

Merger Wins Approval From ICC

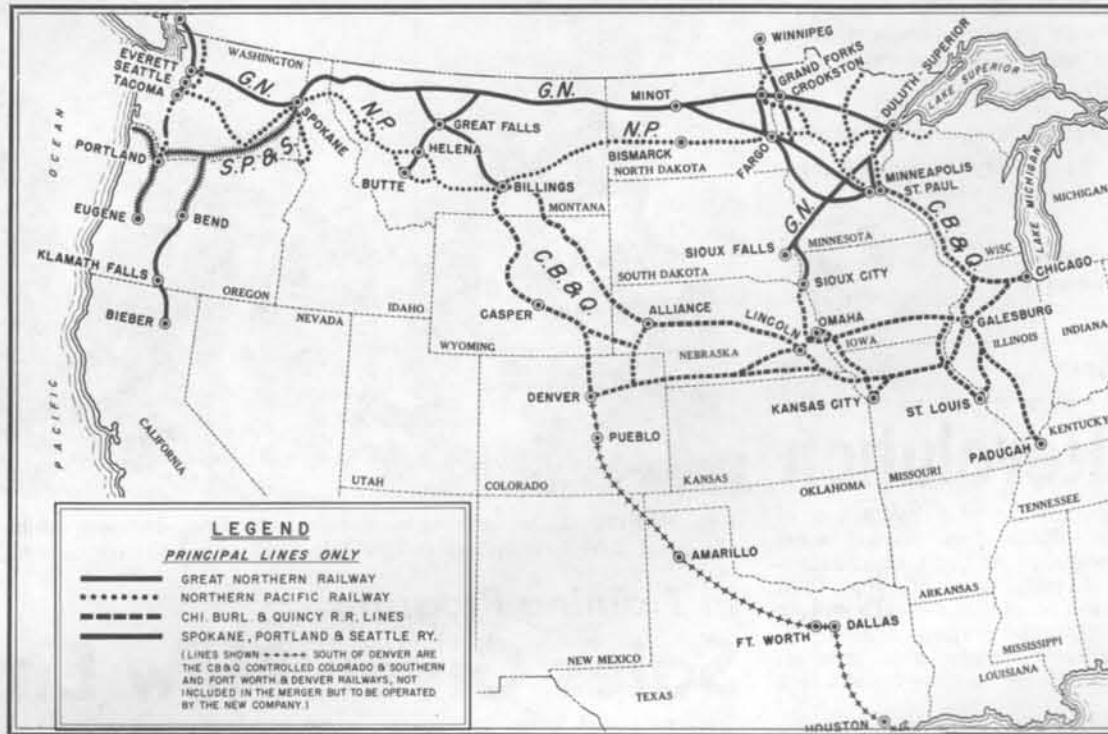
The chronology of events on present merger efforts by the Northern Pacific, Great Northern, Burlington and the Spokane, Portland & Seattle railways dates back to 1955, when informal discussions about a possible merger were begun by John M. Budd, Great Northern president, and Robert S. Macfarlane, then Northern Pacific president.

Formal application was filed with the Interstate Commerce Commission in February of 1961, and in April and May, stockholders of the lines voted approval of merger plans.

Hearings were conducted by the ICC from October, 1961 through July, 1962, and these produced 15,004 pages of testimony. All briefs were filed with the commission by January of 1963, and in August of 1964, ICC Examiner Robert H. Murphy recommended approval, with conditions for job protection and factors relating to post-unification operations of two other railroads.

After exceptions to Murphy's recommendations were heard, the proposal was placed before the entire commission in June of 1965. In April, 1966, the proposal was rejected by the ICC on a 6-to-5 vote. A petition for reconsideration was filed by the railways in June, 1966.

The proposed merged company has total assets of more than \$2.8 billion. Merging lines operate in 18 states and two Canadian provinces, with about 27,000 miles of line operated in 1966.



ALONG NORTHERN PACIFIC RAILWAY'S

Mainstreet

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Approval by the Interstate Commerce Commission of the plans to merge the Northern Pacific, Great Northern, Burlington and Spokane, Portland & Seattle railways was called "deeply gratifying" by the presidents of the railways.

John M. Budd, Louis W. Menk and William J. Quinn, presidents of Great Northern, Northern Pacific and the Burlington, respectively, commented on the ICC's Nov. 30 announcement in a joint statement for the press.

"The commission's approval of our merger proposal, reversing its decision of April 27, 1966," they said, "is deeply gratifying and confirms our belief that consolidating these railways into a dynamic, new transportation system is in the public interest."

"We earnestly share with the thousands of agricultural and industrial shippers who supported the merger proposal that the commission's decision will make possible complete fulfillment of our plans for more efficient, beneficial railway operations in the regions we now serve."

"However," they said, "we are reserving further comment on the commission's action until after we have had an opportunity to carefully study the entire decision and appraise its effect on our merger plans."

Information was released later that Budd would be chairman of the company and chief executive officer on consummation of the merger, Quinn would be vice chairman, and Menk would be named president.



THIS 319-TON TRANSFORMER for Northern States Power Company's Alan S. King generating plant at Bayport, Minn., is one of the heaviest loads ever moved by the Northern Pacific. Gross weight with the car was 846,000 lbs. It was manufactured by General Electric Co. at its Pittsfield, Mass., plant, departed there on Nov. 7 and was delivered at Bayport on Nov. 20.

Freight Cars Top '68 Budget Items

A budget of \$34.8 million for new equipment and improvements in 1968 has been announced by Northern Pacific.

Construction and purchase of 615 freight cars at a cost of \$10,265,000 head the list. Northern Pacific's Brainerd shops will construct 150 fifty-foot boxcars and 200 flatcars. Combined cost will be \$6,150,000.

Cars to be purchased include 150 covered hoppers, 150 open-top hoppers and 15 "Airslide" covered hoppers. All will be 100-ton cars.

Motive power items include ten 3,300 to 3,500 horsepower 6-motor diesel electric units at \$2,800,000, bringing to 82 the number of new units purchased over a five-year period.

Other items are \$3.8 million for microwave and \$6.6 million for rails and other track material.

F. G. Scott Retires; Holmstrom Posted

F. G. Scott, passenger traffic manager for the Northern Pacific since 1963, retired December 1 after more than 47 years of service with the company.

Leonard Holmstrom, formerly assistant passenger traffic manager at St. Paul, has been appointed to succeed Scott.

Scott's interest in railroading had an early start. His father, Wilbur E. Scott, was a ticket agent for the Northern Pacific at Billings, Mont. from 1917 until his retirement in 1938.

Scott's first job with the company was as a call boy at Billings in 1917. His continuous service record dates back to June of 1920, when he started work on a full-time basis as a baggage helper at Livingston, Mont.

From 1922 through 1924, Scott served successively as a clerk at Belgrade, Mont., assistant baggage agent, ticket clerk and baggage helper at Billings, and clerk at Bozeman, Red Lodge, Billings and Livingston, Mont.

Scott became ticket clerk at Billings in 1924 and in the first nine months of 1925 served as ticket clerk in Livingston, Butte and then Billings. He became chief clerk in the district freight and passenger office at Billings in September of 1925.

He left Montana in 1927 when he was promoted to city passen-

ger agent at Cleveland, Ohio, and in 1931 was promoted to city passenger agent at Chicago, Ill. Ten years later he was promoted to general agent at Chicago.

In 1949, Scott moved back west to Seattle to accept the position of western passenger traffic manager. There he served the Northern Pacific for 14 years, and in 1963 he was promoted to the top spot in Northern Pacific's passenger operations at St. Paul, passenger traffic manager.

Scott and his wife, Louise, have made arrangements to live in the Seattle area. They met when he was working for the company in Chicago.

Holmstrom started his railroad career as a baggage and ticket clerk with the former Northern Pacific Terminal Company in Portland, Ore.

In July of 1952, he became city passenger and ticket agent at Spokane, Wash., and two years later was promoted to assistant general passenger agent at St. Paul. He became general passenger agent at St. Paul in 1957 and in 1963 was promoted to assistant passenger traffic manager.

A party attended by more than 100 company officers and Scott's friends from across the nation was held in his honor Nov. 25 at the St. Paul Athletic Club.

NP Holly Corsages Continue This Season

The Northern Pacific dining car department reports that the annual custom of presenting holly corsages to lady passengers on the North Coast Limited, the Mainstreeter and trains No. 407 and 408 (Seattle-Portland) will be continued this holiday season.

More than 2,000 holly corsages are presented each Christmas season. They are specially made for the Northern Pacific by holly growers in the Bremerton area of Washington on the Olympic Peninsula.

Northern Pacific Mileposts

- 95 years ago — Northern Pacific buys five steamships from the Starr Brothers at Tacoma to inaugurate its freight and passenger service among Puget Sound ports.
- 80 years ago — Operations begin on 30 miles of projected branch line between Helena and Butte. (This line was never completed and, ultimately, the 30-mile section was removed.)
- 65 years ago — Operation begins on Cinnabar to Gardiner extension of Yellowstone Park branch completing line which, in 1883, made NP first railroad to serve a National Park.
- 40 years ago — Grading is completed on first 31 miles of Glendive to Circle and Brockway branch, the last NP branch line construction of more than 50 miles.
- 20 years ago — The Northern Pacific, in conjunction with most of the principal U.S. railroads, acquired ownership of the sleeping car properties of the Pullman Co.

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The 'Quiet' Revolution

The day to day rush of events through the year has a way of making general progress almost obscure. Each of us becomes so engrossed in the details of projects immediately at hand, and particularly those in which we are most directly involved, that their significance escapes us. Sometimes, to the point that at year's end we ask ourselves if there was really any substantial progress at all.

To date, this has been a year of rather remarkable progress for the Northern Pacific and its thousands of employees. Let's look back at just a few of the highlights.

The year started out with a record budget of \$45.5 million for new equipment and improvements, to which about \$3 million was added for more freight cars. Each of us can share in the satisfaction of having more and better equipment and facilities to use in serving our customers, and the real dividends from these improvements are yet to come.

A new office was opened in Tokyo, Japan, to make the Northern Pacific not only international in service, but also, internationally based.

Entire new programs were introduced this year in market development, industrial engineering, customer service planning, and methods and planning.

Microwave installations were completed, first from St. Paul to Fargo, N. D., and then on to Billings, Mont.

A new vice president was appointed to head a newly created department of management services. New uses of computer and data processing facilities were introduced. A Central Control facility was established to improve distribution of motive power.

Two aircraft were acquired — a Fan Jet Falcon to supplement existing transportation facilities and extend management efficiency, and a turbo-charged Cessna Skylane for aerial photography and other company use.

The position of general manager — sales was established and a new program for sales training introduced. A new freight agency was opened in Washington, D. C.

The St. Paul and Lake Superior divisions were consolidated to increase operating efficiency. New yard facilities at Missoula, Mont., now nearing completion, were placed in operation.

A new and accelerated program for trailer on flatcar and container on flatcar sales and service was begun. "Lounge in the Sky" cars were introduced on the North Coast Limited and "Economy Buffet" cars on the Mainstreeter.

A million-dollar Northern Pacific pulp wood chipping plant was announced for Cle Elum, Wash., representing company diversification and improved use of forest lands.

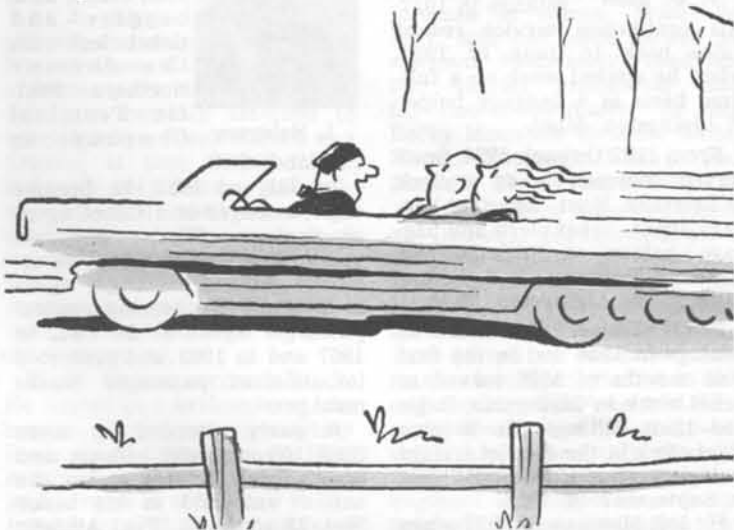
Authority was given the Northern Pacific to construct a 55-mile branch line to serve the Wahluke Slope area in the Columbia Basin Project in Washington.

A new south branch line was opened at Mandan, N. D. New concepts in freight car design were introduced.

And now, merger plans have won ICC Approval.

These are just a few of the signs of progress during 1967. Add to them scores and scores of other new developments for a picture of modern railroad progress and new perspective on what lies ahead.

More than one railroad official has called what's going on in our industry a "quiet revolution." We'd like to think from the sounds of things happening along the Northern Pacific that it's something more than "quiet."



"Used to worry before I got the safety belts."



J. D. NANKIVELL, general manager-sales, standing, discusses training program with traffic department personnel. Left to right are Dennis John, Bill Chiodin, Dick Larson, Doug Bester and Joel Essig.

In Training Programs

Sales Given New Emphasis

We've heard a lot in recent months about such things as new and better freight cars, speeding up of accounting functions with computers, microwave, marketing specialization, containers and many other special programs.

Each of these is important in the development of the railway and of prime significance to the specific groups of Northern Pacific employees involved, but there's one function in our business where all these improvements come into account, and that is in "selling total transportation and distribution services to customers throughout the nation and world."

What's been happening on the sales front?

J. D. Nankivell, general manager — sales, says the many improvements throughout the company to increase our total transportation and distribution capabilities, together with increased competitiveness on the part of other transportation services and changes in demands on the part of our customers, has brought about a decidedly sharper focus on the sales program.

"We're in the middle of a transportation revolution," Nankivell says. "On the one hand we have adaptation of new technology to railway equipment and operations at a rate faster than any ever experienced by our industry, including the change from steam to diesel locomotive power.

"On the other hand we have dramatic change in distribution and traffic management among those to whom we provide transportation services. Computers, for example, have introduced streamlined inventories and the flow of materials for production to minimize the amount of capital tied up for production work in process. They've also helped provide more precise information on the amount of finished goods needed in any market area at any time to meet current consumer demands."

Nankivell said all of this means we must gear our railway services to meet the requirements of an increasingly complex market for transportation services, from the standpoint of equipment, operating schedules, accounting, billing and sales.

"Our salesmen are the direct intermediaries between the entire railway force and our customers," he said. "They have to know and understand the customers and their needs and at the same time know not only our own transportation and distribution capabilities, but those of our competitors as well, and ways in which services can be provided through interchange with other lines and through use of inter-modal handling."

Northern Pacific's sales operation is organized under four regions, each with its own freight traffic manager, all of whom are responsible to Nankivell for the freight sales function.

The eastern region includes agencies at Atlanta, Ga.; Buffalo, N.Y.; New York City; Cleveland, Ohio; Philadelphia and Pittsburgh, Pa.; Toronto, Ont.; Winston-Salem, N.C.; and Washington, D.C.

The central-eastern region includes agencies at Chicago, Ill.; Cincinnati, Ohio; Detroit, Mich.; Milwaukee, Wis.; St. Louis and Kansas City, Mo.; Omaha, Neb.; Denver, Colo.; and Dallas, Tex.

The central-western area has agencies at Minneapolis, St. Paul, and Duluth, Minn.; Fargo and Grand Forks, N.D.; Billings, Mont.; Winnipeg, Man.; and Edmonton, Alta.

In the western region are Seattle, Tacoma, Spokane, Pasco, Everett, Aberdeen, Belling-

ham, Walla Walla and Yakima, Wash.; Missoula and Butte, Mont.; Portland, Ore.; Lewiston, Idaho; San Francisco, Los Angeles and Oakland, Calif.; Vancouver, B.C.; and the special Seattle foreign freight office.

"From these points," Nankivell said, "the Northern Pacific sales force fans out to cover the nation, and each man has to know his territory and the firms and individuals in it who are potential or current customers for our services.

"That's a tall order," Nankivell assures us, "and it requires men with every bit of expertise known to the sales profession, plus knowledge in depth of the entire transportation industry and even more thorough background on our own company and what it has to offer."

To help breed this kind of men for the job, the traffic department has established a special sales training program and a continuing series of sales seminars, augmented with regular periodic publications on how to improve sales through personal development and exercises in proven sales procedures.

The program for trainees is a two-year one in which candidates for positions on the sales force go through four six-month duty tours, each at a different location.

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INDUSTRIAL NEWSFRONTS

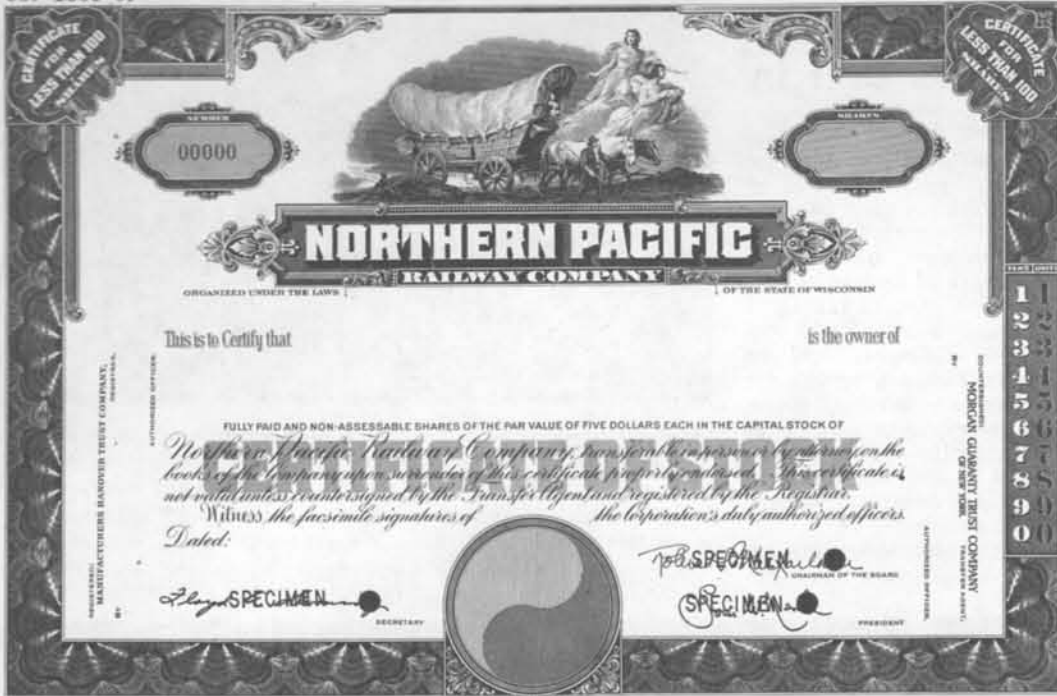
Earlier this year the Port of Kennewick undertook the construction of a cold storage warehouse for Andrews Cold Storage, Inc. Work has already begun on a second identical 20 million-pound \$1 million unit. Northern Pacific trackage to serve the warehouse was completed the last week in October and the first carloads have moved to destinations throughout the country. At the same time, Andrews announced plans for a frozen potato processing plant on the same site.

Collier Carbon and Chemical Corp. has purchased 40 acres of land near Kennewick, Washington for a terminal facility to store and trans-ship farm chemicals. The site will be served by the S.P. & S. as well as by highway and river barge. Initial investment in wharves, tanks, pipelines and related facilities is estimated at \$3 million.

The S.P. & S. has purchased a 300-acre tract at Beaverton west of Portland. The Railway will subdivide the property and improve it with streets, utilities and highway and rail facilities. It is intended to make the area a first class industrial park with restrictive covenants and setbacks.

Perez Produce Co. is constructing a new controlled-atmosphere storage warehouse adjacent to existing facilities at Worden, Wash. Perez ships fresh potatoes to eastern markets and with the addition will be able to extend shipping of fresh potatoes into the winter months. The new warehouse will have a capacity of 5,000 tons, increasing storage capacity to a total of 13,000 tons.

007-1365-67



PAYROLL DEDUCTIONS can add some of these to your portfolio.

Fees Covered For Employees

Stock Purchase Plan to Start

A monthly investment program for employee purchase of Northern Pacific common stock will become effective next month.

The plan is open to all Northern Pacific employees and to employees of subsidiary companies who have reached the age of 21. It applies only to purchase of common stock in the present company.

Louis W. Menk, President, said the plan provides employees with an opportunity for investment in the company through payroll deduction without the cost of broker's fees, commissions and other expenses incurred through purchase of stocks on the market.

Details of the program are be-

ing coordinated by Richard A. Beulke, Director of Personnel, who said he expects the plan to be in effect in January. He anticipates fairly broad participation.

The Northern Pacific Monthly Investment Plan will be provided through the St. Paul offices of Merrill Lynch, Pierce, Fenner & Smith, Inc., who will handle all stock purchases and maintain accounts for each employee's purchases.

Beulke explained how the program works through payroll deduction.

Supervisory personnel throughout the company will receive packets of literature and payroll deduction authorization cards which are to be made available to all employees.

The individual may choose to have any even dollar amount from \$10 to \$99 per month deducted, all from his check for the first half of the month, or all from the second half.

The amount deducted is transmitted by the company to the brokerage firm, which records its receipt, opens an account for the employee and credits him with ownership in that portion of a share or shares which his payroll deduction will cover at the market price of Northern Pacific common stock as of the date and time such stock is purchased by the brokerage firm. As deductions from each paycheck are received, they are similarly applied toward purchase of stock for the individual's account.

By commingling the investments of all employees, full shares of stock can be purchased by the brokerage firm with the appropriate fractional shares recorded in ownership by individuals according to the amount of their monthly deductions.

When an individual has accumulated enough fractional shares to represent a full share or shares, he may direct the brokerage firm to provide him with a stock certificate or certificates, or have the brokerage firm retain his share or shares for reinvestment of dividends or other earnings. Merrill Lynch recommends reinvestment of dividends as one of the most practical ways to extend stock ownership and build future income.

If the employee chooses to cancel participation in the plan, he will be issued certificates for the number of full shares to which he is entitled, and any fractional shares will be sold, the proceeds from which sale will be remitted to the employee along with a full record of his account and any transactions.

Each month Merrill Lynch will provide the investor with a full accounting of all transactions made on his behalf. The reports will show the numbers of shares or fractions of shares

(Continued on Page 6)

Higher Sales Is Training Goal

(Continued From Page 2)

The first six-months might include, for example, work in the company service bureau at St. Paul, a stint in the marketing division of the freight traffic department, a week or two in each of several freight sales offices in a single district, work in the passenger department, the rate department, and some time making actual calls with Northern Pacific sales experts.

"By the time he's finished two years of this," Nankivell said, "we've given him at least a few of the basics. From then on, the learning process never ends.

"We're in a dynamic industry," says Nankivell, "and we have to keep on learning about new developments and new applications for old ideas. "Part of our answer to this need is special sales seminars."

The most recent seminar was conducted in St. Paul in July. Another is set for December 14, 15 and 16. New salesmen and potential salesmen, taken from among those who augment sales through clerical and other related services are invited to these seminars, which outline developments in the company and industry and thoroughly familiarize those attending with application of these new developments and their relation to their own roles in sales or service.

The seminars this year have concentrated on younger men in the sales force and on potential salesmen in an effort to offset loss of nearly 10 per cent of the sales force through retire-

NPT Wins 1st and 3rd Places In National Safety Contest

First and third place honors in the common carrier division of the 36th National Fleet Safety Contest conducted by the National Safety Council have been won by Northern Pacific Transport Company divisions.

The western division fleet of 48 vehicles and 52 drivers in the state of Washington took top honors by operating 2,404,935 miles during the contest period with a perfect record of no accidents.

The eastern division, with 51 vehicles and 77 drivers in Montana, operated 3,111,081 miles,

with only three accidents per million miles of operation.

The awards were based on safety performance from July of 1966 through June of this year. Records were inspected by National Safety Contest auditors.

G. N. Page, general manager of Northern Pacific Transport accepted the awards at the recent National Safety Congress and Exposition in Chicago. The winners were honored at an award luncheon sponsored by General Motors Corp. More than 700 safety experts from the nation's motor transport industry attended the luncheon.

Fleets numbering more than 2,600, with more than 325,000 vehicles operated over 6.8 billion miles during the contest year.

Northern Pacific Transport Company was commended for its outstanding safety record. C. W. Hawkes, Seattle, is superintendent of the western division and J. H. Gullard, Billings, is superintendent of the eastern division.



REPRESENTING the Northern Pacific in the 1968 St. Paul Winter Carnival will be Joan McKinney, secretary in the Northern Pacific Beneficial Association office at St. Paul. This official portrait was taken in connection with her participation in the contest for selection of the Queen of Snows in the nationally celebrated pageant.

NP Giving Merits Award

BETTE CHAMBERLAIN Correspondent

Trainmaster W. J. Condotta, Loaned Executive to the United Crusade Campaign in the Spokane Washington area, accepted a "golden" ruler awarded to the Northern Pacific at the end of the campaign on November 15.

The "Golden Rule" ruler was presented to Condotta for being a "Campaigner who measured up to the job in the Spokane County United Crusade Campaign."

The award is presented to companies whose employees' total contributions have increased 15% over the previous year.

Condotta attributes winning of this award to the efforts of many Northern Pacific employees who acted as solicitors and to the employees who generously donated to this worthy cause.



C. R. (Cal) AVERY, Northern Pacific agent at Livingston, Mont., was recently elected to a second three-year term as a director of the Livingston Chamber of Commerce. He was president of the Chamber's civic group in 1965-1966 and has been named chairman of the Tourist, Advertising, Highway and Convention Committee for the coming year.

Waybill Notation Returns Wallet

D. J. POWERS Correspondent

Bill Cunningham, president of Hysham Community Elevator, Hysham, Mont., has renewed faith in the basic honesty of his fellowmen, thanks to the efforts of several Northern Pacific employees.

Cunningham was loading wheat into a boxcar several weeks ago, and when he finished, he noticed his wallet was missing.

R. J. Munson, vacation relief man for Hysham Agent R. M. Stief, made a notation about the wallet on the waybill and Stief sent a traingram reminder a few days later, when he'd returned from vacation.

The car was traced and Special Agent G. W. Pratt, Seattle, Wash., was able to be on hand at the Fisher Flouring Mills in Seattle when the car was unloaded. The wallet didn't show up as the grain passed through grates at the mill's receiving station, but was found later by tracing through the entire unloading process. Pratt praised the mill for its cooperation and sent the wallet and its contents to Stief.

Cunningham was happily surprised when the wallet was returned, intact, and with all its contents — credit cards, papers and \$28.00 which he'd offered as a reward for return of the other contents.

RETIREMENTS

Name	Occupation	Location	Years
Orville F. Brumm	Chief Yard Clerk	Dilworth, Minn.	48
George W. Carlaw	Store Helper	So. Tacoma, Wash.	44
Harold L. Christean	Brakeman	Seattle, Wash.	22
Charles O. Cleveland	Switchman	E. Grand Forks, Minn.	25
Harry Cooper	Section Laborer	Parkwater, Wash.	33
Wilbur R. Curry	Baggage Helper	Spokane, Wash.	21
Fred L. Dunlap	Locomotive Engineer	Bemidji, Minn.	50
Jacob L. Fox	Agent-Telegrapher	Joliet, Mont	49
Carl W. Franz	Sheetmetal Worker	Auburn, Wash.	49
Carl Gilberg	Helper	Duluth, Minn.	22
Waino E. Hannus	Machinist Helper	Auburn, Wash.	49
John W. Hubble	Car Clerk	Auburn, Wash.	49
William H. Jacks	Assistant Superintendent	Spokane, Wash.	39
Charles Martz	Northern Pacific Transport Company	Noxon, Mont.	37
Eugene W. Maxfield	Section Foreman	Mandan, N.D.	32
Ralph E. McAllister	1st Class B&B	Pasco, Wash.	30
Leo J. Miley	Carpenter	Spokane, Wash.	50
Mark J. Miller	Switchman	Duluth, Minn.	50
George A. Mohr	Clerk	Little Falls, Minn.	50
Helen O. Morrissey (Mrs.)	Car Clerk	Spokane, Wash.	22
Carl R. Reimann	Cashier	Tacoma, Wash.	31
Pius M. Scherr	Brakeman	Auburn, Wash.	22
Rudolph Schuler	Pipefitter Helper	Seattle, Wash.	20
Oliver J. Thompson	1st Class B&B	Livingston, Mont.	24
	Carpenter	Brainerd, Minn.	40
	Brakeman		
	Carman		

Gallagher Retires From Tax Unit In Seattle Office

C. E. Gallagher, western supervisor — property taxes at Seattle, Wash., retired effective Nov. 1.

Gallagher joined the company as a tax clerk at Seattle in 1941 and was promoted to tax agent the following year.

In 1945, Gallagher was on leave from company service for three months to serve as executive secretary in the senate of the Washington state legislature, and in 1950 he was promoted to assistant tax commissioner at Seattle.

Gallagher became western supervisor of property taxes in 1956.



CONGRATULATIONS on completion of more than 47 years of service with the Northern Pacific are received by F. G. Scott, center, from his successor as passenger traffic manager, Leonard Holmstrom, second from left. Among other guests at the Nov. 25 retirement party were, left to right, L. S. Kiser, freight traffic manager; E. M. Stevenson, vice president-traffic; and F. L. Steinbright, vice president-operating. (See Story, Page 1)

Stewardess Exchanges Letters With Comedian Bob Newhart

Part of the glamour of being a stewardess for the Northern Pacific is that it involves contact with quite a few interesting people.

Stewardess Cam Burnett can attest to the fact.

A few weeks back when Comedian Bob Newhart was substituting for Johnny Carson on the "Tonight Show" he made a few remarks about his train ride from Chicago to New York.

Newhart told about his roomette, having to close up his bed to use the bathroom facilities, stopping out in the middle of nowhere, and a few other humorous encounters. The experience provided subject matter for another of Newhart's humorous situation records, all of which have won the acclaim of America's record-buying public.

When Cam heard his comments on the Tonight Show, she wrote him a letter inviting him to ride on the North Coast Limited so he could find out for himself that all trains are not like the one he described.

Following is Newhart's reply:

Dear Miss Burnett,
Sorry for the long delay in answering your letter. However, things were quite hectic on The Tonight Show and after one month in Las Vegas, this is the first opportunity I have had to answer your letter.

The misadventure you mentioned on the eastern railroad I have included on a record album. As a matter of fact, I have taken the Northern Pacific Vista Dome North Coast Limited and agree with you heartily that it is one railroad that is still interested in passenger comfort. They really go out of their way to make you feel at home.

Thank you for taking the time to defend your profession and I am glad to see that you are so enamoured of your job that you would take the time to correct a slight directive at an eastern

railroad. Again, sorry for the long delay in answering, I am,
Sincerely,
Bob Newhart

Now Cam's keeping an eye out for him in case he takes a ride on the North Coast Limited again.

Two NP Men Receive Silver Beaver Award

R. A. HEYER
Correspondent

Two Northern Pacific men were among six awarded the Silver Beaver Award Nov. 5 at the annual recognition banquet of the Red River Valley Council of the Boy Scouts of America in Fargo, N. D.

The award is the highest made to adults in scouting.

Winners of the award included Frank I. Butler, Northern Pacific agent at Edgeley, N. D., and Richard Sibley, Northern Pacific agent at La Moure, N. D.

Both men have been active in scouting most of their lives, and also have been outstanding participants in church and community activities.



M. F. CONNOR was honored by friends and fellow employees at a special retirement party in October at the Cincinnati Club. Left to right are Bob Giermann, Ed O'Malley, Leroy Adams, Connor, and Ron Stall, all of the Cincinnati office.



F. R. Ludwigson recently retired as assistant car accountant at St. Paul (top left photo). With Ludwigson, right, are his wife, L. W. Dreis, car accountant, and Mrs. Dreis. Ludwigson served the Northern Pacific for 49 years at Duluth, Brainerd and St. Paul. A retirement party was held in the Twin Cities to honor the Ludwigsons.

Glen A. Shimmons, train clerk at Tacoma, Wash., recently retired after 20 years of service with the company. Here (Top right Photo) he receives best wishes from R. E. Tone, chief clerk.



W. B. Barker was honored at a party in September at the Spokane passenger depot on retirement after more than 30 years of service (top left photo). Among friends and fellow employees was C. W. Sisty (left). They presented Barker with luggage and other gifts. Barker started as a mail truck helper in 1937.

R. E. McAllister, trainmasters' clerk at Spokane, was honored by more than 100 friends and fellow employees at a recent party in Spokane to mark his retirement after more than 50 years of service with the company. With McAllister (top center photo) are his wife, left, and D. B. Lewis, assistant superintendent, center.

Miss Lena C. Dybdahl, personal record clerk in the St. Paul division superintendent's office, was honored by fellow employees at a mid-November retirement party in her honor. Here (top right photo) she accepts gifts presented by J. G. Heimsjo, superintendent, on behalf of the others. She served the company for more than 38 years.



G. S. Schally Named As Passenger Club Director At Wisconsin Meeting

E. E. TESNOW
Correspondent

G. S. Schally, commercial agent for the Northern Pacific at Milwaukee, Wis., has been elected a director of the Wisconsin Passenger Club.

Elections were held in conjunction with the club's annual turkey party in the Hotel Wisconsin at Milwaukee on Nov. 14.

Members of the Women's Traffic Club of Milwaukee held their Annual Bosses' Night dinner on Nov. 13. "Boss" E. A. Greider, general agent, was the guest of Steno-Clerk Esther Tesnow, a former president of the club. Las Vegas Night was the theme of the event, com-

plete with original dinner program covers from several Las Vegas night clubs provided through the efforts of Avis Rent-A-Car.

R. D. Larson Is Delegate At Realtors' Convention

Richard D. Larson, western manager of industrial development for Northern Pacific, was among a delegation of four members of the Washington chapter of the Society of Industrial Realtors who attended the society's annual convention in Washington, D. C., Nov. 10 to 14.

The convention included an all-day educational program on industrial real estate.

Freight, Agriculture, Others —

NP Departments Post Changes

Among recent changes and promotions announced by the Northern Pacific are the following:

H. R. Bartoo has been named general freight agent with headquarters at Seattle, Wash.

He joined the company in 1942 as a clerk at Sumas, Wash. From 1951 through 1952 he served successively as chief clerk, service agent and city freight and passenger agent in the Seattle traffic department, and in 1952 he became a clerk in the rate department at Seattle.

Bartoo was promoted to the position of assistant to the general freight agent at Seattle in 1958, and became assistant general freight agent in 1961.

Tariff Combines Rail, Pipe Rates

A new tariff which is believed to be the first of its kind in the railroad industry was filed with the Interstate Commerce Commission in November for movement of liquid petroleum products.

Under the tariff, Northern Pacific and Williams Brothers Pipe Line Company will move petroleum products on a single rate basis combining pipeline and railroad tank car transportation.

Petroleum products from Minnesota, Wisconsin, Oklahoma, Nebraska and Kansas will move by pipeline to West Fargo, N. D., and there be transferred to 30,000-gallon-capacity tank cars for delivery to rail terminal facilities in Bismarck and Dickenson, N. D.

Among advantages of the integrated transportation service are lower transportation costs to the shippers, single carrier responsibility and billing, a major extension of markets to areas beyond the pipeline terminal and increased distribution flexibility.

Two major appointments have been made in the agricultural development department.

Joseph A. Horrall has been named western agricultural development agent at Seattle, Wash., to succeed David R. Hamm, recently promoted to general freight agent at Seattle.

Muri C. Linke has been appointed agricultural development agent at Fargo, N.D., to succeed Horrall.

Horrall joined the Northern Pacific as agricultural development agent in St. Paul in 1961 after two years in the U.S. Army, two years in county extension service in Montana, and two years with the Midland Feed Co. at Billings, Mont.

He served the Northern Pacific at Fargo for more than five years and was active in agricultural and civic affairs, including Agassiz Club, the agricultural committee of the Fargo Chamber of Commerce and the Boy Scouts.

Linke is a graduate of North Dakota State University and has been a vocational agriculture instructor at Rolla, N.D., since 1960. He spent two years in the U.S. Army prior to his teaching experience, and his wife is a former acting home extension agent for Rolette County in North Dakota.

R. O. Bruno has been named city passenger and ticket agent at Portland, Oregon.

He joined the company in 1942 as a crew caller in the operating department at Tacoma, Wash., was on leave for military service from 1944 through 1946 and returned to the company as a yard clerk at Centralia, Wash. After working in various clerical positions with the operating department in the Tacoma division from 1946 through 1958, he became a reservation and information clerk in the traffic department at Seattle.

Bruno was promoted to ticket clerk at Seattle in 1959 and be-

came cashier and ticket clerk in 1960.

H. A. Knudsen has been appointed director of property taxes with headquarters at St. Paul.

He joined the company as a machine operator in the district accounting office at St. Paul in 1936 and became a stenographer in the tax department that same year.

Knudsen was on military leave in 1945 and 1946 and returned to the company as assistant tax agent. He was promoted to tax agent in 1946, assistant tax commissioner in 1950 and eastern supervisor of property taxes in 1956.

W. D. Schoettler has been appointed assistant director of property taxes with headquarters at Seattle.

(Continued on Page 6)



GEMPACO President Laura Tjonsland receives Junior Achievement charter from Northern Pacific's Chairman Robert S. Macfarlane. The charter was presented at a meeting of the Junior Achievement group and advisors from the Northern Pacific held on Nov. 24.

GEMPACO Gets Charter

Representatives of GEMPACO, a Junior Achievement company sponsored by the Northern Pacific, visited company headquarters Nov. 24 to accept their company charter from Robert S. Macfarlane, chairman of the board, and to tour company offices.

Northern Pacific's sponsorship of GEMPACO this year marks the 18th successive year in which the company has provided advice and counsel to a Junior Achievement company. Like all Junior Achievement companies, it has as part of its objectives giving those who participate a better understanding of the American free enterprise system and how it works.

GEMPACO has 18 young persons in its group from several schools in the St. Paul area. It has 94 shares of stock outstanding at \$1.00 per share and is engaged in manufacture and sales of tie pin and cuff link sets. The sets are available with red or blue stones and sell for \$2.50.

Advisors for GEMPACO at Northern Pacific in St. Paul are Ray Davis, Jim Birgenhier and Randy Olshevski in the architect's office, Roland LaFond, traffic department, and Bill Rilling, auditor's office.

No. 4 Bid Farewell

DOROTHY BRANTSEG
Correspondent

When Northern Pacific's train No. 4 made its last run Oct. 18 from Jamestown, N. D. to St. Paul, Conductor R. Strain chose a fitting and official way to mark the occasion.

P-3 reports are filed to indicate all passenger equipment handled on trains operated by the railway, and two lines are provided at the bottom for remarks.

On these two lines, Strain scribed the final note on No. 4 — "Farewell Old Alaskan, you have served us well."

Vets Set Meeting

Frank Sailer, secretary of the Northern Pacific Veteran's Association has announced that the 1968 Association convention will be held June 7, 8 and 9 at Missoula, Mont.



CONGRATULATIONS are given Alan Rasmussen, center, on being sworn in as a member of the Washington State Bar Association, he is flanked by Superior Court Judge Bertyl E. Johnson, left, and his parents, Mr. and Mrs. A. L. Rasmussen, right. Alan's dad is machinist inspector at Northern Pacific's Tacoma roundhouse, former Washington State Senator and now, newly elected mayor of Tacoma.

NP's A. L. Rasmussen Elected Mayor of Tacoma, Wash.

ADA LEACH
Correspondent

His Honor A. L. Rasmussen, newly elected mayor of Tacoma, must now resign his position as the Hon. A. L. Rasmussen, Washington State Senator, but we understand that he intends to continue working as Machinist Inspector "Slim" Rasmussen at Tacoma Roundhouse.

Sincere, practical, energetic and involved are the words for Slim. Built to play center on anybody's football team, he has gray eyes and a thick, bristly, iron-gray butch cut. Enthusiastically indignant about any number of issues that affect the taxpayer and the everyday man, he has been making state headlines for the past 23 years. His battles have been successful to the point that the legislature felt it had to redistrict his home to the very end of a one-block strip a mile or so long and, thus, right out of his constituency — kindly giving him time to run for mayor this November.

Mrs. Rasmussen has always been his campaign manager, and Slim is proud of the fact that she has so managed him and their home that he owes no one political favor. He is prouder, though, of the four sons they have raised. The youngest is a

freshman in college, another is a high school teacher, one is in the executive training program of a national company and the fourth, an attorney, was recently admitted to the bar.

Slim was born in Everett, Washington, and went to school in Tacoma. From high school he went to work at Northern Pacific Shops in South Tacoma in 1927. When the Great Depression affected his job in 1932, he worked for the Alaska Railroad for about four years, returning to the Northern Pacific in 1937 and, with the exception of six weeks at the State Legislature every other year for the past 23, he's been here ever since.

'Northwest' Adds Color

The November-December issue of THE NORTHWEST magazine published by the Northern Pacific is the first to appear under a revised format which includes use of four-color process pictures on the cover and on several inside pages.

W. A. McKenzie, editor of THE NORTHWEST, said changes in general layout of the magazine, such as larger type, use of two columns instead of three on each page, and a more open format, should make the magazine more attractive and easier to read.

SAFETY SCOREBOARD

January 1 thru October 30, 1967, compared to same period last year.

RANK	REPORTABLE CASUALTIES	RATIO PER MILLION MAN HOURS			
		REPORTABLE CASUALTIES	RATIO PER MILLION MAN HOURS		
Standing by District					
1.	Eastern District	129	125	16.03	13.62
2.	Western District	175	147	20.31	15.14
Standing by Division					
1.	Rocky Mountain	15	16	7.21	6.55
2.	Yellowstone	29	21	11.31	7.37
3.	Fargo	21	17	14.53	10.00
4.	St. Paul & L. Supr. Terml.	79	87	19.58	18.83
5.	Tacoma	87	90	22.35	21.09
6.	Idaho	73	41	27.62	13.66
Standing by Class of Employees					
1.	Shopmen	6	7	4.85	5.09
2.	Stationmen	24	23	5.53	4.83
3.	B & B Dept.	6	7	8.37	8.28
4.	Carmen	19	22	9.89	10.79
5.	Enginemen	22	20	13.41	10.46
6.	Trackmen	52	43	14.73	10.27
7.	Trainmen	64	63	36.76	30.12
8.	Yardmen	111	87	72.48	51.79
Standing by Main Shop					
1.	South Tacoma Shops	0	3	.00	6.98
2.	Livingston Shops	1	4	2.74	10.38
3.	Como Shops	1	1	3.24	2.48
4.	Brainerd Shops	2	3	4.02	5.41
Miscellaneous Departments					
1.	Security & Frt. Claim Prev.	0	0	.00	.00
2.	General Office & Misl.	5	6	1.51	2.41
3.	Dining Car Dept.	1	7	2.35	14.74
4.	Communications Dept.	1	6	2.49	16.54
5.	Signal Dept.	3	2	6.38	4.78
6.	Store Department	5	6	8.49	8.60
7.	Elec. Engr. Dept.	1	0	15.34	.00
8.	Engineering Dept. System	8	15	32.46	40.99
		335	339	13.83	13.03



DROVERS' SPECIAL heads north from Victor, Mont., after picking up final 17 cars of stock bound for market in Omaha, Neb.

Menk Elected To Chamber, AAR Positions

Louis W. Menk, Northern Pacific president, has been elected to serve a three-year term as one of nine new directors of the St. Paul Area Chamber of Commerce.

The new directors were selected from a field of 18 candidates in elections which included balloting for Chamber president. Results were announced Nov. 17 by John F. Nash, retiring president. All will take office at the Chamber's annual meeting on Jan. 29, 1968.

New president is Harold J. Cummings, chairman emeritus of Minnesota Mutual Life Insurance Co. Walter V. Dorle succeeds Cummings as first vice president.

Nash, who is president of The American National Bank of St. Paul, is now chairman of the Chamber's board of directors.

Menk was also recently elected a western director for the Association of American Railroads.

'Operation Rawhide' - Classic Cattle Move

Among this year's largest cattle moves by the Northern Pacific was "Operation Rawhide" from Hamilton, Mont., to Omaha, Neb., Oct. 28 to Oct. 30, which must qualify as a transportation classic in comfort for man and beast.

"Special Treatment" was the stock phrase, from preconditioning of the 3,000 calves and yearlings started months earlier, to arrangements for the 68-car train — including two heavy-weight coaches for 30 cattlemen and a converted Pullman sleeper for Dow Chemical Co. personnel and a group of writers, hot meals en route, and scheduling of arrival in Omaha within 36 hours from loading time. Total distance covered was 1,296.9 miles.

The cattle belonged to members of the Bitterroot Valley Stockmen's Association, all hoping their cattle preconditioning program would bring higher returns at the Omaha market.

Dow Chemical Co., Midland, Mich., had a prime interest in the move — to closely observe effectiveness of the preconditioning agents it manufactures. Dow veterinarians checked the stock at the ranches, during loading, in transit, on arrival in Omaha and prior to auction.

Jim Hansen, a Dow public relations representative, co-ordinated arrangements for the move and was aboard as host

for hot meals brought aboard for the cattlemen and others courtesy of Dow at Helena and Laurel, Mont., Gillette, Wyo., and Alliance, Neb.

The meals, card playing and endless conversation on different approaches to cattle raising and preconditioning left little time for sleeping during the 35.5 hours en route.

Loading operations and stops for train-crew and equipment changes were all expedited to keep within a 36-hour schedule. Any delay would mean an eight-hour stopover at Alliance, Neb., to feed the cattle.

On checking his calves and yearlings at Omaha, Earl Reynolds, president of the Association, said he'd never seen any

of his animals come through in better shape. Weight loss was minimal and there was no evidence of shipping fever.

Trail Boss for the operation was Rancher Del Carter. His well-planned logistics on moving the cattle to the Hamilton and Victor, Mont., stockyards from ranches in the valley were credited with making on-time departure possible.

Total proceeds from sale of the cattle were \$320,311.42. Bitterroot steers averaged \$27.75 per cwt., 45 cents higher than the average received by other consignors. Heifers averaged \$24.65 per cwt., 34 cents higher.

Certified preconditioning covered as many as 13 different management practices for disease prevention and other treatment.

Employe Stock Purchase Plan Starts

(Continued from Page 3) acquired and also dividends which have been reinvested and credited. Employee-investors should retain and use these reports at year end when they prepare individual state and federal income tax statements.

Employees have the option of cancelling participation by written notice and of increasing or decreasing payroll deductions. Details will be fully outlined in the Monthly Investment Plan folder.

In offering the plan through Merrill Lynch, Pierce, Fenner and Smith, Inc., Menk stressed that the plan is being made available in the belief that broadened ownership in business stimulates additional interest in the economy and is good for our country.

He noted that financial circumstances among different families vary widely and that for some, an additional program of savings and investment through accumulation of stocks can be very desirable. For

others, he noted further, it can be unwise.

"It is important," he said, "to realize that the decision to participate should come after careful consideration and study of individual circumstances."

Beulke points out that while the individual employee faces the same risks as any other investor who purchases company stock on the market, there are some unique advantages in the Northern Pacific Monthly Investment Plan.

"Through the plan," he said, "it is possible to immediately become owner of a fractional share or shares, and thus become eligible for dividends or fractions of dividends. You can get a return even though you only own part of a share."

"With the cost of all broker's fees and commissions paid by the Northern Pacific," he said, "there is an immediate saving for the employee participant who has funds to save and invest."

"In addition," Beulke said,

"payroll deduction provides a way for automatic, continued investment on a regular basis, which is one of the most important factors in any savings plan."

As owners of stock in the company, participating employees also will receive from Morgan Guaranty Trust Co. of New York, all the quarterly brief reports on earnings, the company's annual report to stockholders and the company proxy statement, which shows plans submitted by the company for stockholder approval and major factors affecting the company's business.

Stockholders also are eligible to attend the company's annual meeting.

Beulke stated that participation in the Monthly Investment Plan will provide an opportunity for each employee to become more familiar with the company and to see first hand how changes in the national economy and other factors affect the business.

NP Machinist Posts Kamloops Trout Catch

G. L. AKUS
Correspondent

Among fishing reports of the kind that lure anglers from all over the nation to Lake Pend d' Orielle in Idaho for Kamloops trout is one posted in November by O. W. Stokes, Northern Pacific machinist helper at Parkwater, Wash.

Stokes caught four Kamloops early in the month along the Green Monarch mountain range just south of Hope, Idaho. They weighed in at 8 lbs., 14 lbs., 20½ lbs. and 4 lbs.

Changes Include Trainmasters

(Continued From Page 5)

He joined the company as a tax agent at Seattle in 1950.

Jules J. Auge, formerly manager of data control, is now director — data control, under a change of title in the management services department at St. Paul.

J. A. Black has been appointed trainmaster in the St. Paul division with headquarters at Minneapolis, succeeding R. D. Schlappy, recently assigned to special duties. Black started as a fireman at East Grand Forks, Minn., in 1941, became an engineer there in 1947 after military service, and was made road foreman of engines at Duluth, Minn., in 1963. He was trainmaster at Northtown in Minneapolis from 1966 until his present assignment.

W. W. Harper succeeds Black. He started as a brakeman at Livingston, Mont., was on military leave from 1953 through 1956, returned to work as a brakeman, and became a conductor at Livingston in 1960. He was on leave in 1961 and 1965 to serve in the

Montana legislature, and became trainmaster at East Grand Forks in 1965. In 1966 he was promoted to trainmaster at Staples.

R. L. Beem succeeds Harper at Staples. He joined the company as a section laborer at Belknap, Mont., became section foreman at Noxon, Mont., in 1957, and has since served as assistant roadmaster, roadmaster, district roadmaster and trainmaster-roadmaster in the Rocky Mountain division, Butte, Mont., Tacoma, Wash., and Bemidji, Minn., respectively.

M. C. Nyberg succeeds Beem at Bemidji. He started as a welder's helper at Spokane, Wash., in 1951, became a welder in 1952, and was on military leave from 1952 to 1955. Nyberg then served as chainman, rodman and instrument man in the engineering department at Missoula, Mont., Spokane and Seattle, Wash., respectively, through 1966, when he became assistant engineer at Seattle. He was appointed district roadmaster at Billings, Mont., later in 1966.



THE TYROLIAN DANCERS of Red Lodge, Mont., under direction of Dr. and Mrs. Norman C. Jorgenson of Red Lodge perform for passengers in the Minneapolis depot after arriving on the Mainstreeter Nov. 16. The group and its own German band were featured by Red Lodge's Grizzly Peak ski area at the annual Ski and Winter Sports Festival on Nov. 17, 18 and 19 in the Minneapolis auditorium.