go! people, yes. Perhaps to the rest of the country, no.

The important thing about this news isn't really the fact itself. It's the reason. And although the reason may be hard to pin down, it's truly as significant as the whole complex world we live and work in now.

Francis J. Dutke's father is a telegrapher. They're from Dickinson, N. D. What college or university will Frank go to? The selection committee didn't ask him. It's his decision.

Leslie H. Johnson is from Staples, Minn. His father's a brakeman. So what will Les study in college; what will his major area of study be? There was no place on the application form to put that down, either.

Sharon A. Mordorski, of St. Paul, probably won't follow in her father's footsteps. He's a mechanical designer. But who knows? Women are entering more fields now than ever before.

Connie M. Norheim is a high school senior at Jamestown, N. D. Her father is an agent-operator. NP has had a number of women filling such posts in its long history, but college will carry Connie into a new world.

Christine M. Nyberg is from Spokane. Her father gets around the division quite a bit as a section laborer. But Christine's scholarship will give her a chance her father never had.

And then there's Brigitta M. Scherr, of Yakima, Wash., whose father is a crossing flagman. In the beginning, she was one of more than 150 qualified applicants. Today, she has a \$1,000 scholarship to see her through her first year at college.

Deborah Seaburg, of Dilworth, Minn., wondered if the daughter of a hostler-fireman would have a chance to win. Now she knows. And she knows a lot more than that, too, as her test score showed.

College seemed a remote possibility to Martin H. Spalding, of Enumclaw, Wash. His dad is an NP check scaler. That first year of college is in his grasp now. And if he shows the kind of achievement that brought him this far, he has a chance to renew his award each of the next three years.

Are there any reasons there, among these nine winners, for the Foundation to award scholarships? Probably. But Lou Menk, president of the NP and the Foundation likes to look ahead. At what these young people can do for the country with what they've earned.

All of the winners were chosen on the basis of scholastic achievement, extraordinary contributions to their communities through extra-curricular activities and test scores. But those first two are all-important in the why of the whole thing.



Assuming these outstanding students from Northern Pacific country follow through and complete college, and, at the same time, maintain their attitudes of community responsibility, then, obviously, they may well become leaders in their chosen fields. And if it turns out that way, Menk believes that Northern Pacific, through its Foundation, will have made a contribution to this country's future. At the same time, it will constitute the repaying of a few debts, in a manner of speaking.

Northern Pacific is more than a railroad. It has diversified into many other areas of industry. It employs people whose talents and training are utilized in almost every facet of industry today. Many are college trained.

College trained under the GI Bill, other scholarships, family financing, or even the worked-his-way-through kind. Working for the NP and its related operations today demands more and more people of this caliber. So, it's quite like putting something back into the bank after you've taken something out.

There will be eight more new scholarships next year for NP offspring to compete for. Ultimately, there may be 32 college students at one time getting their education through a Foundation scholarship. (There were nine this year, because the competition was so close.)

In addition to these individual scholarships, the Foundation makes direct grants to private colleges attended by any of the scholarship recipients. Under this part of the program, a contribution of \$500 is made to the general fund of the college attended by the Foundation scholarship recipient each year the student is in attendance under the program.

This is done because the Foundation and the railway know full well that tuition fees today are hardly geared to the total financial needs of the schools. Thus, the \$500 grant in each case helps to ease the burden on the institution.

That's another part of the commitment. The NP's commitment to now and the future.





# GO! PEOPLE



## GO! . . . Telling it like it is

Here's GO! Volume 1, Number 1. Our new publication. Lively, colorful, tuned in. As it will be each month.

MAINSTREET, the newspaper, is gone. So is The NORTHWEST, the bi-monthly magazine few of us saw. GO! has taken their place.

This new magazine's objective is really quite simple: To tell it like it is—on the Northern Pacific.

Let's call it a communications link. A family tie that brings together all of us who are employed by this company. A company that's on the GO!

As with MAINSTREET, it'll tell of promotions, retirements, company sports events, the safety scoreboard. Those things will be in this section: GO! PEOPLE.

Feature stories in full color will wrap around GO! PEOPLE. Telling what's new. What's going on. What makes NP go. And of the people who are involved. Because it's people who make NP go. By their involvement.

Sometimes there'll be a story with a "management point of view." Not all will agree with the viewpoint. This is to be expected. Because that's how it is in most families. But one thing's certain.

GO!, more than any of its ancestors, is a magazine for all of us. Wherever NP people are. So, eventually, we want reporters all along the system.

Telling it like it is.

Communication is a two-way thing. A key that can lock or unlock gates. Gates to understanding, motivation, achievement. Or it just isn't communication, as all of us know. So believe this. GO! is not an "ivory tower" megaphone. It's your magazine all the way.

That's why your editors and I want to hear from you. Hear your point of view, whatever it is. About a story you have read, or would like to read.

About the magazine, the company, anything. Because that's like it is, on the NP, from here on out.

Lou Menk

# GO PEOPLE



## Making news

The 1969 Northern Pacific Railway Veterans' Convention has been scheduled for June 6, 7 and 8 at Duluth, Minn.

Veterans are being sent special convention kits that include several reservation cards and information on the convention schedule.

Frank J. Sailer, Veterans' Association secretary and treasurer, has called attention to the fact that all vets planning to attend the convention must complete all of the reservation forms.

Most important is a pink card for special "R" Series trip passes. Annual passes will not be honored for transportation to the convention.

Twin Cities veterans must request trip passes on the Great Northern from the Twin Cities to Duluth and return.

For more distant travelers, there is a yellow card for sleeping car reservations, and for all convention-goers, except those living in Duluth, there is another card for hotel reservations at the Hotel Duluth.

Sailer said there is still another card on which to indicate plans to attend various convention functions.

The convention schedule includes a bus tour of the city and Skyline Drive high above Lake Superior on Friday afternoon, June 6; a meeting of the board of directors at 6:30 p.m. Friday; and a social hour and sing-along, plus dancing on Friday evening.

The annual Veterans Association meeting has been set for 9 a.m. on Saturday. A Saturday coffee hour will be announced later.

The schedule for Sunday includes a boat trip to many points of interest in the Duluth-Superior harbor, starting at 2 p.m.

Sailer urged all veterans to return their reservation forms as quickly as possible, since this year's arrangements are expected to attract more than the usual number of conventioners.

Student drivers throughout the state of Washington are now using special booklets on "Safety at the Crossing," prepared and published by the Northern Pacific and four other railroads that operate in the state.

The booklets will be distributed by the department of public instruction to about 60,000 student drivers each year throughout the state.

A total of 200,000 of the booklets were delivered recently to Louis Bruno, superintendent of public instruction at Olympia.

Education of student drivers in practicing safety at railroad crossings is part of a coordinated program in Washington that includes a bill introduced in the state legislature by representatives Dick Kink, Whatcom County, and Avery Garrett and Norwood Cunningham, both of King County, to improve protection at railroad crossings.

"Safety at the Crossing" booklets are presented to Louis Bruno, state superintendent of public instruction, Olympia, Wash., for use in a statewide driver education program, by Roger J. Crosby, Northern Pacific's western counsel.



Seattle's Mayor Dorm Braman, left, tries out an antique Northern Pacific wall telephone presented to him on March 17 at ceremonies marking completion of the company's new \$8.5 million microwave communications system. F. L. Steinbright, right, vice president—executive department, Seattle, presented the phone on behalf of L. W. Menk, president, who moments before made the first official call via microwave from St. Paul to Mayor Braman in Seattle.

## Making News cont.

### C. E. LOVE

You can't beat love for bringing people together.

That's particularly true when applied to the Love family.

C. E. Love, who retired about a dozen years ago as a Northern Pacific traveling auditor, had the pleasure a few months ago of joining four sisters and brothers for a reunion at Annandale, Minn. Four of the five, are octogenarians. The Loves include Charlie, 81, of Missoula, Mont., Mrs. Della Hammond, 86, Minneapolis, Minn., Ed, 84, Longview, Wash., Mrs. Ethel Seeger, 82, Annandale, Minn., and Mrs. Frances Anderson, 77, St. Petersburg, Fla.

### KENNETH L. COOK

The Interior and the Insular Affairs committees of congress heard presentations in March from the National Reclamation Association, including a lengthy statement by Kenneth L. Cook, Northern Pacific's director of agricultural development.

Cook discussed the Columbia Basin Project, the Garrison Diversion Unit in North Dakota, and other reclamation projects. He stressed the need for adherence to the present water delivery schedule for Columbia Basin irrigation and cited the extensive investments in this and other areas by Northern Pacific and hundreds of other industries, agricultural suppliers and agricultural producers.

### RON NIXON

Ron Nixon, Northern Pacific manager—wire chief in the communications department at Missoula, Mont., was featured in the April issue of RAILROAD magazine for his contribution to railroad photography. Five pages featured Nixon's remarkable work. He has long supplied photos for use in company news releases and magazine articles.

### ALBERTO VALLE, JR.

Alberto Valle, Jr., weighmaster at the Stacy Street Yards in Seattle has been presented a "Community Leader of America Award" by the editorial board of News Publishing Co., Seattle.

Valle is president of the Puget Sound chapter of the Mexican-American Federation and is active in politics in the Seattle area. He was a candidate for the Washington State Legislature last fall, and attended President Nixon's inauguration.

Valle was recognized in 1962 as "Freight Forwarder of the Year," while working for another transportation firm. His wife, Faye, works in the Northern Pacific's regional station accounting office at Seattle.

### F. L. STEINBRIGHT

The Public Services Division of the Seattle, Wash., United Good Neighbor campaign this year will be directed by F. L. Steinbright, Northern Pacific's vice president—executive department.

Steinbright is also a member of the United Good Neighbor board of directors. The campaign covers both Seattle and King County.

### CLIFF L. KATH

Cliff L. Kath, manager of trailer-on-flatcar, container-on-flatcar merchandise-sales, was among panelists at a Northwest Shippers Advisory Board program March 26. The panel's topic was "What's Ahead in Containerization."

Kath said that the concept of containerization is firmly planted in the transportation industry and that development of personnel, equipment, facilities and intermodal scheduling indicates industry-wide preparedness to handle increasing traffic in containers.

### MRS. ESTHER BULLARD

Imagine all the places you'd like to see and things you'd like to do on a trip anytime in the next two years anywhere in the Western Hemisphere.

Mrs. Esther Bullard, who has just retired as chief clerk in the freight traffic office at Jamestown, N. D., is pondering just such a trip. She is winner of the "Go Del Monte Sweepstakes," a contest sponsored by Del Monte Foods, and earned a similar trip for her grocer, Joe Knowles of Valley City, N. D.

Esther joined the company in 1922 as a rate clerk and also served the Northern Pacific as a billing clerk and as cashier. She was honored at a banquet in March attended by 42 guests, including fellow employees, friends and relatives.

### LINUS TUMBLESON

Linus Tumbleson, assistant to the director of the agricultural development department, St. Paul, was recently named Man of the Week by the St. Paul Junior Chamber of Commerce.

Linus was chairman of the first Mock Council Session for St. Paul high school students. He coordinated plans with city officials, student groups and schools for students to conduct a council session in City Council chambers. Linus is active on the Jaycee's Public Affairs Committee.

### J. E. MULVEY

J. E. Mulvey, 84, who retired from the Northern Pacific in 1958 at Spokane, Wash., spent a good part of April "a visitin' the ol' sod."

The Irish octogenarian won notoriety in 1944 by giving the press the best blarney of the year, the story of the Great Rattlesnake Rain, which he said occurred when the Spokane, Portland & Seattle Railway was under construction at Snake River.

Mulvey's son, John, Jr., accompanied him on the trip.

# Earning promotions and appointments



Northern Pacific has a new vice president. He's **George F. Defiel**, who joined the company April 1 to head an accelerated program to attract new businesses and industries to locations served by the railway.

When he announced appointment of Defiel to head the new program as vice president—industrial development, **Louis W. Menk**, president, said that company activities will also be directed toward assisting businesses and industries now located along the Northern Pacific in further expansion and development.

"Industrial development has always been an integral part of our business," Menk said, "and our emphasis in this area has grown substantially through the years as new equipment, computers and other technological advances have strengthened our transportation services."

Defiel's appointment signals the start of a new phase in the company's total effort to attract and serve business and industry.

The new vice president is a native of St. Paul, Minn., where he attended St. Thomas Academy and the College of St. Thomas. He is a graduate of the

University of Tulsa, Okla., where he received a bachelor of laws degree.

Defiel worked for Warren Petroleum Corp., and Sunray DX Oil Co., at Tulsa from 1940 through 1963. He served in field positions, pipeline, production, refining, marketing and law. He held such management positions as division real estate manager, district and regional sales manager and general manager—real estate.

The vice president title is not new to Defiel. In 1963 he was appointed vice president and general manager of DX Oil Co., a wholly-owned marketing subsidiary of Sunray DX. Later that year he joined the St. Louis & San Francisco Railway as assistant to the president.

Since January of 1966, Defiel has been director of industrial development and real estate for the Chicago, Burlington and Quincy Railroad at Chicago.

He is a member of the Oklahoma Bar Association, the Chicago Union League Club and the Traffic Club of Chicago. He has been active in work with chambers of commerce, special government committees and community organizations.

**L. J. (Jeff) King** has been appointed general manager—terminal operations, with headquarters at St. Paul.

Jeff joined the company last October as assistant general manager of terminal operations. He started his railroad career in 1958 as superintendent of terminals for the St. Louis & San Francisco Railway at Tulsa, Okla.

In 1963, Jeff became superintendent of terminals for the Frisco at Memphis, Tenn., and became division superintendent there in 1966. He continued in that post until joining the Northern Pacific.

**J. G. Maher** has been named valuation engineer at St. Paul to succeed **M. C. Wolf**, who has retired after more than 43 years of service with the railway.

Maher joined the company in 1940 as a clerk in the car accounting office. He was on leave for military service from 1942 through 1945 and returned to work in the accounting department. He became assistant valuation engineer in 1963.

**R. D. Thompson** has been appointed assistant director construction projects at St. Paul. He joined the company in 1948 as a chainman in the engineering department at Glendive, Mont.

Thompson held various engineering department positions through 1954, when he became division engineer at Missoula, Mont. The next year he became trainmaster at Spokane, Wash., and two years later he was made trainmaster on the Rocky Mountain Division.

In 1962, Thompson became superintendent of the Duluth Union Depot and Transfer Co. at Duluth, Minn., and assistant superintendent of the former Lake Superior Division. He became superintendent of the Fargo Division in 1965 and superintendent of the Rocky Mountain Division at Missoula, Mont. in 1967.

## Earning Promotions and appointments cont.

C. G. Sheffield and M. L. Harnden have both been named general passenger agents at St. Paul.

Sheffield joined the company in 1947 as city ticket agent at San Francisco, and has since served as city freight and passenger agent at San Francisco, city passenger agent at Seattle, city ticket agent at Seattle, city passenger and ticket agent at Spokane, Wash., and assistant general passenger agent at St. Paul.

Harnden joined the company in 1926 as a substitute sorter in the car accounting department at St. Paul. He held various clerical positions until 1947, when he became secretary to the general passenger agent, St. Paul. He has since served as chief clerk to the general passenger agent, traveling passenger agent, and assistant general passenger agent, all at St. Paul.

O. W. Cobb has been appointed assistant vice president, rates and divisions at St. Paul. He succeeds P. A. Walsh, who has retired after nearly 48 years of service with the company.

Cobb joined the Northern Pacific in 1947 as a steno-clerk in the passenger department at Kansas City, Mo. He has since served as chief clerk and as

city freight and passenger agent at Kansas City, freight traffic manager—rates at St. Paul and as assistant general freight traffic manager—rates and divisions, St. Paul.

R. D. Schlappy has been appointed assistant to the general manager at St. Paul, to succeed M. E. Hagen, who has been named superintendent of the Rocky Mountain Division at Missoula, Mont.

Schlappy joined the Northern Pacific in 1957 as an operating apprentice at Glendive, Mont. He has since served as assistant roadmaster at Minneapolis, branch line roadmaster on the St. Paul Division, trainmaster at Pasco, Wash., trainmaster at Minneapolis, and assistant superintendent at Minneapolis.

Hagen joined the company in 1948 as a roundhouse laborer at Fargo, N. D. He has served as a fireman and as an engineer on the Fargo Division, road foreman of engines at Duluth, Minn., trainmaster on the Fargo Division, as assistant superintendent at St. Paul and as assistant to the general manager.

R. L. Beem has been named assistant superintendent on the St. Paul Division with headquarters at Minneapolis, to succeed Schlappy.

Beem joined the Northern Pacific as a section laborer on the Idaho Division in 1951. He has since served as a section foreman, assistant roadmaster and roadmaster on the Rocky Mountain Division, district roadmaster on the Tacoma Division, and trainmaster-roadmaster on the St. Paul Division. M. C. Nyberg has succeeded Beem as trainmaster, with headquarters at Staples, Minn.

Nyberg joined the company in 1951 as a welder's helper at Spokane, Wash. He served in various positions in the

operating and engineering departments until 1966, when he became assistant engineer at Seattle. Later that year he returned to the operating department as district roadmaster at Billings, Mont. Since 1967 he was trainmaster-roadmaster at Bemidji, Minn. R. Knutson succeeded Nyberg in the Bemidji post. He joined the company in 1945 as a section hand on the Yellowstone Division, and has since served as a track supervisor, branch line roadmaster at Jamestown, N. D., and as roadmaster at Billings, Mont. James S. Craig has been appointed senior methods analyst at St. Paul to succeed John J. Burns, Jr., who was recently promoted to director of methods and planning in the management services department.

Craig joined the company in 1966 as assistant cost analyst in the office of the comptroller and has since served as cost analyst and senior cost analyst in the department of costs and statistics.

A. J. Brennan has been named office services analyst to succeed G. T. Hill who was recently promoted to the post of manager—administrative services in the management services department.

Brennan joined the company in 1955 as a waybill sorter in the accounting department at St. Paul. He has held various positions since in the traffic department, including rate analysis and quotation clerk and chief clerk to the general freight agent.

W. P. Stupfell has been appointed traveling freight and passenger agent at Seattle, succeeding C. F. Moreland, who was named general agent in the freight department at Portland, Ore., last September.



## Earning Promotions and appointments cont.

Stupfell joined the company in 1939 as an office boy-clerk in the Seattle traffic office. He held various clerical positions there until 1950 when he was promoted to service agent. He became city freight and passenger agent at Seattle in 1951.

G. A. Williams has succeeded Stupfell as city freight and passenger agent at Seattle. He joined the company in 1953 as a steno-clerk in the Los Angeles traffic office, and has since served as chief clerk at Lewiston, Idaho, chief clerk to the assistant western freight traffic manager and general freight agent at Seattle.

A. N. Brownell, Jr., has been named research analyst in the freight traffic department at St. Paul. He joined Northern Pacific in 1953 as a crew caller at Glendive, Mont.

Brownell held various clerical positions at Glendive, and at Grand Forks and Fargo, N. D., and in 1966 became traveling passenger and freight agent at Fargo. In 1967 he was made sales representative TOFC merchandise at Fargo, and from April, 1968, until the present promotion served as traveling freight and passenger agent at Fargo.

J. D. Shepard has been appointed supervisor special equipment with headquarters at Philadelphia, Pa. He's been with the company since 1960 when he started as a messenger in the passenger department at St. Paul. He held various clerical positions at St. Paul through 1962, and after leaving the company for a few months, returned as chief clerk in the traffic office at Philadelphia.

Mrs. B. L. Goble has been appointed car distributor-special equipment at Chicago. Barbara joined the company in 1965 as a stenographer in the transportation department at Chicago, became eastern car service agent in 1966 and assistant car distributor in March of 1968.



George R. Powe has been named to a new position as assistant vice president—minerals in the Northern Pacific's traffic department.

E. M. Stevenson, vice president—traffic, said Powe will be responsible for development of new railway business in mineral traffic, expansion of transportation services to present mineral shippers and for development of increased export-import traffic in ores.

Powe joined the company in 1943 as assistant geologist in the land department at Billings, Mont. He is a native of Darby, Mont., where he attended grade and high schools and holds both a bachelor's degree and a master's degree in geological engineering from the Montana School of Mines at Butte.

He worked for the Anaconda Company at Butte while completing his education, and later became a shift boss in mining operations.

In 1941, Powe was hired by Northern Pacific as a consulting engineer for projects in the state of Washington involving coal and other minerals.

Powe was assistant geologist for NP at Billings from 1943 through 1947 and then became assistant resident engineer at Roslyn, Wash., with Northwestern Improvement Company, a wholly-owned subsidiary that later became part of the railway's corporate operations.

From 1951 through 1953, Powe established businesses of his own as a rancher and proprietor of a retail store at Cascade, Mont.

Powe returned to the railway in 1953 as chief mining geologist at St. Paul. He became manager of mining properties and eastern lands in 1956, and assistant general manager of properties and industrial development in 1959.

In 1964, Powe was promoted to general manager of properties and industrial development. He held that position until his present promotion.

# Winning awards

Northern Pacific has lots of winners. People who put extra effort into their jobs, into community and national programs. People like those singled out as individuals or as groups for their work on the past U.S. Bonds and Freedom Shares campaign.

On the Fargo Division, awards for patriotic service were made in March to Roy V. Ketring, roundhouse foreman in the mechanical department at East Grand Forks, Minn., and to Robert G. Schultz, division storekeeper at Dilworth, Minn. An award for meritorious service was presented to Theodore R. Rohla, trainmaster for the Fargo Division, Fargo, N.D.

The first award recognizes persons who signed up 50 per cent or more of employees not previously buying bonds and Freedom Shares through payroll savings. The second recognizes marked increase in the percentage of participation.

The Fargo Division was also presented a service star for its U.S. Treasury Minute Man Flag, won in 1965 for 72 per cent participation by division employees. The division also won stars in 1966 and 1967 for 61 per cent and 55 per cent participation. The award was accepted by B. V. Coyer, division superintendent.

On the Yellowstone Division, meritorious service awards from the U.S. Treasury Department were won by Richard E. Schuett, assistant superintendent at Glendive, Mont., and Wilmar D. Gray, assistant superintendent at Billings, Mont.

S. A. Anderson, Yellowstone Division superintendent, was also presented a service star for the division's Minute Man Flag. The division achieved 82 per cent participation in 1968 and has service stars for 1966 and 1967. It won the flag in 1965 for 71 per cent participation.



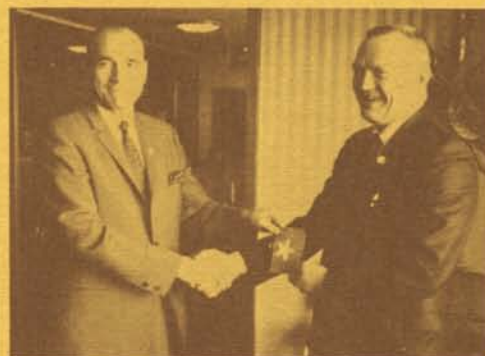
The St. Paul Division has won another service star for its Minute Man Flag with 62 per cent participation. The division won its flag in 1965 with 74 per cent participation and has stars for 1966 and 1967 also. The new award was accepted by R. O. Hammerstrom, division superintendent.

Three persons were singled out for awards on the Rocky Mountain Division.

Gene G. Richardson, trainmaster at Helena, Mont., and Dwight N. Engelhardt, district storekeeper at Livings-

ton, Mont., both received patriotic service citations, and Gordon K. Naylor was presented a meritorious service award.

The Rocky Mountain Division also earned another service star for its Minute Man Flag for 91 per cent participation in the U. S. Bonds and Freedom Shares campaign. The division won its flag in 1965 and has a star for 1966. The 1968 Award was accepted by M. E. Hagen, division superintendent.



The Idaho Division also won a service star for participation by more than 57 per cent of its personnel in the 1968 campaign. The award was accepted by J. G. Heimsjo, division superintendent. The division won its flag in 1965 and has stars for 1966 and 1967.



Bill Shannon accepts a Minute Man flag for the Mechanical Department at St. Paul from Harry Schmokel, right, representing the U. S. Treasury Department.

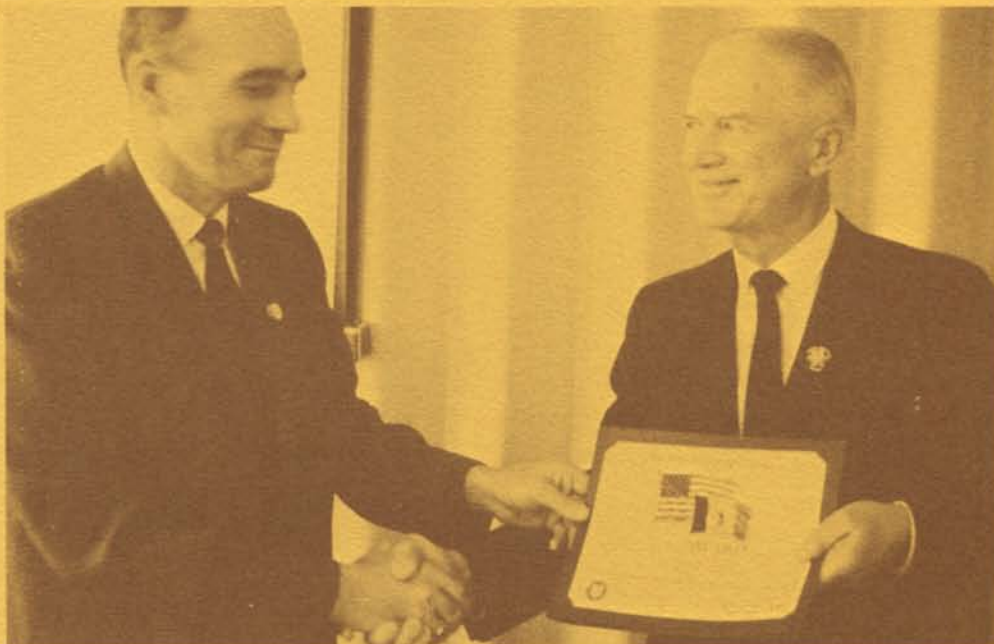
## Winning awards cont.

An individual award for patriotic service was also presented to L. S. Kiser, western traffic manager, for having achieved 75 per cent participation among the 102 persons under his jurisdiction at Seattle, Wash.

The mechanical department at St. Paul, Minn., won a Minute Man Flag for 53 per cent participation in 1968, and the award was accepted for department personnel by W. R. Shannon, chief mechanical officer.

Patriotic service awards were won by 15 persons at the general office building in St. Paul, and meritorious service awards were presented to 10 headquarters employees.

G. T. Flynn, Tacoma, accepts War Bond Award for L. S. Kiset from Larintzen.



Recipients of Citations for Patriotic Service at St. Paul are, seated, left to right: Loren Elverhoy, Gene Parrish, Lucille Renfrew, Millie Sperling, Joe Miller, Harold Wittich; standing: Bob Murphy, Tom Pasquale, Frank Marincel, Milton Dale and Floyd Deming. Jim Nankivell, who also received a citation, was not present.



Recipients of Meritorious Service Awards at St. Paul are, seated, left to right: Cliff Kath, Bill Shannon, Dave Ryan, Jerry Masters; standing: Ray McCourtney, Len Holmstrom, Reldon Schlappy, Ken Cook, Bill Taylor and Walt Goodyear. Not present were: Eleanor Eilers, Walt Henton, Les Anderson and Roy Zielinski.



# Working safely

The Livingston, Mont. Shops turned in the best safety record for 1968 among Northern Pacific's four main shops, with only one reportable injury for the year. The Shop Award plaque is prominently displayed at the main entrance to the shop office in Livingston. Left to right are D. M. Smith, Livingston safety supervisor, W. R. Shannon, chief mechanical officer, St. Paul, H. H. Ramer, shop superintendent, and H. J. Bell, general foreman of the Livingston Shops.



First Place Trophy in the Northern Pacific Class "A" Yardmen's Safety Campaign for 1968 is presented to H. R. Caroon, general yardmaster at Duluth, Minn., by R. E. Wilkins, supervisor of rules, safety and fire prevention. The Duluth-Superior yards achieved a safety ratio of 28.68 man-hours lost because of reportable injuries for each million man-hours worked.

The Class "C" Yard Safety Award for 1968 is presented to L. L. Wollschlaeger, assistant superintendent at the Missoula, Mont., Yards, right, by N. M. Lorentzsen, vice president—operating. The Missoula Yards had only three reportable injuries for the year.



The President's Award for the Northern Pacific division showing the greatest improvement in its safety ratio in 1968 is presented to B. V. Coyer, superintendent of the Fargo Division, left, by N. M. Lorentzsen, vice president—operating. The division improved its standing by more than 50 per cent by achieving a ratio of 14.41 man hours lost because of reportable injuries per million man hours.



## Working safely cont.

Safety Award plaques recognizing achievement of better safety ratios than the winning Northern Pacific division by individual departments were presented to D. E. Peterson, left, assistant signal engineer; J. F. Dean, second from left, manager of security and freight claim prevention; and to R. E. Carlson, assistant superintendent of the dining car department, and D. J. Welligrant, Sr., supervisor of the dining car department, fourth and fifth from left. With them is D. H. King, general manager at St. Paul, who presented the awards.



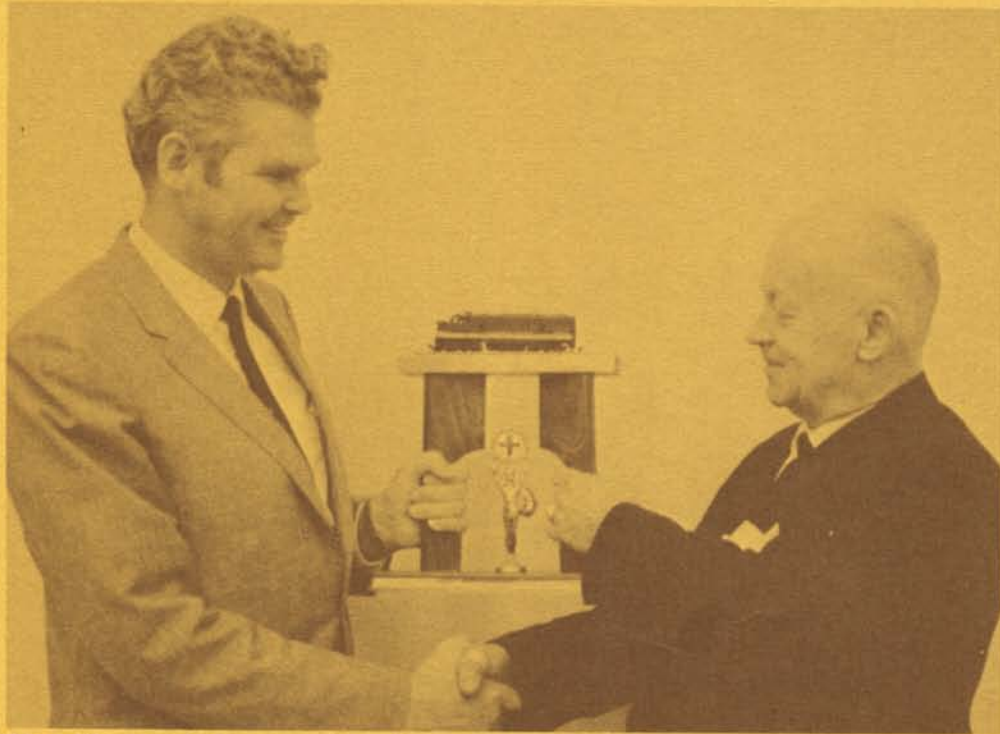
The communications department and general office building employees were recognized for outstanding safety records in 1968. D. C. Hill, left, superintendent of communications, holds a plaque recognizing his employees for having achieved a better safety ratio

for the year than the company's top division. C. V. Schutt, superintendent of the general office building, holds a trophy awarded for going the year without a reportable injury. With them is D. H. King, general manager, who presented the awards.

The President's Award for the best safety ratio for the year among all Northern Pacific divisions is presented to S. A. Anderson, superintendent of the Yellowstone Division, second from left, by N. M. Lorentzsen, right, vice president—operating. With them is D. H. King, general manager—lines east. The division achieved a safety ratio of 7.07 man hours lost due to reportable injuries, per million man hours worked in 1968.



## Working safely cont.



The Electrical Engineering Department's accident-free performance of 1968 is recognized by a trophy being presented here to E. L. Musolf, electrical engineer at St. Paul, Minn., right, by C. A. Bentley, superintendent of safety.

The 1968 Tie Plant Safety Award is presented to H. Blanck, foreman of the Brainerd, Minn., Tie Plant, by C. A. Bentley, left, superintendent of safety, St. Paul. The Brainerd unit had only two reportable injuries for the year.

The 1968 Class "B" Yard Award for achieving the best safety ratio is presented to H. A. Whitcanack, general yardmaster of the Laurel, Mont., Yards, left, by N. M. Lorentzsen, vice president—operating.



## NEW AWARD

For Minnetonka Club Members, a new and more exclusive award.

A 20-year award is being prepared for Northern Pacific Minnetonka Club Members, but they must continue to work safely to receive it. To be eligible for the new Minnetonka Award, employees must have had no lost time (reportable) injuries during the period January 1, 1950 thru December 31, 1969; or must complete a 20 year injury free period subsequent to December 31, 1969.

The new Minnetonka Award for the men is a pair of cuff links which match the tie bars given for the 10-year record. The ladies with 20 years of injury free service may choose between the cuff links and a charm bracelet.

Pink application cards are being prepared similar to the application for the 10 year award. Again, employees will make application thru their supervisors who will approve service date. Only applications received on the new pink card will be considered for the 20 year awards. Distribution will continue to be made for the 10 year award on the white cards.

If you will have 20 or more years of service by January 1, 1970 and have no reportable injuries since January 1, 1950, please submit your pink application card promptly so it may be checked and your award ready for distribution at the end of this year.

Any questions concerning the 20 year award may be directed to the Rules, Safety & Fire Prevention department.

## CRITICAL INSTANT

People on the go make decisions. Big ones and small ones. They all count, one way or another.

Northern Pacific has nearly 13,000 decision makers. In offices. In yards. In shops. All along the railway. Together they make millions of decisions every week. The results are usually good, but sometimes they're not.

Sometimes people on the go act before they think. They forget the rules. In the CRITICAL INSTANT chance comes in and changes the game. Someone gets hurt.

John was an NP decision maker. A trainman. He knows what a difference that CRITICAL INSTANT can make. He traded in one leg for a pair of crutches and a disability pension.

"It was just another day in the yard," John remembers. "We were building our train and I didn't get the hose coupled between the caboose and the last car.

"Just had a couple of big boxes to add near the head end. I stepped between the caboose and the last car to link the

brake hose. Had plenty of time and 20 loads between me and the action. Not a chance in the world of getting hurt.

"Guess I'm just not as fast as I used to be," John said. "I heard the make and heard the slack coming. Nothing new. But I slipped and didn't get out on time."

John's CRITICAL INSTANT came when he saw the hose needed to be coupled and knew the others in the crew were still building the train. The rules told him he shouldn't step between the cars, but in the CRITICAL INSTANT he decided to save a little time.

Ted is still a decision maker for the NP. But he limps a little. He's a switchman.

"I've thrown that switch on the number 5 track as much as 20 times a day," Ted recalls. "Sometimes I've had to be a whole lot faster than usual.

"Who'd ever put his foot right where he was throwing that heavy ball on the switch handle? I wouldn't."

No, but Ted had the switch about half thrown. Just needed a little more pressure, and as he pulled, his right

foot slid. Not much. Only three inches. Just enough to put it right on target.

The right decision at a couple of CRITICAL INSTANTS would have saved Ted the crushing pain. He wasn't wearing safety shoes with steel caps and instep protectors. The overshoes he had on have pushed the switch handle over instead of pulling it toward himself. But he didn't.

The results of CRITICAL INSTANT decisions sometimes cost lives.

Whatever the cost, it's too much to pay. That's why Northern Pacific has come up with some new watchwords, system wide. CRITICAL INSTANT.

"We've tried lots of approaches to make all our people aware of danger," says R. C. Lindquist, general superintendent of rules, safety and fire prevention.

"Slogans. Awards for top performance. Committees to recommend new procedures. Danger signs. Face to Face discussion of the rules. These are just a few of the ways we have tried to call everyone's attention to the very elementary fact that working safely is not routine. You've got to think."

At the start of this year, the Penn Central came up with an idea that clicked with Lindquist. Penn Central's safety people figured that in any mishap there is a vital moment that makes a difference. They launched a major campaign to call attention to these vital moments.

"We're using the same approach," says Lindquist. "Only we've changed the words to CRITICAL INSTANT."

The big push is on for the month of May, when, according to company records, the safety ratio usually takes a big jump.



## Working safely cont.

Safety committees all along the line will be handing out 'CI' stickers, 'CI' buttons, and 'CI' matchbook-size first aid kits, all focusing attention on CRITICAL INSTANT.

A series of bright posters is also being prepared to show common accidents just about to happen . . . at the CRITICAL INSTANT.

"Our goal is not winning awards," says Lindquist.

"Our goal is not just changing the safety ratio for the better in May or

any other month.

"Our goal is not stopping specific kinds of accidents.

"Our goal is simply achieving system-wide understanding of 'CI'—awareness that danger is always there, ready for the CRITICAL INSTANT in which to turn decisions into accidents."

'CI' is the job of nearly 13,000 decision makers on the Northern Pacific. For all of them, one CRITICAL INSTANT is now . . . while they decide what they can do to make 'CI' work.

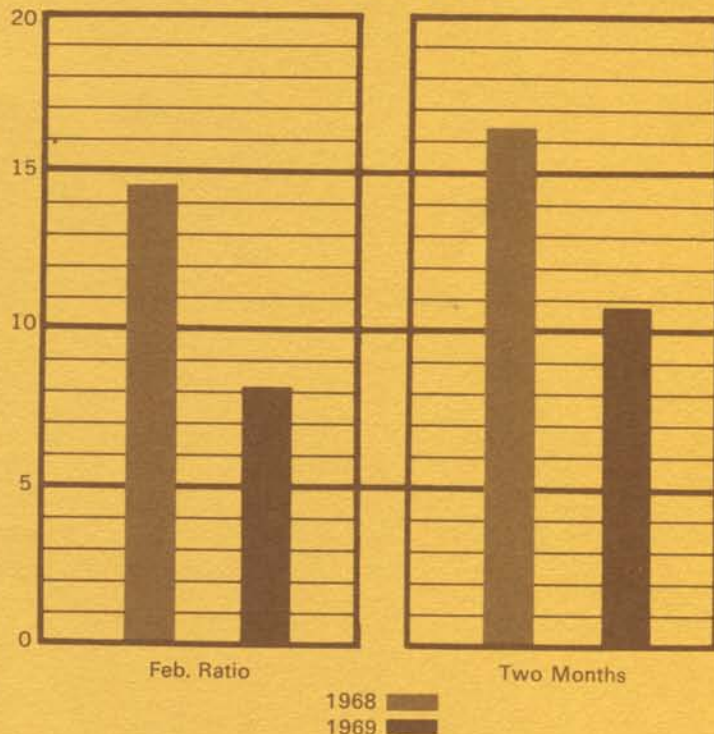
## SAFETY SCOREBOARD

First Two Months 1969 Compared to same period 1968 (Corrected)

	Reportable Casualties		Ratio Per Million Man Hours	
	1969	1968	1969	1968
System	51	77	10.81	16.47
<b>Standing by District</b>				
1. Eastern District	18	28	11.80	18.45
2. Western District	31	41	18.46	25.02
<b>Standing by Division</b>				
1. St. Paul	7	22	8.76	28.39
2. Yellowstone	5	2	10.48	4.13
3. Rocky Mountain	6	7	15.48	18.07
4. Tacoma	12	26	15.68	34.56
5. Fargo	8	4	24.13	15.49
6. Idaho	13	8	24.69	16.02
<b>Division Standings by Percentage of Improvement</b>				
1. St. Paul	-	-	89.14%	
2. Tacoma	-	-	54.63%	
3. Rocky Mountain	-	-	14.33%	
4. Idaho	+	+	54.12%	
5. Fargo	+	+	55.78%	
6. Yellowstone	+	+	153.75%	
<b>Standing by Class of Employee</b>				
1. Shopmen	0	8	.00	25.27
2. Trackmen	4	11	5.87	18.66
3. Enginemen	2	1	6.06	3.03
4. Stationmen	5	5	6.26	5.97
5. B & B Dept.	1	0	7.66	.00
6. Carmen	4	2	10.32	5.27
7. Trainmen	12	17	32.46	49.89
8. Yardmen	21	27	69.51	89.94
<b>Standing by Main Shop</b>				
1. Livingston	0	1	.00	13.73
Tie Como	0	0	.00	.00
Tie South Tacoma	0	1	.00	14.72
4. Brainerd	1	0	11.09	.00
<b>Miscellaneous Departments</b>				
1. General Office & Misc.	0	0	.00	.00
Tie Store Dept.	0	-	.00	-
<b>Miscellaneous Departments</b>				
1. General Office & Misc.	0	0	.00	.00
Tie Store Dept.	0	2	.00	17.38
Tie Communications	0	1	.00	13.04
Tie Dining Car	0	0	.00	.00
Tie Engineering Dept. 1	0	1	.00	11.20
Tie Security & Frt. Cl. Prev.	0	0	.00	.00
Tie Electrical Engineering	0	0	.00	.00
8. Signal Department	1	0	10.58	.00

Rules Safety & Fire Prev. — March 17, 1969

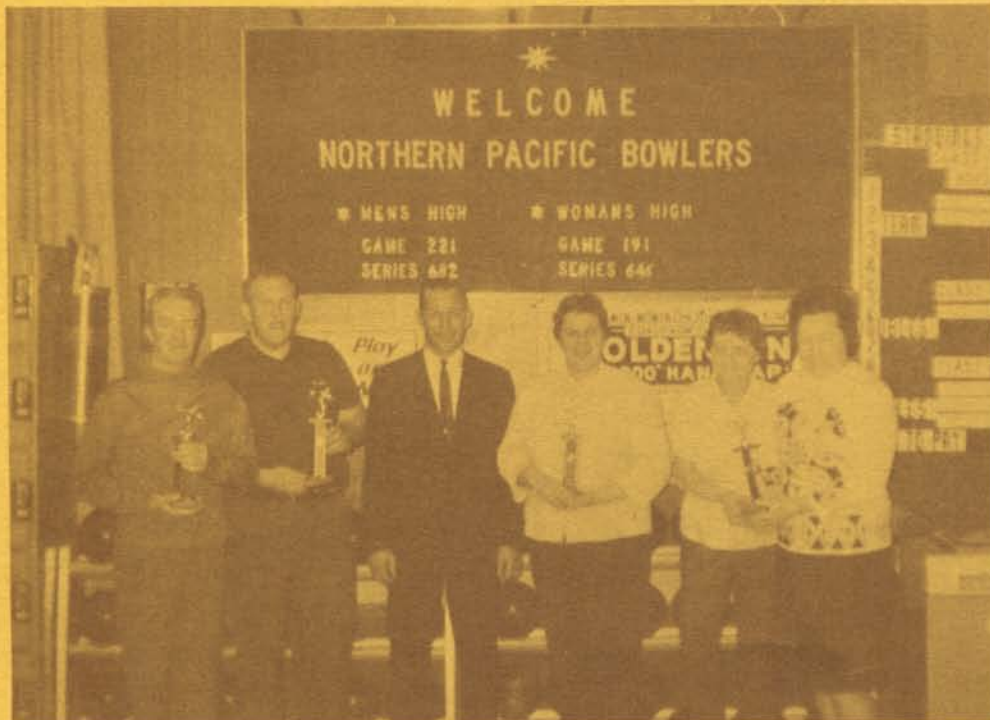
## SAFETY RATIO CHART



Here's the outstanding safety record for February and the first two months of this year. In February there were 8.01 reportable injuries per million man hours worked, compared to 14.60 in February last year. The two months ratio this year was 10.81 injuries per million man hours, compared to 16.47 a year ago.

While the record is better, there's still room for improvement. Keep it up!

# Playing



The trophies all went east aboard the North Coast Limited after the Ninth Annual Washington's Birthday Bowling Party, held this year at Valley City, N. D.

The event is sponsored each year by the Fargo Division and is open to employees from the entire system. Half of the 64 registrants were from company headquarters at St. Paul and among them were the five high rollers.

The trophy for Men's High Game was won by Jack Jenkins, chief clerk in the district engineer's office, who hit 221. Women's High Game was won by Bef Pruden, a clerk in the office of the manager—disbursement accounting, and by Myra Boraas, a clerk in the mail and baggage department, both of whom rolled 191.

The High Men's Series trophy was taken with a score of 682 by Robert Trapp, Jr., who is also a clerk in the office of the manager—disbursement

accounting. Helen Hoium, wife of Kermit Hoium, who is general clerk in the district engineer's office, rolled a three-game series of 646 to take the women's high series.

Size and depth on the bench aren't all that counts in the game of basketball. It takes steam. Just ask fans of the Laurel Locomotives, Laurel, Mont., on the Northern Pacific.

The Locomotives on March 15 closed an undefeated season, the first in Montana since 1964, when Missoula went all the way.

The Locomotives rolled to a 57-54 overtime victory in the season's final game over Kalispell for Montana's Class A Big 32 State Championship.

Norm Clarke, sports editor for the Billings Gazette, said Laurel, "one of the smallest Class A schools in the state," had kept its poise after falling behind by eight points in the first half and capitalized on quickness to "out-scrap the Braves."

T. J. Samuelson, chairman of the Second Annual Livingston Northern Pacific Men's Golf Tournament, says the 1969 event is scheduled for the weekend of August 16 and 17.

There were 47 participants in the event last year on Sept. 14 and 15 from as far east as Fargo, N. D., and from as far west as Yakima, Wash.

A steak dinner and dancing followed the first round play and Samuelson says similar hospitality is planned for this year. Entry blanks will be available to all NP employees in early summer. Just contact Samuelson.

Members of the Northern Pacific St. Paul Trap League have guns poised for their fourth season of shooting, starting May 6, at the White Bear Rod and Gun Club.

League president Jim Maher, valuation engineer, says the league roster is filled, six teams with six men each.

The shooting schedule is broken into two seven week series, with a 15th-week shoot matching the top teams from each half of the season. The final shoot is set for Aug. 12.

The league uses a yardage handicap system. As teams improve their standing, distance to target is increased from 16 yards to 17, 18 and then 19 yards back of the target house.

Each league member pays \$3.55 per shoot, which covers ammunition and club fees and the cost of individual trophies for members of the winning and runner-up teams. An individual high score trophy is also awarded for the season.

# Retirements

Paul A. Walsh retired on March 1 as assistant vice president—rates and divisions at St. Paul after more than 48 years of service with the Northern Pacific.

Walsh started work with the company in 1920 as an office boy at Seattle, Wash., in the freight department. He became assistant to the freight traffic manager at St. Paul in 1935, and served successively as assistant general freight agent, assistant to vice president—traffic, general

freight agent, and general freight traffic manager. He was named assistant vice president rates & divisions in July of 1965.

Ralph Swanson, center, has retired as traveling car service agent at Seattle, after 50 years of service with the Northern Pacific. Friends honored Ralph and his wife, right, at a Swan Song Party at the Elk's Club. With them, left, is Frances Moore, who recently retired as chief clerk in the transportation department after 46 years of service.



## Other retirements:

Leon A. Albright, Lineman, Kelso  
*30 years service*

Carl O. Anderson, Track Supervisor, Missoula  
*40 years service*

Kermit M. Bleese, Engineering Inspector, Seattle  
*23 years service*

Adolph Bosche, Sectionman, Medina  
*26 years service*

Dewey R. Bolton, Drawbridge Tender, Pasco  
*32 years service*

Anton J. Brake, Sectionman, Sauk Centre  
*26 years service*

Archie Brunelle, Patrolman, Mandan  
*25 years service*

Patrick H. Butler, Yard Clerk, Laurel  
*21 years service*

James D. Campbell, Telegrapher, Sidney  
*32 years service*

Lennie M. Campbell, Conductor, Jamestown  
*40 years service*

Joseph H. Champie, Switchman, Seattle  
*27 years service*

Mary A. Carter, Clerk, Seattle  
*27 years service*

Hillard C. Crampton, Assistant Engineer, St. Paul  
*33 years service*

Kato Christopherson, Hyster Truck Operator, Mpls.  
*24 years service*

Anton Datta, Section Laborer, Glendive  
*24 years service*

Leonard F. Defrang, Telegrapher, Minneapolis  
*31 years service*

Paul Duncan, Locomotive Engineer, Livingston  
*51 years service*

Ernest W. Erickson, Roundhouse Foreman, Dilworth  
*41 years service*

Erick I. Erickson, Carpenter, Hoquiam  
*28 years service*

Trygve Erickson, Agent Telegrapher, Moorhead  
*45 years service*

Oscar Fjug, Sectionman, Fertile  
*24 years service*

Edward D. Frayer, Tool Dresser, Brainerd  
*52 years service*

Victor M. Frendt, Painter, St. Paul  
*25 years service*

Angelo J. Gavarra, Gang Foreman, Seattle  
*46 years service*

Stephen J. Gerbozy, Section Foreman, Superior  
*41 years service*

Peter Gesellchen, Section Foreman, Hazelton  
*46 years service*

George Gratwohl, Sectionman, Laurel  
*26 years service*

## Retirements cont.

- Lillian B. Hackett, Janitor, Missoula  
*26 years service*
- Martin Halder, Sectionman, LaMoure  
*25 years service*
- Ralph H. Haugland, Roundhouse Foreman, Missoula  
*41 years service*
- Ernest J. Heffernan, Instrumentman, Duluth  
*24 years service*
- Conrad Henry, Carman, Laurel  
*26 years service*
- Raymond W. Hill, Section Foreman, Rathdrum  
*38 years service*
- John Hodgson, Yard Clerk, Drayton  
*23 years service*
- Peter Hoffman, Section Foreman, Richardton  
*49 years service*
- Frank S. Horner, Carman, Laurel  
*26 years service*
- William H. Jans, Switchman, Missoula  
*21 years service*
- Ray E. Jensen, Forklift Operator, Missoula  
*21 years service*
- Carl H. Jimison, Truck Driver, Glendive  
*26 years service*
- Michael Kerin, Machinist Helper, Livingston  
*25 years service*
- Axel W. Keskinen, Draw Bridge Leverman, Duluth  
*22 years service*
- Otto R. Kiefler, Signal Maintainer, White Bear Lake  
*28 years service*
- Arthur P. Kimmel, Asst. West. Traffic Mgr., Seattle  
*41 years service*
- Robert S. Macfarlane, Chairman of the Board, St. Paul  
*35 years service*
- Jack W. McAuley, Brakeman, Spokane  
*32 years service*
- Harold L. McDonald, Sheetmetal Worker, Livingston  
*25 years service*
- Eugene T. McGuire, Store Helper, St. Paul  
*45 years service*
- Darwin F. McIntyre, Car Inspector, Mandan  
*26 years service*
- Ralph M. Meyer, Section Laborer, Hazelton  
*26 years service*
- Adolph A. Micko, Bureau Chief, St. Paul  
*49 years service*
- William H. Miller, Section Foreman, Drummond  
*49 years service*
- Glen H. Morcomb, Machinist, Brainerd  
*37 years service*
- Peter J. Moser, Sectionman, Medina  
*27 years service*
- Henry Muecke, Locomotive Engineer, Glendive  
*50 years service*
- Alfred O. Nastum, Section Foreman, Pembina  
*51 years service*
- William Nelson, Dining Car Chef, St. Paul  
*48 years service*
- Palmer L. Nermoe, Accts. Receivable Clerk, St. Paul  
*35 years service*
- Raymond Olsen, Locomotive Engineer, Tacoma  
*45 years service*
- Oscar M. Olson, Painter Helper, Brainerd  
*22 years service*
- John W. Painter, Locomotive Fireman, Parkwater  
*25 years service*
- Howard L. Rapp, Roundhouse Foreman, Tacoma  
*46 years service*
- Leonard W. Reynolds, Machinist Inspector, Jamestown  
*28 years service*
- Harvey L. Roloff, Traveling Auditor, St. Paul  
*46 years service*
- Erma M. Runyan, Messenger, Tacoma  
*38 years service*
- Rudolph J. Saumer, Boilermaker-Welder, St. Paul  
*42 years service*
- Lawrence J. Simpson, Sectionman, Attalia  
*42 years service*
- Walter Sinks, Claim Agent, St. Paul  
*26 years service*
- Albert B. Smith, Sectionman, St. Paul  
*24 years service*
- George W. Smith, Traveling Auditor, St. Paul  
*46 years service*
- Almer A. Snyder, Locomotive Engineer, Livingston  
*23 years service*
- Esther E. Tesnow, Stenographer, Milwaukee  
*29 years service*
- Emma B. Timpe, Telegrapher, Mandan  
*27 years service*
- Bert M. Thompson, Section Foreman, Pingree  
*22 years service*
- William C. Ufer, Machinist, Auburn  
*32 years service*
- Mazel W. Van Orden, Stat'ary Eng. in Chg., Livingston  
*45 years service*
- Paul A. Walsh, Asst. V. Pres., Rates & Div., St. Paul  
*49 years service*
- Charles A. Watson, Yardmaster, Minneapolis  
*49 years service*
- John B. Woolcock, Switchman, Butte  
*23 years service*
- Henry Wunder, Jr., Sectionman, Lisbon  
*21 years service*
- Carl Zumbrunnen, Chauffeur, Brainerd  
*26 years service*



What kind of railroad needs geologists, foresters, mining engineers, land specialists, etc., as well as enginemen, trainmen and traffic experts?

The Northern Pacific, of course. The railroad that's bigger than a railroad. The railroad with lots of resources. Chief among which are its people. Because it's people that make the NP go.

And it's people like geologists, foresters and others who make the resource development department go. And go they do. Finding minerals, and companies to buy and mine their finds. Dedicating and managing tree farms, and selling the timber. Developing and leasing lands for farming and range forage. And entering the residential and recreational realty fields.

For the most part, the resources already exist. But it takes people to develop and put them to their best use. Bob Binger, vice president of this department—which became a separate entity April 1—heads the small army that does all this work. Work that takes men like Loren Williams out into the arid lands of eastern Montana to seek out strippable coal deposits. And Harry Tutmark, pilot-photographer, out over the land to get photos to help the rest do their jobs.

Assisting Binger in St. Paul is Ernie Thurlow, manager of mineral

development and eastern lands. In Seattle, it's Bud Merryman, manager of timber and western lands. Each of whom has others helping him at various points across the system.

In St. Paul there's Barney Binon, chief mining geologist, who coordinates the efforts in his division and evaluates the results of these efforts. Williams, when he's not in the field, reports on his work and prepares maps to delineate minable deposits, with help from his assistant, Pete Mattson.

Charlie Lindberg is the office geologist. He provides drafting and technical services. Such as reports, maps, etc. Researching commodities or geological information. These reports and supporting maps, incidentally, are made available to interested parties.

At a district office in Hibbing, a mining inspector looks after NP's taconite reserves that are being mined under lease. And that's a sizable amount, now that direct shipping ores have dropped off. And a geologist at this iron range office is looking into the future of non-magnetic taconite, evaluating company properties and keeping an eye out for copper-nickel development and the possibility of finding other base metal deposits, such as copper, lead, zinc, gold and silver.

The Seattle district office has three

geologists headed by Dick Rector. These men make regional geological studies in NP's traffic and land ownership area. Which brings up the existence of a relatively new attitude in this division.

No longer do NP geologists confine their activities to company lands. They're taking a broader look at mineral development in the entire territory. In fact, a few years ago they staked a bunch of claims on a large area in Montana, even using a helicopter to airlift the large wooden stakes up into this western wilderness area.

Yes, like everybody else on the NP, they're using new tools and methods in their work. Essentially, the geologists are oriented toward ground and air reconnaissance in seeking new targets for examination. But then they follow this up with geochemical and, to a limited extent, geophysical prospecting. And they've experimented with new aerial photographic methods.

Black and white photos are used extensively in coal exploration, but color is used, too, in searching for metallic minerals. And infrared photography actually has proved useful in solving railroad engineering problems, which illustrates another way this division has been helpful. They work with NP's traffic and operating people.

### Resources: NP's rich harvest of people, plans and products



A resident forester manages each area on the ground. He's got to know timber and how to plan ahead for removal of the mature crop. He supervises logging. Plans access for each parcel. Programs for the reforestation of logged areas. Makes continuing studies of the growing crop and its needs for protection against insects, diseases, etc. Maintains roads and guards against trespass. He really keeps on the go.

Seattle's staff of specialists backs him up. Their work, plus his, directs specific targets for timber removal. Logging is done by the company or a firm to which the timber is sold. Company logging permits the placing of logs with plants requiring a particular specie or type of log. And usually at a more favorable rate. But this also benefits the plant, which gets exactly what it wants.

Current operations, according to Merryman, are directed primarily at removal of mature old growth and replacement with young, growing timber. So each parcel produces the maximum amount of wood possible. And all the other lands?

Some, of course, is held for industrial development. But over a million acres in Montana and Washington are handled out of St. Paul and Miles City for range and cultivation uses.

Herman Leibinger has been "Mr. Northern Pacific" at Miles City for many of the 42 years he's been with NP. His other title is district supervisor of grazing and cultivation.

On the Coast, Seattle has taken over several parcels once held for coal production. And, in a joint venture with an outside firm, has gone in for community residential development. Too, the demand for summer recreation homes has boomed, and studies are underway to implement plans for entering this field as well.

Nope. Doesn't sound like a railroad at all. But it is. And with people who know how to run a railroad that's bigger than a railroad.

Like evaluating mineral deposits for the former to determine freight traffic potential. And searching for deposits of construction materials for the latter. Also, studies in engineering geology have been made for existing and proposed buildings, roadbeds, and tunnels. But it's the saleable minerals that keep these people hopping. Like iron and coal.

Lots of people around the country think coal's a dead issue. But they should see some of the NP geological

reports and leases. Already this department has located and leased billions of tons of lignite and bituminous and sub-bituminous coal. Some 3.5 billion tons are under lease to such companies as Peabody, Consol and Montana Power. But NP estimates it has something like 10 billion tons of minable coal reserves in North Dakota, Montana and Washington. And some of the biggest names in coal and oil are after it right now. With Bud Merryman's timber, it's a somewhat different story.

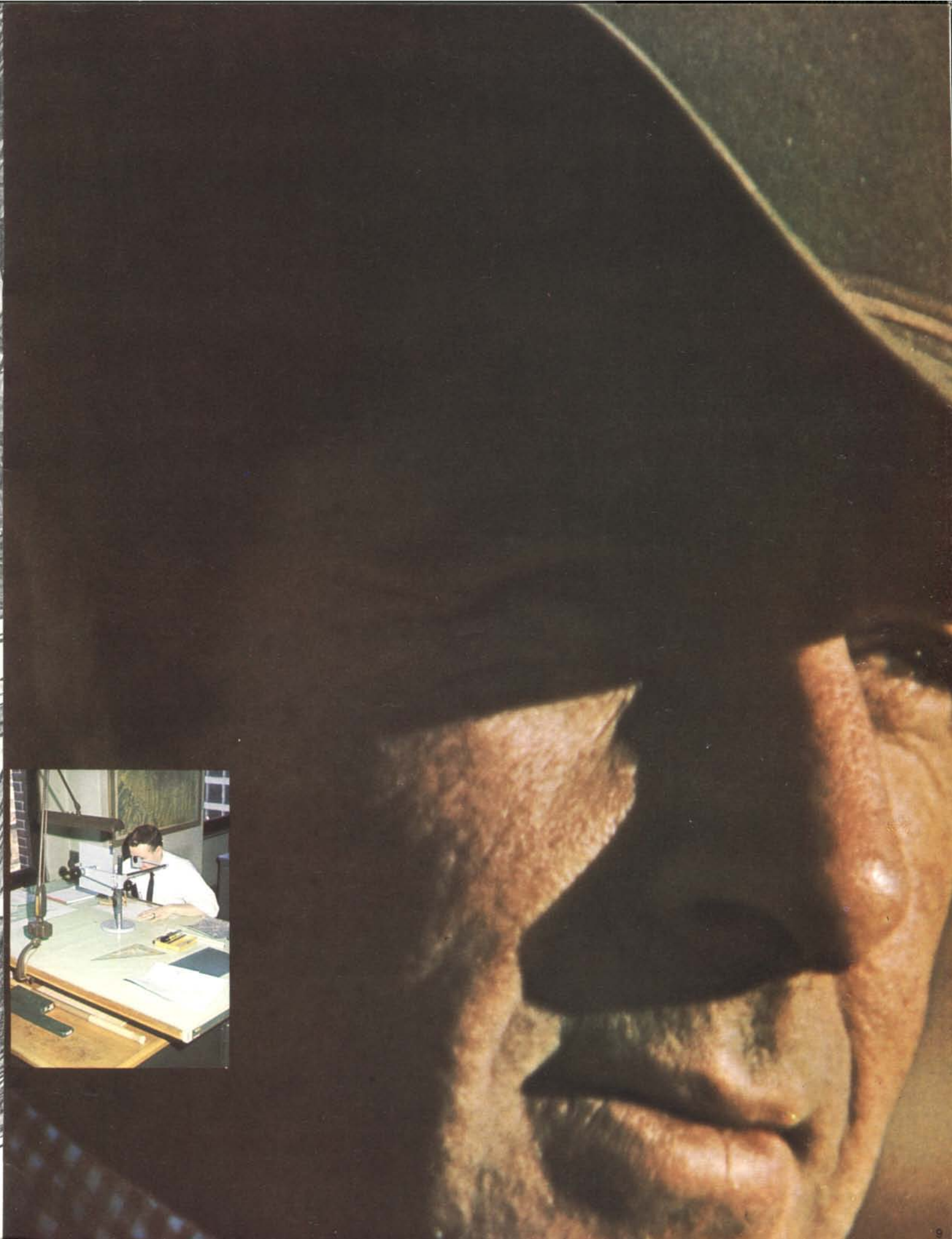
His timber and western lands division manages nearly 1.4 million acres of NP lands in three western states and 19 counties in Montana. Byron Grove operates as resident forest manager out of Missoula, Mont.

Well over two-thirds of this land lies in timbered areas and is managed to produce a continuing crop of forest products and other multiple-use benefits.

"Although all NP forest land is managed under the multiple-use concept," Binger says, "we've put 691,000 acres into 14 dedicated tree farms.

"This dedication is our assurance that the areas will be managed efficiently and scientifically to produce a continuing crop of forest products for generations to come."





The way it was is not like it is at Northern Airmotive these days. Airmotive. That's the GO!-GO!-GO! part of NP's total transportation concept. And the reason why it's different is the sharp new terminal facility opened recently at the air arm's Twin Cities International Airport operations base.

An aircraft taxis toward the hangar, and there's Lance Osterkamp outside, arms extended, hand-signaling the pilot to a parking spot on the arrival and departure pad. Osterkamp is line service manager, and standing by him is one of five linemen ready to spring forward and chock the wheels.

It might be a light, private plane, or one of the thousands of corporate aircraft in the country that rack up more passenger miles a year than all commercial airline planes combined, at a ratio of about 1.5 to 1. Makes no difference. Airmotive is there to give whatever service is needed.

So Lance checks with the pilot to

see if he needs fuel or service, transportation or a bed, or maybe another aircraft. It's all part of what Northern Airmotive is in business for. And the new terminal shows it's a No. 1 operation. Class all the way.

This new addition covers 4,000 square feet. More than a third of this is devoted to a lounge where passengers and customers can relax in plush comfort. Have a cup of coffee or read a magazine. Before boarding a plane or buying one, or before riding off in the company's gleaming black limousine to home or a business engagement.

Offices take some of the space. There's one for Ray Wilder, vice president and general manager of Northern Airmotive. Ray Glumack, veep and g. m. for sales. Plus a staff office to conduct sales and leasing negotiations. This's where you'll find Bill Knutson, who's manager of aircraft sales, and Dick Stevens. He sells the Aerostar.

Something else is new here, too. Nothing else like it around. A conference room, complete with phone, chalk board, conference table and chairs, etc., for businessmen who want to meet right at the airport. And there's a special crew lounge. It's got aviation maps and flight plan materials, and a desk with a telephone providing direct communication with FAA air control for filing and getting approval on flight plans.



For pilots of transient aircraft who want to log some sack time before continuing on with their flights, or who might have extended layovers because of maintenance or repairs, there's even a bunk room. And none of these is far from club-like rest-rooms, either.

Semi-opaque drapes cover all the many windows. Walls are made of pecan paneling or covered in some areas with gold-colored wallpaper. On one hangs a carpet-like wall hanging with a striking sunburst design. There's a board, too, of course, for scheduling arrivals from and departures to other points; needs of these planes are logged on it, also. Like, fueling, grooming, maintenance, etc.

Airmotive crews load gear aboard aircraft, cater them for food and beverages, even provide portable heaters in cold weather. It's not a place where you have to ask for much. Everyone there has so much experience at his job he practically knows everything the pilot or businessman will need or ask for. And provide it.

An open house was held at the terminal February 8 and 9. Aircraft owners and pilots were invited, along with top executives of every major industry in the area. More than 300 showed up. And to top off the occasion, Ted Smith's new Aerostar was debuted in the Upper Midwest.

This plane is available for purchase—for around \$93,000—at Airmotive. Or lease. It's possible to rent a plane for a single flight, for a year, or even for the life of a plane.

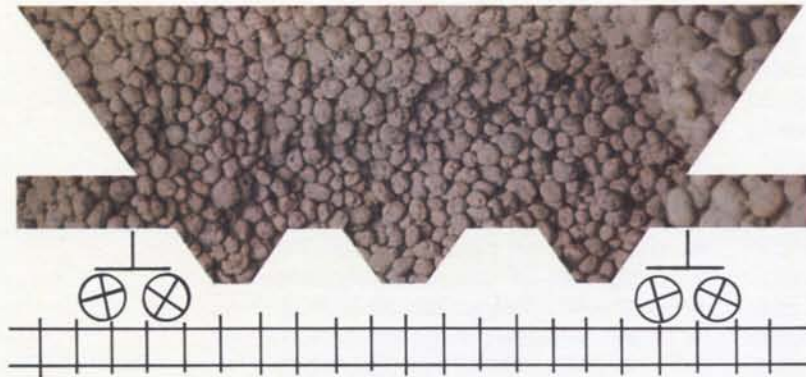
Not many of Northern's 120 employees—that's at all Twin Cities installations—actually fly. But they do give good service, both to their company and all the rest they may deal with. And the new terminal facility is one smart place to give it.

(How about this nice Jet Commander over here? Only run you about \$800,000 or so.)

# NORTHERN AIRMOTIVE

Plush terminal facilities for private craft.





Pampering potatoes isn't Tom Hoff's bag. Not all the time, anyhow. As NP's director of customer service planning he's up to his eyes in lots of other projects.

But that fluffy-looking hopper car that looks like it came out of the Navy's mothball fleet was his department's brainchild. And this new Center Flow Conditionaire car does do a great job of pampering spuds and other perishables that are carried cross-country from their growing areas to storage or market destinations.

It's air-conditioned and insulated — on the outside, at that — and it affords better protection and higher capacity for bulk shipments than its more conventional counterparts. Those counterparts posed problems.

## POTATO CAR

### Controlled environment on wheels

Like unreliable temperature control. Equipment failures. Shipper complaints about car cleanliness. Problems that made the outlook bleak for both present and future potato traffic on the railroad. So . . . enter the customer services planning department.

Somewhere in the records of this company it is written: The basic function of this department is the responsibility for developing service and equipment planning programs. Shades of Charlie Chan! Except, he didn't do the kind of research Tom Hoff, Tom Rolland, and the others in

this department do. And the other departments that pitch in to help.

The total marketing effort involves rates, minimums, movements and car types. Note that. Car type usually comes last. Hoff and his group see their role as one of anticipating and developing car needs to make it easier for market development later; giving traffic and its market people tools that give them a head start. Like even a two-year lead on the competition. Like the new Conditionaire hopper car.

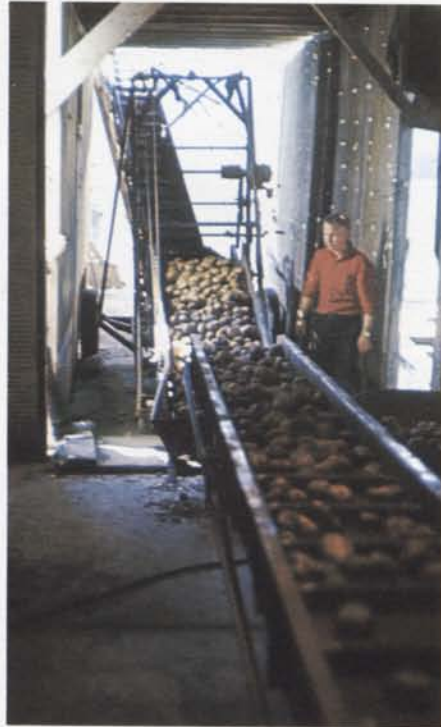
With GO! people like George Tie-mann, supervisor of mechanical refrigerator maintenance; Ken Cook, director, agricultural development; Arly Beelmann, general agent Grand Forks, up in potato country; Duane Carley, market development director, they kicked around ideas. Came up with what looked like a winner.



They gave the ball to ACF Industries to run with. This outfit has a well-developed line of hopper cars—that was the basic idea, along with plastic foam insulation, etc.—and a good-sized research and development budget. And run they did. For a touchdown.

The car's got precise, self-contained temperature and humidity control. Increased capacity: three times more than other cars used. Fast loading and unloading without harming the product. And versatility. It's based on ACF's Center Flow covered hopper, but has a complex system for drawing air off the top and, after conditioning it, running it back up through the produce.

Both NP and ACF are experimenting with the car on other commodities. Lemons, apples, onions and such. Ten cars are in service on this basis. This'll go on for a year or so to help decide on the economics of adding to the fleet and, above all, as a means of improving customer service. Now, that is Tom Hoff's bag. And a lot of other GO! people's, too.



*Fresh spuds from Red River Valley arrive at Frito Lay at Dallas.*



*At car's premiere in Washington D.C.: Henry A. Correa, ACF President; Nancy Koethe, Miss Transportation USA, and Ed Stevenson, NP Traffic VP.*



*Potato car hoppers gulp 183,000 pounds of tubers at Grand Forks, N.D.*



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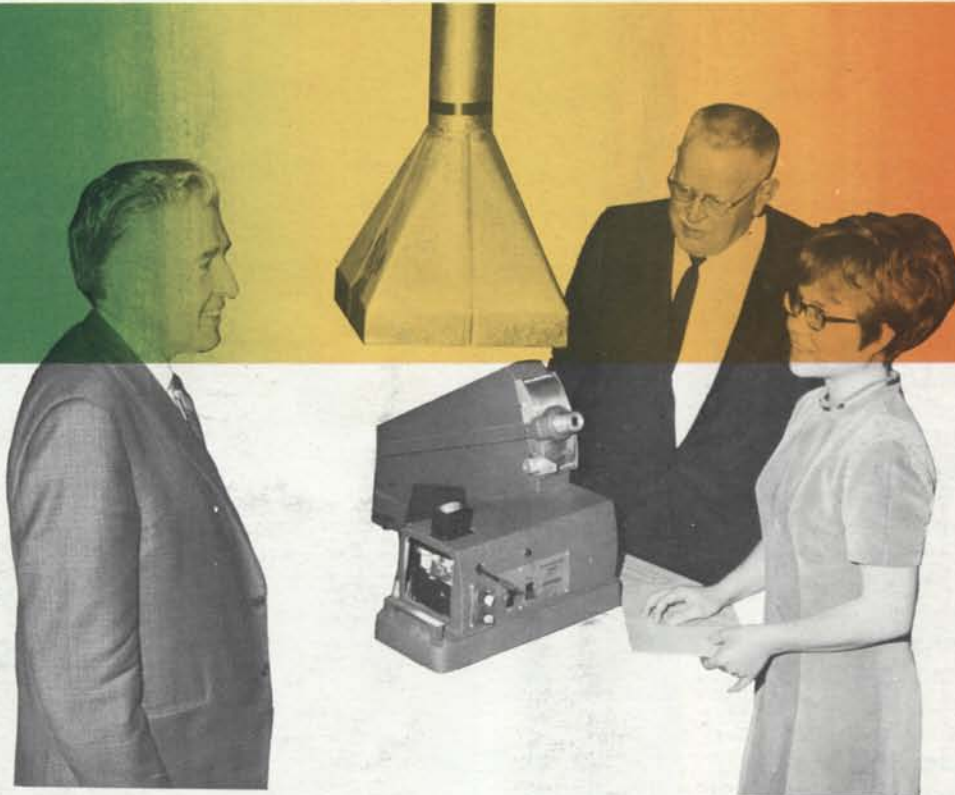
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## **SPECTROMETER**

### *Gift to Montana Bureau of Mines*

An important scientific instrument was presented recently to the Montana Bureau of Mines' mineral identification laboratory at Butte by the Northern Pacific Railway Foundation. The gift is a spectrometer, used to identify metallic elements in rock and mineral samples. E. E. Thurlow, left, NP's manager of mineral development, St. Paul, made the presentation to Uuno M. Sahinen, associate director of the Bureau, as LuWaana Marjamma, a student at Montana College of Mineral Science and Technology demonstrated its capabilities.

The spectrometer burns a minute sample in an electric arc, and the resultant spectrum is examined through a series of lenses and prisms. Because each element has its own distinctive spectrum, it can be identified by comparing its spectrum with the spectra of known standards. The instrument is used by the Bureau in its free mineral identification service to the mineral industry and the general public, and is available for use by students at Montana Tech, where the laboratory is located.