

NP Tokyo Office Plans August Grand Opening

Preparations are now under way at Northern Pacific's Tokyo office for grand opening ceremonies to be held in August.

Louis W. Menk, president, E. M. Stevenson, vice president-traffic, and other company officers plan to take part in the special program to formally open the office.

Meanwhile, Masae Kitagawa, director of Far East sales, reports that the Tokyo headquarters for business in the Far East is set up and has been involved in arrangements for handling some shipments between the U.S. and Japanese ports.

The office is located in the Kokusai Building, Suite 839, at 12, 3 Marunouchi, Chiyoda-Ku, Tokyo. The location is in the heart of the principal Tokyo business district. Firms with offices in the same building include the Port of New York Authority, Western Air Lines, and the Everett S. S. Company, agents for American Mail Line.

The first containerized shipment originating in Japan to be handled by Northern Pacific through a Pacific Northwest port and over the railway to a Midwest consignee was to be delivered at Minneapolis within the first 10 days of this month.

The shipment included four containers of toys and additional lots of toy and sporting merchandise for break-bulk loading on shipboard and subsequent trailer-on-flatcar handling over the railway.

Trans-Pacific movement of the shipment was arranged with American Mail Line, and two of the containers were those used to handle the first Northern Pacific-American Mail Line export shipment to Japan just a few weeks ago.

Consignee for the toy shipment was Playhouse Company, Inc., in Plymouth, a Minneapolis suburb.

ALONG NORTHERN PACIFIC RAILWAY'S

Mainstreet

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NORTHERN PACIFIC PRINCESS Patricia Haggerty enjoys a brief meeting with Bob Hope during the intermission of the comedian's show at the Portland Rose Festival on June 8. Princess Pat and royalty from the St. Paul Winter Carnival were among celebrated Rose Festival visitors. During the intermission of Hope's show with the Young Americans, Pat and the St. Paul Winter Carnival Queen of Snows spent about 15 minutes backstage with Hope. (See story Page 4.)

In Operating Department

Key Appointments Announced

Appointment of J. O. Davies as general superintendent of transportation to succeed E. S. Ulyatt, who has been named general manager of transportation for the company, was announced in mid-June.

The changes were among several major promotions in the operating department, all of which were effective June 16.



J. O. Davies



E. S. Ulyatt

Davies is now responsible for scheduling of all trains operated by the Northern Pacific for freight and passenger service and for providing the motive power and rolling stock to meet transportation demands.

Davies joined the company in 1941 as a track apprentice in the Idaho division at Spokane, Wash., served on temporary duty in 1942 with the U.S. Army Corps of Engineers at Pasco, Wash., and returned to the company as assistant roadmaster for the Tacoma division. He has successively served as acting district roadmaster and roadmaster at Tacoma; trainmaster for the Idaho division and later the Tacoma division; assistant superintendent of the Idaho division; special assistant to the vice president-operating at St. Paul; and as superintendent of the Rocky Mountain division, the St. Paul division and the Tacoma division, his position prior to the present appointment.

In two other key appointments, R. K. Mossman was named assistant to the vice

president-planning at St. Paul and E. P. Hughes was named staff assistant to the vice president-operating, also at St. Paul.

Mossman will serve on a committee comprised of similar representatives of the Great Northern and Chicago, Burlington and Quincy railroads which will conduct studies directed toward solutions to various problems to be resolved in connection with the proposed merger.

Mossman joined the company in 1942 as a ticket clerk in the King Street Station at Seattle, Wash. From 1943 through 1955 he served as chief clerk in the traffic department at Seattle, district passenger agent at Seattle, assistant general passenger agent at St. Paul, and trainmaster for the Lake Superior division at Duluth.

He has also served as assistant superintendent at Seattle; special assistant to the general manager at Seattle; assistant to the vice president-operating, St. Paul; and superintendent of the Fargo division. In September of 1965 he served on a committee for earlier studies on implementation of the proposed

merger, and was most recently serving as superintendent of the St. Paul division.

Hughes joined the Northern Pacific as an engine crew caller at Duluth in 1941 and served in various positions in that city until 1943 when he entered military service. He returned to attend school and later became a stenographer at Duluth. He entered the operating department training program and in 1958 became assistant trainmaster at Tacoma and then Seattle. He has since served as trainmaster at Northtown in Minneapolis; trainmaster at Helena, Mont., and Centralia, Wash.; and in April of this year became a labor relations assistant at St. Paul.

Other June 16 Changes

Eight other appointments were made in the operating department which were also effective June 16.

B. V. Coyer, as superintendent of the Fargo division at Fargo, N.D., to succeed R. D. Thompson, transferred;

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TRAILMOBILE SAFETY AWARD is accepted by C. W. Hawkes, left, superintendent of Northern Pacific Transport Co. at Seattle, from William E. Hicks, managing director of the Washington Trucking Association. The recent award, second in succession received by the Transport Company in Washington, was based on operating more than 2.7 million miles with only one reportable accident.

Point-of-Origin Grain Sampling Introduced by Northern Pacific

Northern Pacific is moving ahead on implementation of a point-of-origin grain sampling program which is expected to speed up grain handling in North Dakota and Minnesota and ultimately increase the availability of freight cars.

In-transit sampling of grain is now available at Jamestown and Grand Forks, N.D., and with recent elimination of the requirement for duplicate sampling in Minnesota, shipments can be moved directly to terminal markets in the Twin Cities without delays.

However, the interest of railway officials and grain shippers in new approaches to grain sampling has been stimulated by action of the Minnesota Legislature which dropped the duplicate sampling requirement.

Northern Pacific prefers a point-of-origin sampling program over sampling of grain in transit, since the latter technique slows movement of grain to terminal markets by as much as three to five days, even without duplicate sampling.

Point-of-origin sampling would be done as cars are loaded. The car would then be moved to the terminal market without any interruption, and while the car is in transit, the sample would be expressed for delivery to the authorized inspection agency.

This technique is now being used by Northern Pacific, but to be fully effective, pending legislation authorizing federal inspectors to issue certificates of inspection on submitted samples must be made law.

Northern Pacific Mileposts

- 100 years ago** — First surveys of line were begun under direction of Edwin F. Johnson, engineer-in-chief. One party started from Duluth, a second from Olympia.
- 80 years ago** — Switchback line over the Cascades was completed and placed in service. For the first time a train could run between St. Paul and Tacoma over a continuous line of rail.
- 55 years ago** — Construction was completed on branch line from Glendive to Sidney, Mont. It was called "Glendive East Branch."
- 35 years ago** — NP's highway subsidiary, Northern Pacific Transport company, began operations in Montana.
- 10 years ago** — 2000-mile, direct-dial telephone network, longest in the industry, went into service between St. Paul and North Pacific Coast cities.

ALONG NORTHERN PACIFIC RAILWAY'S

Mainstreet

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Louis W. Menk, President

Walter A. Gustafson, Manager, Advertising & Publicity

EDITOR—James A. Hagle, Asst. Manager, Advertising & Publicity

ASSOCIATES—W. A. McKenzie, St. Paul; Glenn Sorensen, St. Paul; Gary L. Sund, Seattle



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MAIN STREET OBJECTIVES

Pick someone in any town in the U.S. and ask "What's happening on Main Street?," and you can expect fairly specific reports on all the important local happenings plus a liberal amount of information on people and their comings and goings.

If you multiply these results by the number of cities and towns, departments and offices that make up the "Mainstreet of the Northwest," you can get some idea of the projected goal of the MAIN-STREET in continuing the role of its predecessors as Northern Pacific's employe publication.

We in the railway industry are headed into an era of new transportation technology where there are many changes that affect our individual roles. On our main street there are new applications for computers, new kinds of equipment to carry freight and passengers, and such things as microwave systems to speed the transmission of information of all kinds. Job responsibilities are shifting and staff organization within departments and the company, generally, is being adapted to meet new and growing demands.

Your new company publication has as an important part of its role the timely reporting of new developments within the company, but it will also attempt to meet the need of relating individual employe activities, roles and changes to others throughout the system and in more distant offices.

Among stories you will find on the pages of MAINSTREET will be those which explain company policies and objectives; items which reflect management's attitudes and thinking on vital issues and progress in the industry; and reports which will familiarize you with general developments in the industry and the operation and function of various departments within the company.

MAINSTREET will also be a place for you to find out what others are thinking and doing and to learn a little more about how your job fits into the entire business of running the Northern Pacific.

The people who make up our company are enough in number to make up a fairly good size city. Their interests, activities and jobs are as widely varied as those along any main street, and as our new company newspaper develops and grows through the months ahead, it is hoped that everyone who is part of the Northern Pacific will show up on MAINSTREET.



"Let's have a race to Main Street."



METHODS AND PLANNING STAFF includes, left to right, D. T. Nicoll, J. F. Johnson, R. L. McComb, director, and J. J. Burns, Jr., all part of the new management services department.

For Methods and Planning Group

Improved Management Practices Is Goal

The new emphasis in the railroad industry on use of modern business management practices is nowhere more evident than in the many changes now being implemented by the Northern Pacific Railway Company.

Among new staff groups which have the improvement of management practices as a major objective is the methods and planning section of the Management Services Department.

R. L. McComb, director of methods and planning, describes the system-wide service function of his staff as one of in-depth analysis of all office practices and procedures with an eye to planning and development of more efficient methods to both produce, compile and handle the information essential for management decisions in conducting railway business.

"Ultimate objectives of the methods and planning program," McComb states, "are, perhaps, more easily understood if we look at the general development of existing practices and how they relate to modern business management."

Historically, practices for handling information have evolved on the basis of meeting immediate needs.

From the time the railway was begun, information was compiled to answer questions at hand, and in many cases these reports became established as regular procedures and have continued with some changes and revisions until the present, and little attention has been given to how some of these reports apply to current business operations.

The same is true of many forms for compilation of reports, forms for ordering supplies and equipment, logs for records of performance, and forms for use in many other facets of the company's business.

"The result," McComb said, "has been a proliferation of forms, methods and reporting procedures which are not inter-related and which require ex-

tensive research on the part of management whenever specific information is needed.

"In addition, distribution of reports and utilization of forms has followed a similar pattern of development. One department seeking information on a specific matter to answer an immediate need may have requested a copy of a report, and from the date of that request has continued to receive the report, whether or not the information pertains to present operations.

"This, too, has resulted in proliferation of distribution, and each time the report crosses the desk of an officer or other company employe, time is taken to read, file or otherwise handle it. In cases where the information is not useful or not pertinent, any action taken represents misuse of valuable time."

For any single report, form, pattern or distribution or filing action by a given officer, department or departmental division, the work involved at all levels may seem insignificant, but when multiplied by the number of departments, stations, agencies, officers, and outlying offices of the company, it represents millions of dollars each year in the cost of running the railway's business, and an extreme handicap to timely service.

"Under modern business methods, particularly since the advent of mechanized data processing and the use of computers, the full range of day to day reports, forms and other standard records and their distribution is systematized in such a way as to provide for compiling, recording and circulating only what is essential for proper function of the business.

"This approach," McComb explains, "by its very restrictive and highly functional nature, immediately precludes compilation of information which is not useful, and by selective distribution saves employe time which might otherwise be spent going through reports or forms which have no relationship to

the particular function or company service.

"For a long-established industry, such as railroading," McComb said, "development of an efficient system for information handling first involves a change away from specific practices which have grown up through the years, and which, by tradition, are looked upon as absolute essentials, whether or not they are productive or in accord with present business management."

The methods and planning section of the Management Services Department is now involved in a full study of all reports, forms, office procedures and information distribution patterns throughout the system and also has under consideration the study of system-wide "responsibility accounting," a comprehensive program whereby expenditures within budgets and other fund allocations would be more readily accountable to specific areas of the company's total business operation.

McComb was named director of the full program on January 1 of this year, after having joined the company as assistant comptroller in August, 1966. He was formerly manager of the St. Paul office of Haskins & Sells, certified public accountants, and a principal in that firm.

McComb's staff includes three specialists in methods analysis and planning of office and business procedures.

David T. Nicoll joined the staff in April of this year as senior methods analyst. He was first employed by the Northern Pacific as a time keeper in the Yellowstone Division. After working in various clerical positions in Montana from 1942 to 1948, Nicoll became a traveling auditor in Montana and then terminal traveling auditor at Spokane, Wash. He was named supervising auditor in the internal audit bureau at St. Paul in 1964. Last year he was named

(Continued on Page 3)

In Market Development

Commodity Specialists Named

Five men have been named to key positions in Northern Pacific's recently established department of market development under C. Duane Carley at St. Paul.

Ralph Avery has been appointed marketing manager for grain products. He joined the company in 1951 at Winnipeg, Man., has served in clerical positions and as city freight agent in Minneapolis, and has since 1963 been assistant general freight agent-rates at St. Paul.

Egan joined the Northern Pacific in 1952, served in clerical positions and was then on leave for military service. He attended the University of Minnesota after service and returned to the company in 1959 as a traffic representative. He has since served as city freight and passenger agent at Duluth, special sales representative at St. Paul, city freight agent at Minneapolis, and research analyst in the traffic department at St. Paul. Since July of last year he has been

worked the past 12 years in the traffic department of St. Regis Paper Company at Libby, Mont., where he had been traffic manager since 1960. He attended Montana State College for two years in engineering and physics, holds a diploma in traffic management from LaSalle Extension University, Chicago, and also has a diploma in computer programming. Robertson has also worked for the Anaconda Company at Great Falls, Mont.

Norman Brehm has been appointed assistant to the marketing manager for TOFC-COFC and merchandise-traffic. He joined the company in 1953 as a stenographer clerk and after military service entered the traffic training program in the Twin Cities. He has worked in the traffic department at Seattle and Yakima, Wash., and is a graduate of Montana State University at Missoula, where he studied business administration.

E. M. Stevenson, vice president-traffic, said the appointments mark completion of the



R. Avery



C. D. Carley



N. Brehm



W. Egan

Much of his work has been in the area of grain and grain products traffic.

Avery attended Memorial University at St. John's Newfoundland, the University of Manitoba at Winnipeg, and a private business school at Winnipeg before joining the company.

William Egan has been named marketing manager for trailer-on-flatcar and container-on-flatcar and merchandise traffic. His marketing area includes the full range of services for producers who utilize transportation via trailers and containers carried over the railway lines. Marketing services in this area will be closely coordinated with the company's new program for handling containerized shipments between the U.S. and the Orient.

supervisor of TOFC development.

Douglas Bostrum has been named marketing manager, special assignments, at St. Paul. His work will be concentrated initially on transportation services for export and import traffic, including government freight traffic and construction materials.

Bostrum is a graduate of the University of Washington, Seattle. He joined the company as a trainee traffic representative at Seattle in 1954, became city freight agent at St. Paul in 1956 and has served in similar positions at Spokane, Wash., and Portland, Ore.

Dennis A. Robertson has been appointed marketing manager for forest products. He has



D. Bostrum



D. A. Robertson

first phase in the company's new program to provide a marketing service to shippers which is geared to their needs for railway and inter-model transportation, rather than one in which they simply adapt their requirements to what is offered.

Carley said projected plans for the department touch upon the full range of railway services, including types of transportation equipment, car availability and utilization, rates and operating schedules.



A CITATION for Outstanding Service to 4-H was presented to Kenneth L. Cook, Northern Pacific's director of agricultural development, at the Annual Washington State 4-H conference in mid-June at Washington State University. With Cook are Jody Whittaker, Vancouver, Wash., and Allen Camp, LaCrosse, Wash. The award was one of three given "prominent citizens of Washington and the Northwest" to recognize their contributions to the 4-H program. Cook helped establish corporate support of the state 4-H foundation.

Honorary Doctor of Laws Degree Conferred Upon NP President

Northern Pacific President Louis W. Menk was conferred with the honorary degree, Doctor of Laws, at Monmouth College, Monmouth, Ill., on June 11, during commencement exercises at which he was the speaker.

Menk's commencement address on "Privilege Begets Responsibility" stressed the need for continued learning and expressed concern over the tendency of American youth to select careers other than business on the premise that "our business society, our system, is an evil influence in modern society and that making money is an objective to be frowned upon."

He noted that "many substitutes for our American free enterprise system have been suggested, but none has proven itself capable of producing the standards of living comparable to ours," and that our system has "permitted men and business institutions to work things out for themselves, in their own way,

and the result has been the production of more and better things for everyone."

Menk told the college graduates that for "young people who are imaginative and creative and who believe deeply in the rights of the individual and the need for the satisfaction of human needs, business can be an exciting and challenging opportunity." He urged them to apply their talents to business and industry.

Methods Group Has Key Role

(Continued from Page 2) manager of freight revenue accounting, his position prior to being appointed senior methods analyst.

James F. Johnson joined the Northern Pacific in March of this year as a methods analyst. He was formerly associated with Haskins & Sells as an accountant, attended Macalester College in St. Paul and also attended the University of Minnesota where he majored in accounting and business administration.

As a methods analyst, Johnson's function includes review of all reports and forms, with the aim of eliminating all non-essential paper work, standardization of reports, and avoidance of duplication in types of forms.

John J. Burns, Jr., is the most recent addition to the methods and planning staff. He joined the company as a methods analyst in mid-June.

Burns is a graduate of the Harvard Graduate School of Business Administration, where he earned a master's degree in transportation and financial aspects of management. He received a bachelor of science degree at Merrimack College, North Andover, Mass., in 1958 and has also studied at the University of Pittsburgh, Temple University and Carnegie Institute of Technology.

From 1958 through 1963 Burns was on active duty in the U.S. Navy, and is now a lieutenant in the Navy Civil Engineers Corps Reserve. His duty included service as a public works officer from 1961 to 1963. He was a maintenance engineer for the U.S. Steel Corporation in 1965 at Clairton, Pa., and formerly worked for the Pennsylvania Railroad Co.



A 1,500 MILE LAND TRIP via Northern Pacific ends for locomotives. Seattle Port Commission Photo

NP Handles Fives New Locomotives Destined For Delivery In S. Korea

Five new locomotives, traveling on their own wheels, arrived in Seattle, Wash., on June 11 via Northern Pacific rails for steamship delivery to Seoul, Korea.

The locomotives were built by the Electro-Motive Division of General Motors, LaGrange, Ill., for the Korean National Railway. Routed to the Pacific Northwest port, they were the first in a large locomotive shipment ordered by the Korean railroad to be shipped over a northern route.

The tightly wrapped locomotives were exported via the Port of Seattle moving outbound to

Pusan, Korea on the SS Bayou State. The trans-Pacific voyage was expected to take about 15 days. Port of Seattle officials reported that the power units were disassembled prior to loading on the vessel. Running surfaces were loaded into the ship's hold while the cabs were placed on deck.

C. H. Pickrell, foreign freight agent at Seattle, said the unique "on-their-own-wheels" shipment was the first of its kind in recent history. A second shipment of five additional locomotives may be handled by the Northern Pacific later in the year.

SAFETY SCOREBOARD

RANK	January 1 thru May 31, 1967			
	REPORTABLE CASUALTIES		CASUALTY RATIO	
	1967	1966	1967	1966
Standing by District				
1. Eastern District	72	69	18.23	16.01
2. Western District	98	58	23.20	12.65
Standing by Division				
1. Rocky Mountain	9	7	8.95	6.28
2. Fargo	7	11	10.44	14.21
3. Yellowstone	15	10	11.98	7.36
4. Tacoma	47	37	24.15	17.98
5. St. Paul	50	47	24.65	21.26
6. Idaho	42	14	33.01	9.93
Standing by Class of Employee				
1. Shopmen	4	4	6.10	5.76
2. Stationmen	14	16	6.53	7.32
3. Enginemen	10	8	11.85	8.38
4. Carmen	12	12	12.15	11.81
5. Trackmen	20	15	12.92	8.40
6. B & B Dept.	5	2	13.43	4.81
7. Trainmen	30	29	34.58	28.21
8. Yardmen	75	41	99.47	50.50
Standing by Main Shop				
1. Brainerd	0	3	.00	10.73
2. South Tacoma	0	2	.00	9.02
3. Livingston	1	1	5.24	5.04
4. Como	1	1	5.49	4.79
Miscellaneous Departments				
1. Signal	0	1	.00	4.95
Tie Communications	0	2	.00	11.47
Tie Dining Car	0	2	.00	9.48
Tie Security & Frt. Claim Prev.	0	0	.00	.00
5. General Office & Misc.	3	4	1.79	2.84
6. Store	4	4	12.90	11.44
7. Electrical Engineering	1	0	30.14	.00
8. Engineering System	6	12	33.78	65.14
	186	164	15.40	12.91



BOREAS REX XXXI, William Poppenberger, knights M. L. Thompson, western passenger traffic manager, during ceremonies at the Portland Union Depot. Official witnesses in the royal court included, from right, Northern Pacific Princess Patricia Haggerty, Royal Rosarian Donald R. Sloan, Queen of Snows Angeline Johnson, and St. Paul Winter Carnival Prime Minister Robert Carter.

St. Paul Royalty and NP Princess Visit Portland Rose Festival

Among top June events were those connected with the gala Portland Rose Festival and visits by St. Paul Winter Carnival royalty and Northern Pacific's charming princess to several cities along the railway.

The 59th annual Rose Festival included 10 full days of events from June 2 through 11, with such highlights as the Bob Hope Show from Memorial Coliseum, the annual Grand Floral Parade, sailing events, the queen's ball, races, and scores of special events for teenagers, youngsters and adults.

King Boreas Rex XXXI and the 1967 Queen of Snows from the St. Paul Winter Carnival, Northern Pacific's charming Winter Carnival Princess, Patricia Haggerty, and party were among those participating in the Rose Festival.

The Winter Carnival group left St. Paul on June 6 aboard the Vista-Dome NORTH COAST LIMITED. In the party were King Boreas, William Poppenberger and Mrs. Poppenberger; Queen of Snows Angeline Johnson; Winter Carnival Prime Minister Robert Carter and Mrs. Carter; Winter Carnival committeeman John Geisler and

Mrs. Geisler; Miss Haggerty; and Rudy Clemmensen, special envoy from the Northern Pacific.

ROYALTY IN MONTANA

En route to the Rose Festival the St. Paul royalty made stops in Billings, Livingston, Butte and Missoula, Montana to confer special honors upon key local citizens.

(Continued on Page 3)

We get your freight to the Orient 2 rising suns sooner.



Northern Pacific's shortcut to and from the Far East saves you 2 days time. Our Tokyo office saves you a lot of trouble.

The shortest to Japan and the Far East is along the Northern Pacific. Northern Pacific handles traffic through the Pacific Northwest to Japan and the Far East. Let's talk about saving time and money on your freight shipments. Contact our Tokyo office or your local agent. Northern Pacific, 1211 Broadway, St. Paul, Minnesota 55102.

Rate Hike Sought

Rail Profit Decline Is Forecast for 1967 As Costs Rise

The Wall Street Journal presented a comprehensive summary of this year's industry-wide rates and profits picture for U.S. railroads in a June 20 report headed: "Nation's Major Roads, Seeking Rate Rise, Forecast Mostly Profit Declines for '67.'"

The report covered 28 railroads which represented 86 per cent of total U.S. railroad revenue and of the 28, only two expect profit increases this year. The forecast profit decline reflects lagging freight traffic, higher labor costs, and exhaustion of many operating efficiencies that had helped earnings in recent years according to the report.

E. M. Stevenson, vice president-traffic, said decreases in traffic for the Northern Pacific, particularly in lumber, construction materials and durable goods, show the immediate impact of a somewhat dampened national economy on the railway.

"With fewer housing starts and a slackening consumer demand for manufactured goods," he said, "we cannot expect increases in traffic, and since our outlay for equipment, operating, maintenance and other railway costs are relatively fixed and geared to higher levels of production, the rate of return quickly declines as traffic decreases."

Figures in a second story carried in the same issue of the Wall Street Journal project a 13.6 per cent decline in profits for the Northern Pacific, without any rate increases. Even greater profit declines were predicted for other roads among the 26 which disclosed projections for the year based on present earnings and estimated business for the last half of 1967.

These figures, the reports said, "spell out clearly the facts that helped the carriers reach agreement last month (May, 1967) on their first major rate

July-August Events

MINNESOTA
July 13-15 — Minnesota State Trap Shoot, St. Cloud.
July 14-22 — Minneapolis Aquatennial
July 27-30 — Minnesota Golf Classic, St. Paul
July 28-30 — Pioneer Days, Crookston
July 29-Aug. 6 — Muskie Derby Days, Walker
Aug. 26-Sept. 4 — Minnesota State Fair, St. Paul

NORTH DAKOTA
August 13 — Champion's Ride Rodeo, Sentinel Butte
Aug. 18-24 — Red River Valley Fair, West Fargo
Aug. 26-27 — Bismarck Horse Show, Bismarck

MONTANA
July 15-16 — Flathead Lake Showboat, Polson
July 15-16 — Rodeo & Pioneer Celebration, Three Forks
July 29-30 — Wilderness Walk, Yellowstone Park
Aug. 9-13 — RCA Rodeo, Billings
Aug. 12-20 — Festival of Nations, Red Lodge

WASHINGTON
June 20-Sept. 4 — Centennial Celebration, Ellensburg
July-October — Salmon Run, Olympia
July 14-23 — Tri-City Water Follies, Pasco, Kennewick, Richland
July 28-Aug. 6 — Seafair, Seattle
Aug. 12-17 — International Luther League, Seattle

OREGON
July 22-Sept. 9 — Oregon Shakespearean Festival, Ashland



KEY FOURSOME finishing on the 18th green in the Eastern District Golf Tourney includes, left to right, L. W. Menk, president; W. K. Smallridge, director of purchases; W. R. Bjorklund, director of industrial engineering; and E. B. Stanton, vice president-executive department.

Genin Wins Two Golf Events; Menk, Johnson Tie For Low Net

Fresh from his triumph at the Fargo division tourney, Archie Genin captured his second NP golf championship in seven days as he unseated Gene Nelson, Duluth switchman, to win the Eastern District golf tournament played June 10 at Gall's near North St. Paul, Minn.

Genin fired a sizzling five over par 76 despite a steady all-day rain which failed to cool him off. Low gross runner-up, Jack Kelly, city freight agent at St. Paul, carded a 78 while Gene Nelson took an 80, ending a six-year championship streak dating back to 1961.

Low net honors went to D. Johnson, St. Paul mechanical department employe, under the Peoria handicap system scored at the tourney. He tied NP president L. W. Menk with a net score of 63.

Committee chairman for the 1966 event was Lauren Elverhoy, general clerk, at the St. Paul executive department. Assisting him were John Krey, Howie Jensen and Jack Olson, all from the St. Paul main office.

111 rain-soaked golfers turned out to play at Gall's recently revamped course, with front and back nine holes interchanged

for a par 71 under the new layout.

Genin, former shop superintendent at Livingston, who retired last fall, won Northern Pacific's Fifth Annual Fargo division golf tournament, June 3 at the Jamestown Country club.

He topped a field of 38 golfers as he stroked his way to low



Kelly, Genin & Johnson Win Tourney Honors

gross winner over his nearest rivals, Ken Dahl, Dilworth brakeman, and Dick Raatz, dispatcher from Fargo, both of whom tied for second place.

Calloway handicap winner was Gene G. Richardson, trainmaster at Jamestown, who compiled the lowest net score under the handicap system used at the tournament.

Candy Stripers' Schedule Starts

The summer schedule for Candy Stripers at the St. Paul NPBA hospital began in June. The program is open to all girls including daughters of Northern Pacific employes who are 14 years of age and older.

The Candy Striper program offers girls an opportunity to serve in various capacities at the hospital and provides both on-the-job experience and social activities.

Interested persons may call the Candy Striper Director, Mrs. J. Gall at 646-0801 in St. Paul.

Railroads Unlimited

The advertising and publicity department has received copies of RAILROADS UNLIMITED, a new publication by the Association of American Railroads, which portrays "America's modern transportation miracle."

Copies of RAILROADS UNLIMITED are being circulated to all Northern Pacific employes and should be received within the next few weeks.

According to the Wall Street Journal report, it is now too late for a rate increase to make up

RETIREMENTS

			Years of Service
Floyd S. Aleshire	Section Foreman	Randall, Minn.	43
Charles R. Arnold	Dispatcher—Northern Pacific Transport Company	Billings	39
Frank M. Berger	Chief Clerk, Purchasing Dept.	Seattle	41
Kenneth E. Brackner	Blacksmith Helper	Brainerd	24
William F. Brown	Section Laborer	Auburn	25
Angelo Dellarosa	Section Laborer	Laurel	31
Marcus W. Flannery	District Roadmaster	Fargo	48
James C. Higgins	Agent	Duluth	49
Helmar E. Lange	2nd Class Carpenter	So. Tacoma	33
Lowell K. Lawrence	Switchman	Billings	22
Clarence L. Manro	Conductor	Dilworth	47
Hendry G. Mackenzie	Assistant Chief Clerk to Manager, Passenger and Station Accounting	St. Paul	48
Charles M. McKenzie	Carman	Toppenish	45
Clyde E. Moore	Conductor	Centralia	26
William M. Orchard	Section Laborer	Auburn	21
Fred Rode	Section Foreman	Wyndmere	45
Nick J. Rothschilder	Carman	Billings	36
John Schmoeller	Electrician	St. Paul	61
Jerome M. Schumacher	Store Helper	Minneapolis	20
Clinton H. Sines	1st Class Carpenter	Yakima	21
Stephen A. Smith	Yardman	Dilworth	47
Clyde M. Weston	Locomotive Fireman	Staples	49



Cashier W. H. English, left, and Agent C. H. Frederickson, both of Valley City, N.D., retired at mid-June (top left photo). Employees and friends gathered for a party honoring the men, who together had 98 years of service.

W. R. (Russ) Bathen, assistant general freight agent, retired June 1 after nearly 51 years of company service (top center photo). His son and wife joined him at a retirement dinner held at St. Paul Supper club where he received a transistor radio.

Miss Helen M. (Nellie) Fitzgibbons, stenographer in perishable freight traffic, St. Paul, was feted by office employes at St. Paul transportation department party on her June 1 retirement after nearly 48 years of service (top right photo). E. S. Ulyatt, general superintendent transportation, was among those at an office party in her honor.



R. H. (Ray) Loeffelholz, special accountant-manager, passenger and station accounting, St. Paul, completed over 47 years NP service on his retirement June 1. Gathered with him in department office following luncheon party (top left photo) are, seated from left; H. C. Hoving, MP&SA; Loeffelholz, and G. Gustafson, chief clerk. Standing from left are E. F. Tipler, assistant chief clerk; W. Pewters, bureau chief, and J. J. Williams, special accountant.

Morgan T. Anderson, chief draftsman-architects' office (top right photo), holds employe-made picture album presented him at May retirement party. Among those honoring him after 45 years of service were, from left; Mrs. Anderson; S. T. Mordorski, draftsman, and J. A. Birgenheier, draftsman, at St. Paul engineering department.

Lading Is Kept Hot for Delivery By Passenger Train Heater Car

A Northern Pacific passenger train heater car is helping prove that ingenuity and the flexibility of modern rail transportation services can come up with the answers to almost any freight traffic demand.

At Butte, Mont., heater car H-2 has a part-time job of keeping asphalt in tank cars in a liquid state at a temperature of 300 degrees or more until it is pumped into Northern Pacific Transport tank trucks for delivery to the batch plants of contractors building new stretches of Interstate 90.

The tank cars are filled at refineries in Laurel or Billings, where the starting temperature of the asphalt is 370 degrees. When the cars arrive at the East Butte yard, after an average transit time of 20 hours, they are placed on a steam line connected to the heater car and kept at an

average temperature of 300 degrees.

The hot asphalt is pumped at the rate of 250 gallons per minute from the tank cars into NPT trucks for movement to contractor's storage tanks at sites near the highway construction zones. There is mixed with aggregate to make up material which hardens for the roadway surface.

The unique asphalt handling set-up was developed to serve a single contractor requiring 170 carloads of asphalt for a seven-mile stretch of the Interstate west of Butte.

E. H. Knowles, general agent at Butte, reports that other contractors have expressed a keen interest in the operation and that Northern Pacific expects to handle an additional 100 carloads for construction in the Butte area.



HEATER CAR at left provides steam at East Butte yard to keep asphalt in tank cars at nearly 300 degrees for pumping into Northern Pacific Transport Co. trucks which deliver it to tanks near highway construction zones.

Royalty Visits Rose Festival

(Continued from Page 4)

At Billings, King Boreas knighted Mayor Wilard E. Fraser, Thomas A. Dolan, president of the Billings Chamber of Commerce, and Donald J. Powers, Northern Pacific's general agent.

A stop at Livingston included knighting ceremonies for Montana State Representative George Ommundsen, Mayor Chuck Nicholson and Calvert R. Avery, Northern Pacific agent and past Chamber of Commerce president.

The royal party conferred special honors upon Harry Murnin, work superintendent of parks and playgrounds at Butte, and upon Vern Griffith, former mayor, and D'Orion Chew, Northern Pacific agent, for their work in bringing the Montana Speed

Art Directors' Club Cites NP Advertisement

A recent Northern Pacific advertisement promoting industrial development of sites along the railway was among those singled out for special recognition at the annual advertising art exhibition sponsored in June by the Art Directors Club of Minneapolis and St. Paul.

The ad, reproduced at right, won a certificate of merit for March Beaudoin, art director, Harry Heim, designer, Don Kreger, copywriter, and Jack O'Grady, photographer, all of Batten, Barton, Durstine & Osborn advertising agency in Minneapolis.

Northern Pacific placed the ad in April and May issues of *Business Week*, the *Wall Street Journal*, *Time Magazine* and *Business Management*.

Skaters to St. Paul's Winter Carnival.

Knighthood at Missoula were Mayor Richard G. Shoup, William S. Curran, president of the Chamber of Commerce and Wally A. Brouette, Northern Pacific passenger agent.

M. L. THOMPSON KNIGHTED
Upon arrival in Portland the royal party was greeted by Rosarians from the Rose Festival and at special ceremonies King Boreas knighted M. L. Thompson, Northern Pacific's western passenger traffic manager.

In a whirlwind of activities on June 8, 9 and 10, the royal entourage from St. Paul was feted and photographed, inspected the U.S. First Fleet, attended the Bob Hope Show (at which time Princess Pat and Queen Angeline met briefly with Hope), participated in Rose Festival knighting ceremonies, were among honored guests for the Rose Festival Queen's Ball; and attended the Grand Floral Parade.

Roy M. Johnson Retires at Fargo

Roy M. Johnson, assistant superintendent, Fargo division, retired May 1 after 48 years of

service. A retirement party was held in Fargo Elks Club with a approximately 200 attending. D. H. King, NP general manager, was toastmaster.

Johnson started his railroad career as a station helper at Big Falls, Minn., in 1919. He rose through the ranks in various posts as cashier-telegrapher, trainmaster's assistant, dispatcher, assistant chief dispatcher and trainmaster before becoming assistant superintendent at Fargo in 1954.



Over two million acres of nothing. Beautiful, empty land ready for development. With cheap power, water, skilled labor. Northern Pacific can help you. Confidentially.

We've got plenty of nothing.

Let's get specific. You don't need any... The NP has the information... Call in the morning... Northern Pacific... Minneapolis, St. Paul, Duluth, Washburn, Wausau, Wisconsin.





AMONG TOP TROPHIES taken on African safari by George R. Powe, Northern Pacific manager of properties and industrial development, was a near-record-size gemsbok, whose horns measured 43 inches.

G.R. Powe, Pair From St. Regis Beat Summer Heat in African Bush

One way to beat summer's heat during your vacation is to trek off to a part of the world where it's winter, and while you're at it, blend in a few exciting days of big game hunting.

George R. Powe, Northern Pacific's general manager of properties and industrial development, is back in St. Paul from having done just that with two other venturesome sportsmen, William R. Haselton and Richard P. Neils of St. Regis Paper Company at Tacoma.

The trio set out from New York on May 25 for Botswana, the new African republic formed last year from the British protectorate of Bechuanaland in the heart of the south central part of the continent.

With British White Hunter Stuart Jackson and Heinz Pulton from Southwest Africa as experienced guides from Kalahari Tours and Safari outfitters, they headed out from the town of Lobatsi for 22 full days of thrilling game hunting in the Kalahari Desert, the Okavango Swamp and the midlands area between these two parts of the country.

Their safari group included two other Europeans and more than a score of Botswana natives who served as cooks, gun bearers, trackers, lorry drivers and camp attendants.

The trio took about 45 trophy animals, 14 of which were Powe's.

Most exciting to Powe were

the thrills of stalking elephants, shooting a 1-ton cape buffalo and an unrewarding shot at a huge lion. Half a day of trailing, without sign of the animal having been wounded, convinced Powe and his party the shot at the lion had missed its mark.

There were some fine trophies taken, however, and Powe numbered among his a gemsbok or oryx, a desert antelope with long needle-sharp horns. Those on Powe's animal measured 43 inches — near, if not within, the size noted in African game record books.

Powe also took two springboks, a wildebeeste, hartbeeste, an ostrich, roan antelope, a zebra, a greater kudu, impalas, a tsessebee, and a wart hog.

Haselton downed, among comparable trophies, a mid-sized elephant, the only one taken by the party. Powe stalked a trio of elephants to within 100 feet,

but none was of trophy quality. Among Neils' top trophies were a greater kudu and an oryx.

Nights were cool, Powe said, because it is now winter in southern Africa, but the days were warm and the scenery very impressive.

The party used four different main camps, rose each day at 6 a.m., and hunted throughout the daylight hours each day, ranging 20 to 40 miles from camp.

Powe said he and his companions were also impressed by the great number and variety of game in Botswana.

An African safari hunt had long been Powe's ambition. He said he hasn't tallied up the full cost of this "once in a lifetime" expedition, and although he expresses no yearning to try it again, the lion that got away may hauntingly roar for a return.

Lingenbrink Is Assistant to VP

Frank G. Lingenbrink has been promoted to the position of assistant to the vice president-traffic at St. Paul. He succeeds L. S. Kiser, recently named freight traffic manager for Northern Pacific Railway's Central-Eastern region.

Lingenbrink joined the company in 1954 as a traffic representative at Seattle and served in similar positions at Tacoma, Chicago and Minneapolis in 1955 and 1956. He was promoted to city freight and passenger

agent at Seattle in 1956 and in 1964 became traveling freight and passenger agent in Seattle. From 1966 until his most recent promotion, Lingenbrink was assistant general freight agent at Chicago.

Lingenbrink is a graduate of the University of Washington, where he majored in transportation. He also attended the Management Conference on Marketing Strategy at the Transportation Center, Northwestern University, Evanston, Ill.

NP Clerk Knows Courtesy Pays

Ronald R. Stall, chief clerk in Northern Pacific's traffic office in Cincinnati found last month that there's reward in recognizing others for their courtesy.

Stall recently placed some 15 calls trying to locate the right party at the Chesapeake and Ohio-Baltimore and Ohio. The

C&O-B&O operator helping him, Mrs. Elizabeth Taylor, was so courteous that Stall wrote a complimentary letter to the company's president.

The June issue of the Chessie/B&O News features Stall and his letter in a special story on telephone courtesy.

Northern Pacific Operating Department Changes Posted

(Continued from Page 1)

J. G. Heimsjo as superintendent of the St. Paul division, with headquarters at Minneapolis, to succeed R. K. Mossman;

C. W. Thompson as assistant to the general manager at St. Paul, to succeed Coyer;

R. D. Thompson as superintendent of the Rocky Mountain division with headquarters at Missoula, to succeed W. W. Walters, transferred;

J. H. Hertog as superintendent of the Tacoma division, with headquarters at Tacoma, Wash., to succeed Davies;

L. L. Johnson as assistant to the general manager at Seattle, to succeed Hertog;

W. W. Walters as transportation supervisor at St. Paul, a new position in the office of the general superintendent concerned with distribution and utilization of diesel equipment for maximum efficiency in the use of company motive power;

And, **W. W. Francis** as assistant trainmaster, St. Paul division, with headquarters at Minneapolis, also a new position, for needed additional supervision in Minneapolis operations.

Coyer was with the company as a messenger during the summer months of 1935 and 1936 at Duluth and became relief telegrapher and agent operator in the Lake Superior division in July of 1936. He served successively as operator and extra train dispatcher, telegrapher, dispatcher, and assistant trainmaster at Duluth until 1954 when he was appointed inspec-

tor of train dispatching and transportation at St. Paul. He has since served as assistant superintendent of the Idaho division at Spokane and assistant to the general manager at St. Paul.

Heimsjo also joined the company in 1936 and after serving as a brakeman in the Lake Superior division was on leave for military service from 1944 through 1946. He returned to the company and served successively as brakeman, conductor and acting trainmaster in the Lake Superior division; trainmaster at Butte; trainmaster at Spokane; and assistant superintendent at St. Paul, his position since 1962.

C. W. Thompson started as a student brakeman at Fargo in 1937. He has since served as conductor, trainmaster and terminal trainmaster in the Lake Superior division; assistant superintendent at Billings and superintendent of the King Street station at Seattle.

R. D. Thompson began work with the Northern Pacific as a chainman in the engineering department at Glendive in 1948. He has since served as division engineer at Missoula, trainmaster in the Idaho and Rocky Mountain divisions, superintendent of the Duluth Union Depot and Transfer Co., assistant superintendent of the Lake Superior division; and superintendent of the Fargo division.

Hertog also started as a chainman in the engineering department. His first assignment was in St. Paul in 1944, and he was on leave for mili-

tary service in 1945 and 1946. He returned to the company and took a leave of absence to attend school. He became assistant roadmaster at Duluth in 1950 and served successively as trainmaster-roadmaster at Mandan, trainmaster at Jamestown, special assistant to the general manager at Seattle, assistant superintendent of the Tacoma division, and in February of this year was appointed assistant to the general manager at Seattle.

L. L. Johnson joined the company as an extra telegrapher at St. Paul in 1940. He was on military leave from 1944 to 1946 and returned to the company as a telegrapher after service. He was successively appointed dispatcher and assistant chief dispatcher at St. Paul, trainmaster at Duluth and in the Idaho division at Spokane, and was most recently assistant superintendent at Minneapolis.

Walters started as a telegrapher in the Tacoma division in 1936 and has served successively as dispatcher, night chief telegrapher and dispatcher and trainmaster in the Tacoma division, assistant superintendent at Missoula, assistant to the general manager at St. Paul, superintendent at Fargo, and superintendent of the Rocky Mountain division at Missoula.

Francis joined the company as recently as December of last year. He served as a transportation assistant under the general superintendent of transportation until his present appointment. From 1959 through 1965 he worked for the

St. Louis and San Francisco Railway Co.

Other June Appointments

Other changes in the operating department announced in June included:

M. E. Hagen, appointed to succeed Heimsjo as assistant superintendent of the St. Paul division at Minneapolis;

R. D. Schlappy, named trainmaster of the St. Paul division at Minneapolis to succeed M. C. McElroy, who was transferred to a similar position at Everett, Wash.;

P. L. Westine, transferred to the position of assistant superintendent at Fargo, N.D., where he succeeds R. M. Johnson, who has retired under company rules;

R. W. Rohrer, appointed trainmaster at Pasco, Wash., to succeed Schlappy;

T. R. Rohla, named trainmaster at Fargo, N.D., to succeed Hagen;

And **C. C. McLean**, appointed assistant superintendent of rules, safety and fire prevention at St. Paul, to succeed Rohrer.

Hagen has been with the company since 1948 when he started as a round house laborer at Fargo. He later became fireman and then engineer in the Fargo division, was promoted to road foreman of engines at Duluth in 1959 and became trainmaster at Fargo in 1965.

Schlappy started as an apprentice trainee in the operating department at Glendive, Mont., in 1957. He has since served as assistant roadmaster

at Minneapolis, roadmaster in the Fargo division, roadmaster in the Tacoma division and trainmaster at Pasco, Wash.

Westine joined the company as a telegrapher in the St. Paul division in 1950, became chief clerk in the Minneapolis freight traffic office, was named city freight and passenger agent at Billings, Mont., agent at Bismarck, N.D., trainmaster at Spokane, Wash., and trainmaster at Everett, Wash.

Rohrer worked part time as a caretaker in the Fargo division in 1945 and 1946 and became an apprentice telegrapher in 1946 at Fargo. He has since served as extra agent-telegrapher, relief telegrapher and dispatcher at Fargo, and as rules examiner and supervisor of rules at St. Paul.

Rohla started as a fireman in the Rocky Mountain division in 1941, was on leave for military service from 1942 through 1945, became an engineer in the Rocky Mountain division in 1949, was appointed road foreman of engines at Duluth, Minn., in 1956, served in a similar position in the Yellowstone division and was most recently road foreman of engines at St. Paul.

McLean joined the company as a telegrapher in Tacoma, Wash., in 1939. He was on leave for military service from 1943 to 1946 and returned to work as a telegrapher and dispatcher. He was also on leave during the Korea war for military service and returned to Tacoma as a dispatcher. In 1956 he became train supervisor at St. Paul.