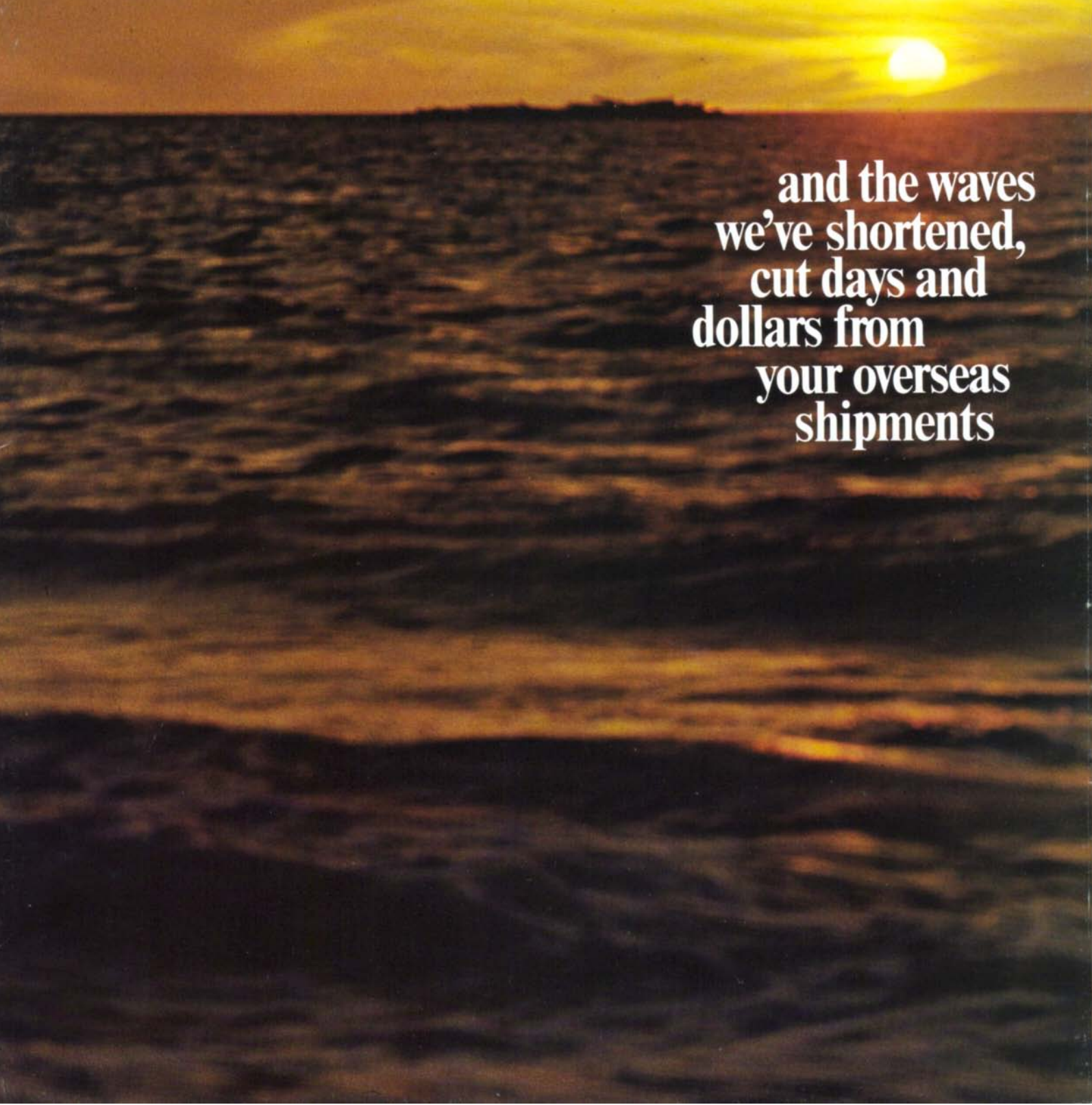


A photograph of a sunset over the ocean. The sun is a bright yellow circle on the horizon, casting a golden glow across the sky and reflecting on the water. The ocean is dark with small, choppy waves. The text 'We're operating a short wave network' is written in a white, serif font in the upper right quadrant.

**We're operating  
a short wave  
network**



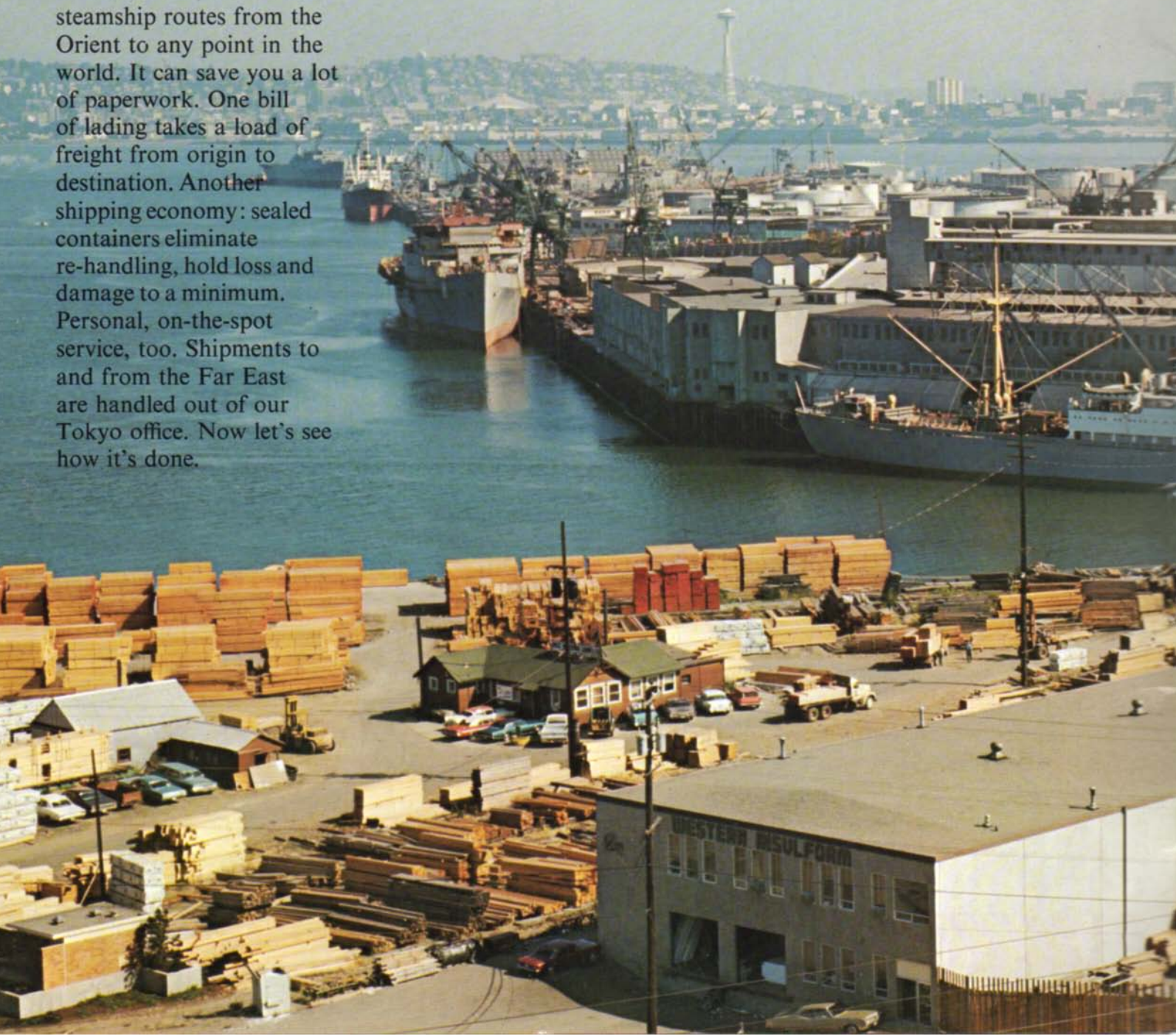
**and the waves  
we've shortened,  
cut days and  
dollars from  
your overseas  
shipments**







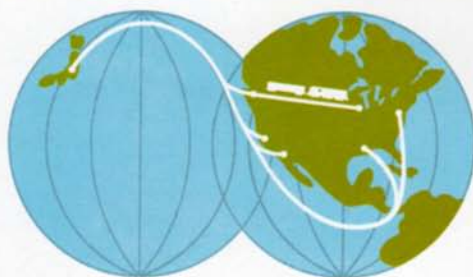
Welcome aboard. We'd like to show you a few shipping shortcuts. Big dollar and time saving services like combined rail, truck and steamship routes from the Orient to any point in the world. It can save you a lot of paperwork. One bill of lading takes a load of freight from origin to destination. Another shipping economy: sealed containers eliminate re-handling, hold loss and damage to a minimum. Personal, on-the-spot service, too. Shipments to and from the Far East are handled out of our Tokyo office. Now let's see how it's done.











## A two-day shortcut to major American cities

Northern Pacific Railway brings your American markets a lot closer to the Far East. From the Orient, transit time is two days shorter than through California ports, several days shorter than through Gulf ports or Atlantic ports. Shorter steamship routes. Fewer rail miles to cover. Pacific Northwest ports in Washington and Oregon are able to expedite your shipments, get your cargo moving overland sooner.



*Port of Seattle terminal.*







*Northern Pacific Director of Far East Sales  
in Tokyo, M. Kitagawa.*

## Tokyo. Your Far East service point.

The Northern Pacific Tokyo office is the Far East center of our export-import network. Here's where your shipments between or through the U.S. and the Orient are coordinated. The director is M. Kitagawa, a recognized transportation authority. The staff is thoroughly experienced in modern technology and shipping know how, and they keep up to date. It's a team of export-import problem solvers. Before your next shipment, take a close look at Northern Pacific Railway rates, service and delivery timetables. And let our Tokyo office solve your shipping problems.



*Right: NP's Tokyo office building  
and reception area.*



## **Containerization. Efficiency, economy, cargo protection.**

Containerization is one of the key benefits to overseas shippers. It cuts costs substantially in many ways. Re-handling is eliminated. Excessive crating costs disappear. Theft and damage is absolutely minimized. Even fragile art objects come through unscathed. Overall transit time is reduced. Warehouse and inventory expense is saved. What it adds up to is a more efficient and economical shipping service.







Containers are unloaded quickly in Pacific Northwest ports for fast movement overland by rail and trucks.







### Loading ramps are located at following points:

Aberdeen, Wash.  
Athena, Ore.  
Bellingham, Wash.  
Bemidji, Minn.  
Billings, Mont.  
Bismarck, N. D.  
Bozeman, Mont.  
Butte, Mont.  
Centralia, Wash.  
Cloquet, Minn.  
Detroit Lakes, Minn.  
Dickinson, N. D.  
Dilworth, Minn.  
Duluth, Minn.  
East Grand Forks, Minn.  
Fargo, N. D.

Fergus Falls, Minn.  
Forsyth, Mont.  
Glendive, Mont.  
Helena, Mont.  
Jamestown, N. D.  
Laurel, Mont.  
Lewiston, Idaho  
Little Falls, Minn.  
Livingston, Mont.  
Mandan, N. D.  
Miles City, Mont.  
Minneapolis, Minn.  
Missoula, Mont.  
Northtown, Minn.  
Olympia, Wash.  
Parkwater, Wash.

Pasco, Wash.  
Pendleton, Ore.  
Portland, Ore.  
St. Cloud, Minn.  
Seattle, Wash.  
Sidney, Mont.  
Spokane, Wash.  
Superior, Wis.  
Tacoma, Wash.  
Topeka, Minn.  
Valley City, N. D.  
Walla Walla, Wash.  
Winnipeg, Man.  
Yakima, Wash.

Three Portable.



## Fast service to hundreds of cities.

Northern Pacific's own Transport Company, a wholly-owned truck line, serves hundreds of cities and extends the pickup and delivery service far beyond the fixed railroad.







## We've bridged a continent and linked two oceans.

Shipping between the Far East and Europe? Go across America by rail instead of the long water routes around. Northern Pacific Railway speeds your containerized cargo over a land bridge between Pacific Northwest ports and major Atlantic ports. Compared to an all-sea journey, we've cut 10 days from the Panama Canal route. And 20 days from the trip around Africa's Cape of Good Hope.







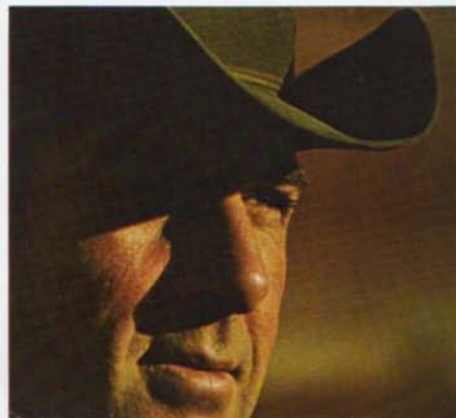
*NP President Louis W. Menk.*





## This is the way to run a railroad.

Northern Pacific Railway is just over 100 years old. But we've come a long way. Thousands of transportation miles. Thousands of new ideas, facilities and opportunities for our customers. That kind of growth comes from people. Imaginative people. Men like our innovative president, Louis W. Menk, who started his railroading as a telegraph messenger in Denver, Colorado. His vision is making Northern Pacific more than a railroad. It is one of the fastest, most economical surface carriers in America. Under Louis W. Menk, NP is becoming a dynamic corporation with diversification into land development, plywood and lumber and wood chip production, minerals, fixed-base aircraft operation, and a solid investment opportunity. That's Menk's kind of railroad. Yours, too. Today's Northern Pacific Railway is one of the world's large railroads. It employs 13,000 persons. Runs on 6,748 miles of track. Owns more than 37,000 freight cars, a truck line and two airplanes. Total assets run more than \$1,355,000,000. That's big. Big enough to give each export-import customer the best in fast, efficient, economical transportation service. But small enough to give your shipment personalized attention.

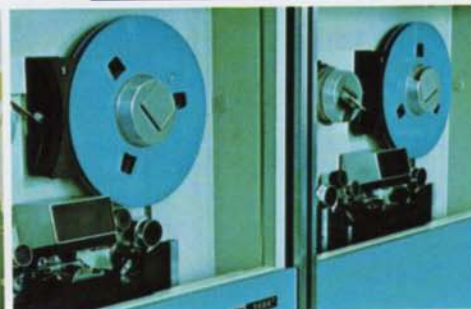






## And this is how we get things done.

Modern transportation and distribution demands special people with special training to handle special equipment like our centralized traffic control board (upper right), car-tracing computers (below right), and a microwave communications network (lower left) capable of transmitting 600 phone calls at the same instant. On the Northern Pacific, pushbutton railroading is here.





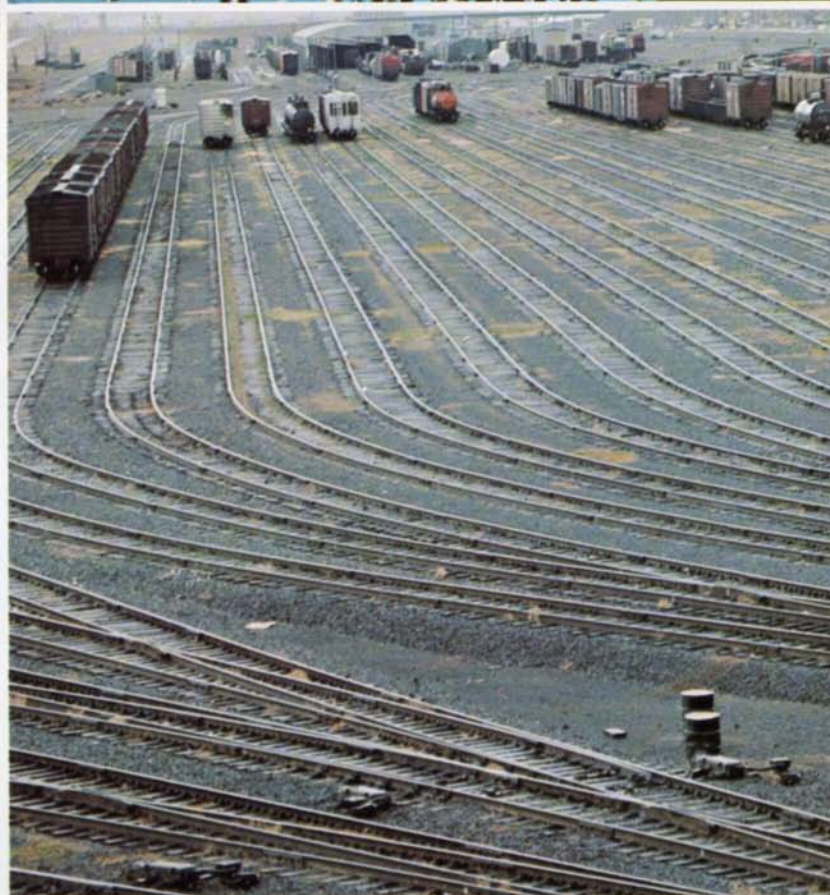
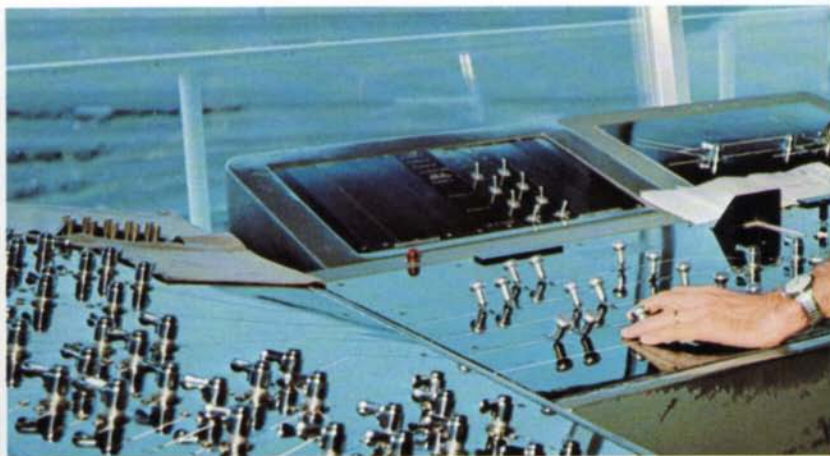


## Marketing services

Northern Pacific Railway wanted a new way to solve new transportation problems. We found it. A Market Development Department. A team of men whose specialized interests range from products from forests and grain fields to construction materials. They're looking for new ideas in such areas as piggybacking, container-on-flat-car, and export-import. The result? Customized services, developed to meet individual shipper's needs even before he knows he needs them.

## Total distribution

In the United States, let Northern Pacific handle delivery. From NP distribution points, we can break your shipment and deliver portions to specific destinations. As an example, our Big Pasco Plan (pictured at right) serves the Pacific Northwest. Freight cars arrive at Pasco, Washington. From there, shipments move by rail, truck or piggyback—whichever is best—to specific destinations in 475 Washington, Oregon and Idaho communities. This service saves shippers from 11% to 89% in distribution costs over other methods.





# Northern Pacific Freight Schedules

| CITY                                | TRAIN 600—Eastbound | CITY                                | TRAIN 601—Westbound |
|-------------------------------------|---------------------|-------------------------------------|---------------------|
| Seattle, Washington                 | 1:00 AM 1st Day     | Chicago, Illinois                   | 2:30 PM 1st Day     |
| Pasco, Washington                   | 8:35 AM 1st Day     | St. Paul - Minneapolis<br>Minnesota | 3:45 AM 2nd Day     |
| Spokane, Washington                 | 1:00 PM 1st Day     | Dilworth, Minnesota                 | 8:10 AM 2nd Day     |
| Missoula, Montana                   | 9:22 PM 1st Day     | Laurel, Montana                     | 9:08 PM 2nd Day     |
| Laurel, Montana                     | 8:36 AM 2nd Day     | Missoula, Montana                   | 5:21 AM 3rd Day     |
| Dilworth, Minnesota                 | 3:13 AM 2nd Day     | Spokane, Washington                 | 10:19 AM 3rd Day    |
| St. Paul - Minneapolis<br>Minnesota | 8:30 AM 3rd Day     | Pasco, Washington                   | 2:58 PM 3rd Day     |
| Chicago, Illinois                   | 12:30 AM 4th Day    | Seattle, Washington                 | 10:00 PM 3rd Day    |

Schedules subject to change.

Traffic between Chicago and St. Paul via Burlington Line.





# Northern Pacific Traffic Representatives

## GENERAL OFFICE

176 E. 5th Street, St. Paul,  
Minnesota 55101 . . Tel. 222-7773

## WESTERN HEADQUARTERS

Central Building, 800 Third Ave.  
Seattle, Washington  
98104 . . . . . Tel. 623-5560

**Aberdeen, Wash. 98520,**  
Union Sta. . . . . Tel. LE 2-2140

**Atlanta, Ga. 30303, 1313**  
Healey Bldg. . . . . Tel. 523-3305 and 3306

**Bellingham, Wash. 98225,**  
N.P. Station . . . . . Tel. 733-1940

**Billings, Mont. 59101,**  
N. P. Bldg. . . . . Tel. 259-4521

**Bozeman, Mont. . . . .** Tel. 586-9464

**Buffalo, New York 14203,**  
601 Ellicott Sq. . . . . Tel. TL 4-6822

**Butte, Mont. 59701,**  
N. P. Station . . . . . Tel. 792-2520

**Chicago, Ill. 60603, 460 Marquette Bldg.,**  
140 South Dearborn St. . . Tel. FI 6-6776

**Cincinnati, O. 45202,**  
1409-10 Carew Tower . . . Tel. 241-5938

**Cleveland, O. 44113, 1334 Terminal**  
Tower Bldg. . . . . Tel. MA 1-2846

**Dallas, Tex. 75201,**  
1009 Kirby Bldg. . . . . Tel. RI 7-7872

**Denver, Colo. 80202, 702 Railway**  
Ex. Bldg. . . . . Tel. 623-7187

**Detroit, Mich. 48226, 810 Lafayette**  
Bldg. . . . . Tel. WO 2-4934-2-4935

**Duluth, Minn. 55802, Union Depot,**  
Rm. 111 . . . . . Tel. 722-8353

**Edmonton, Alta., 409 Revillon Bldg.,**  
10201-104th St. . . . . Tel. 424-4454

**Eugene, Oregon 97401,**  
Cascade Bldg. . . . . Tel. 342-1271

**Everett, Wash. 98201,**  
2631 Broadway . . . . . Tel. AL 9-1117

**Fargo, N. D. 58102, N. P. Office**  
Bldg. . . . . Tel. 235-7544

**Grand Forks, N. D. 58201,**  
N. P. Station . . . . . Tel. 775-9431

**Kansas City, Mo. 64105, 411-13 Board**  
of Trade Building . . . . Tel. VI 2-3141

**Lewiston, Idaho 83501,**  
Union Station . . . . . Tel. SH 3-8583

**Los Angeles, Cal. 90014, Pacific**  
Electric Bldg. . . . . Tel. 627-2321

**Milwaukee, Wis. 53203, 913 Majestic**  
Bldg. . . . . Tel. 276-2815 and 276-2816

**Minneapolis, Minn. 55401,**  
Traffic Office, Hennepin Ave.  
Station . . . . . Tel. 339-9146

**Missoula, Mont. 59801,**  
N. P. Station . . . . . Tel. 543-3161

**New York, N. Y. 10020, 630 Fifth**  
Ave. . . . . Tel. CI 6-4053

**Oakland, Cal. 94612, 611 Central**  
Bldg. . . . . Tel. 451-8717

**Omaha, Neb. 68102, 700 Capitol Plaza**  
Bldg., 1815 Capitol Ave. . . Tel. 341-7177

**Pasco, Wash. 99301, Traffic**  
Office . . . . . Tel. 547-8495

**Philadelphia, Pa. 19109, 927 Fidelity**  
Bldg., 123 S. Broad St. . . Tel. KI 5-0181

**Pittsburgh, Pa. 15222,**  
1509 Park Bldg. . . . . Tel. 281-0306

**Portland, Ore. 97204, 439 S. W. 6th Ave.**  
Traffic, 707 American Bank Bldg.,  
(Zip 97205) . . . . . Tel. 227-0423

**St. Louis, Mo. 63102, 840 Boatmen's**  
Bk. Bldg. . . . . Tel. GA 1-3280

**St. Paul, Minn. 55101, Northern**  
Pacific Bldg. . . . . Tel. 222-7773

**San Francisco, Cal. 94105,**  
907 Monadnock Bldg. . . . Tel. 781-1078

**Seattle, Wash. 98104, 800 Third Ave.**  
Central Bldg. . . . . Tel. MA 3-5560

**Spokane, Wash. 99204, Northern**  
Pacific Station, W. 221 First  
Ave. . . . . Tel. MA 4-5321

**Tacoma, Wash. 98402, Union**  
Station . . . . . Tel. FU 3-1428

**Tokyo, Japan—Kokusai Bldg.,**  
Suite 839, 12-3 Marunouchi  
Chiyoda-Ku . . . . . Tel. 213-4006 and 4007

**Toronto 1, Ont., 8 King St. E.**  
Suite 1012 . . . . . Tel. 364-2028

**Vancouver 1, B. C., 516 Stock Exchange**  
Bldg., 475 Howe St. . . . . Tel. 683-2461

**Walla Walla, Wash. 99362, N. P.**  
Station . . . . . Tel. JA 5-0740

**Washington, D. C. 20005, 500 Shoreham**  
Bldg. . . . . Tel. NA 8-8670 and 8-8671

**Winnipeg 1, Man., 40 Trans Canada**  
Bldg. . . . . Tel. 942-7946 and 7

**Winston-Salem, N. C. 27101,**  
208 Wachovia Bldg. . . . . Tel. 723-1132

**Yakima, Wash. 98901 . . . .** Tel. CH 8-2031

## FOREIGN FREIGHT SALES REPRESENTATIVES

**D. B. Bostrum, Foreign Freight**  
Manager, 800 Third Avenue, Seattle,  
Washington 98104 . . . (206) MA 3-5560

**K. P. Wager, Foreign Freight Agent,**  
140 South Dearborn Street, Chicago,  
Illinois 60603 . . . . . (312) FI 6-6776

**E. G. Loeffler, Foreign Freight Agent,**  
630 Fifth Avenue, New York,  
N.Y. 10020 . . . . . (212) CI 6-4053





















# NORTHERN PACIFIC RAILWAY