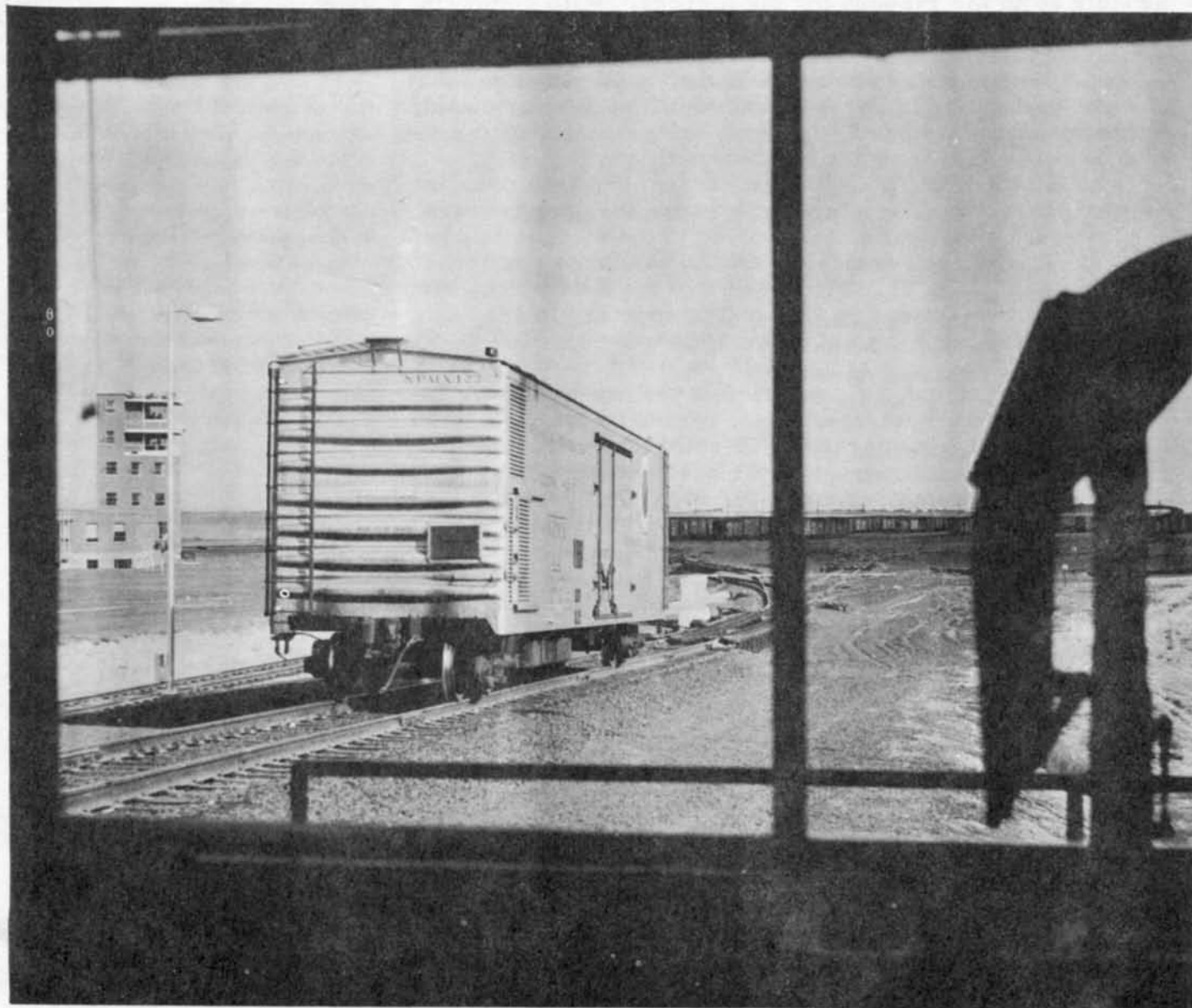




Vol. XXIV ISSUED BY THE SAFETY & FIRE PREVENTION DEPARTMENT, NORTHERN PACIFIC RY., ST. PAUL, MINN., MARCH 1961 No. 3



DOWN SHE GOES -- One of Northern Pacific's fleet of mechanical refrigerators rolls toward the main retarder at NP's electronic freight classification yard at Pasco,

Wash. This picture was taken through the crest office window. The control tower is at the left.



MEMO ... FROM THE PRESIDENT

Doubtless you have read in the newspapers about the filing with the Interstate Commerce Commission of the application for merger of the Northern Pacific, Great Northern, Burlington and Spokane, Portland & Seattle. This formally launches the proceedings but no action will be taken, or hearings held, for several months. Times and places will be fixed by the Commission.

To the extent possible, we are making an effort to inform the general public and all employees fully and accurately as to the reasons for the merger. With competing forms of transportation, including truck lines, barge lines, air lines and pipe lines, taking an ever-increasing share of the total traffic away from the rails, it is essential that wasteful duplication of services and facilities be eliminated, properties modernized and improved, and transportation service be made faster and more competitive.

What has happened to rail transportation over the last few years should give everyone cause for deep concern. Employment on the four lines involved in the merger is down 13,000 in four years. Inter-city traffic handled by railroads has declined from 71.3% in 1943 to 45.6% in 1959. Net earnings on investment in railroad properties in 1960 is a shocking 2.28%, the lowest since 1939!

We recognize, of course, that we are a service industry and that we must meet public requirements. We know that the future of our operations is completely dependent on the development and progress of the area we serve. We also recognize the fears among employees regarding possible loss of jobs. However, following final approval of the merger, it would still take about five years to fully integrate the properties and death and retirements would make jobs available for everyone presently working for the four companies. This natural attrition amounts to about 4,000 individuals per year on the four lines.

The merger is an effort to reverse traffic trends, improve transportation service and our competitive position, and assure jobs for employees over the longer pull.

Some of the employees on the four lines are actively campaigning against any merger. They speak about loss of employment, reduction in service and other supposed calamities. What is offered as an alternative? No suggestions have been publicly made, so far as I know, except to continue the status quo. To me, the status quo means a continuance of diversion of traffic to competing forms of transportation, which in turn means continuing loss of employment.

Robert MacFarlane

EMPLOYEES AND PUBLIC LIKE 1961 CALENDAR, SURVEY SHOWS

Results of a survey taken among Northern Pacific agents and traffic representatives show that the cattle illustration on the 1961 calendar was met with high approval by both company personnel and the general public.

The survey was prompted by the sharp departure from train and railroad scenes that have been typical of NP calendars in recent years.

Out of more than 300 replies, 215 employe-respondents approved of the illustration without reservation; 33 approved and recommended continuing the use of pictures depicting products of Northern Pacific territory; 24 approved of it and suggested alternating a product scene with a railroading subject each year; 44 approved but said they prefer illustrations of railroad scenes, and only 46 disapproved entirely.

Among customers of the company and business people who use an NP calendar in offices and stores every year, 295 approved wholeheartedly of the change; 31 approved but prefer rail scenes, and only six replied that they disapproved.

* * *

Dean H. Eastman, Vice President and Western Counsel for the Northern Pacific at Seattle, has been elected a director of the National Bank of Commerce of Seattle. Long active in Seattle business affairs, Mr. Eastman is a past president and director of the Seattle Chamber of Commerce.



TRAFFIC DEPARTMENT PROMOTIONS



K. A. Knutson



T. J. Loving

K. A. Knutson, Traveling Freight & Passenger Agent in the Columbia Basin District, with headquarters at Warden, Wash., has been named General Agent at Butte, effective March 1.

Succeeding Knutson is T. J. Loving, Traveling Freight & Passenger Agent at Butte.

L. R. Behrens, City Freight & Passenger Agent at Walla Walla, succeeds Loving and L. E. Downey, chief clerk in the Aberdeen traffic office, succeeds Behrens.

Knutson joined NP in 1939 as a telegrapher on the St. Paul Division. He became Livestock Agent at West Fargo in 1954 and Traveling Freight Agent at Miles City two years later. He took over the Columbia Basin territory in 1959.

Loving, who has been with Northern Pacific since 1954, was City Freight & Passenger Agent at Duluth, and Traveling Freight and

WHAT IS A PASSENGER?

A PASSENGER is the most important person ever in this office -- in person or by mail.

A PASSENGER is not dependent upon us -- we are dependent upon him.

A PASSENGER is not an interruption of our work -- he is the purpose of it. We are not doing him a favor by serving him -- he is doing us a favor by giving us the opportunity to do so.

A PASSENGER is not an outsider to our business -- he is part of same.

A PASSENGER is not a cold statistic -- he is a flesh and blood human being with feelings and emotions like our own, and with biases and prejudices.

A PASSENGER is not someone to argue or match wits with. Nobody ever won an argument with a passenger.

A PASSENGER is a person who brings us his wants. It is our job to handle them profitably for him and the Northern Pacific Railway.

* * *

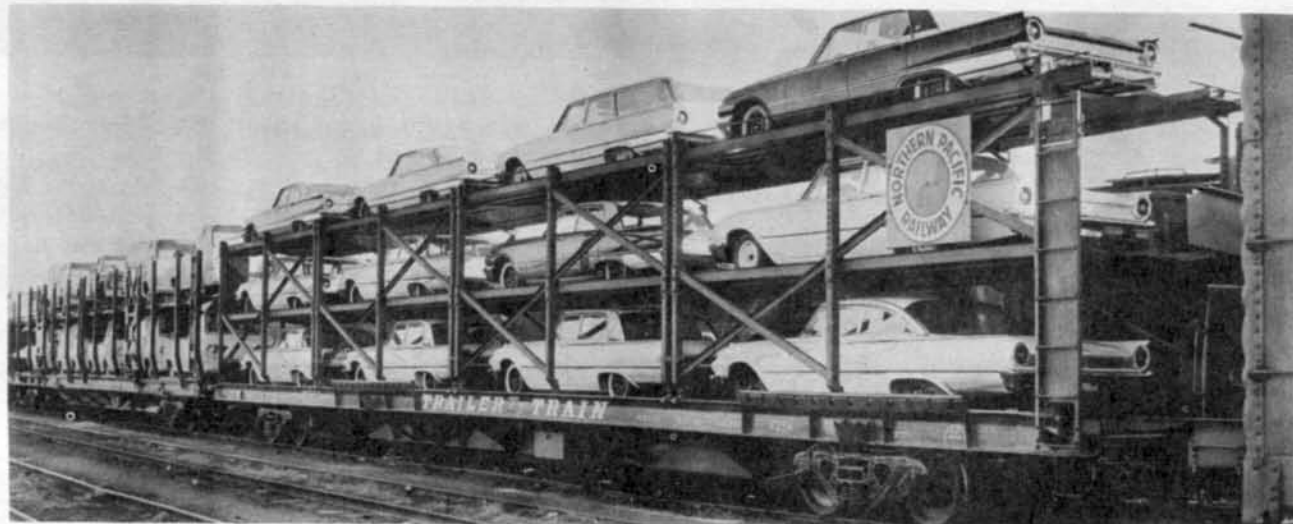
The above is an adaptation of the widely-published long epigram "What is a Customer?". It -- the adaptation -- is the work of Fred L. Miller, passenger conductor for the Pennsylvania Railroad and a Northern Pacific stockholder, who submitted it for use in the Tell Tale.

Passenger Agent at Helena before moving to Butte last year.

Behrens, a 23-year NP veteran, worked in NP's general office in St. Paul before going to Butte as chief clerk in 1955. He has been at Walla since the first of the year.

Downey went to work in NP's Portland traffic office in 1955 and transferred to Eugene, Ore., two years later. He has been at Aberdeen since 1957.

GEORGE KLEIM, General Store Foreman at Como, proudly displays his 45-year service pin. He has never had a reportable injury.



A SHIPMENT OF NEW AUTOMOBILES moves on Northern Pacific on multi-level racks from Twin Cities to Pacific Northwest. Tri-level rack, mounted on flat car in the foreground, handles 12 standard size auto-

mobiles or 15 compacts. The bi-level rack, in the background, will handle 8 small trucks, 8 standard size autos or 10 compacts.

NORTHERN PACIFIC'S DINING CAR DEPARTMENT has received a special citation for excellence in sanitation from the U.S. Public Health Service. Participating in recent presentation ceremonies in St. Paul were, from left: L. F. Schmidt, Assistant to Superintendent of Dining Car Department; J. A. Cannon, General Mechanical Superintendent; C. H. Burgess, Vice President-Operating Department; Gerald W. Ferguson, Regional Program Director, Public Health Service, Kansas City, Mo.; W. F. Paar, Superintendent of Dining Car Department; James E. Woodruff, Sanitation Specialist of the Public Health Service, Kansas, City; W. S. Bush,



Assistant to Superintendent of Dining Car Department.

The special citation is the highest award given to carriers by the Public Health Service. Northern Pacific

received a rating of over 95 percent on inspections of its dining cars conducted by Public Health Service personnel during 1960.

NP SPRUCES UP LAKE CITY SERVICE



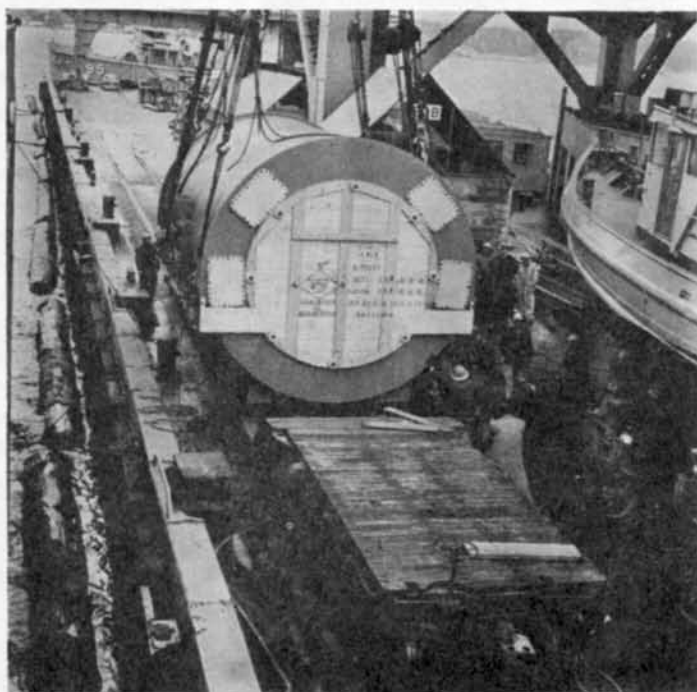
The Northern Pacific's new depot and freight station in Lake City is now in operation. Located in the southern part of the business district, the station also houses the Western Union office.

From left are L. H. Barnekoff, cashier; H. O. De Bree, agent; Wm. Nixon, retired agent at Polson; and Earl E. Cleveland, driver, who was recently awarded a safe driving pin for 18 years of accident-free driving on the Polson to Missoula run.



NP ADVISORS from left: Harold A. Speer, District Accountant's office; Edward H. Nagel, Car Accountant's office, and Gene C. Thornquist, office of Auditor of Disbursements.

THE TWELFTH ANNUAL JUNIOR ACHIEVEMENT Advisor Recognition dinner, held February 10 at the Lowry



HUGE GENERATOR stator, shown here being unloaded from a ship to a flat car at the Bremerton navy yard, was handled by Northern Pacific from Bremerton to Sumas. The 170-ton stator was 16½ feet above top of rail and 14 feet wide. The heaviest and widest load ever moved over the Sumas line, it was so big, it could only be unloaded at the navy yard, which has the largest unloading facilities in the Pacific Northwest.

Manufactured in England, the stator was shipped by way of the Panama Canal. It was destined for use in a power plant at Ioco, B.C., near Vancouver.

Hotel in St. Paul, was attended by three Northern Pacific advisors along with advisors from 44 other firms in this area.

Mr. Nagel was presented an award for five years' service as a JA Advisor. This is only the second time such an award has been presented in this area.



NP CARNIVAL PRINCESS HONORED AT LUNCHEON

Carnival days were relived March 2 for more than 300 guests who crowded the Continental ballroom of Hotel St. Paul for the luncheon sponsored by the Northern Pacific Carnival Club in honor of the railway's Princess Cecilia Colosimo.

Princess Cecilia is pictured at the 'mike' with George R. Powe, Assistant General Manager, Properties & Industrial Development Department, who was master of ceremonies.



It was the first time in carnival history that a Fire King, Dick Rosacker, appeared as escort to Queen of the Snows, Mary Ann Schwab. Shown on the right is Charlotte Hanes, Supervisor, Stewardess-Nurse Service.



Abbott Hospital School of Nursing Chorus, under the direction of Robert Mantzke, sang several selections.



RETIREMENTS

Very best wishes for many more years of peaceful, happy living to the following employees who retired. May their years of loyal service bring their just rewards and may their memories of Northern Pacific be always pleasant ones.

NAME	OCCUPATION	LOCATION	YEARS SERVICE	NAME	OCCUPATION	LOCATION	YEARS SERVICE
John F. Monroe	B&B Carpenter	Parkwater	40	Carl E. Ostlund	Locomotive Engineer	Duluth	50
Sterling R. Cody	Switch Foreman	Yakima	48	Hester L. Smith	Clerk	Seattle	43
George A. Harris	Coach Builder	St. Paul	38	Israel Markarian	Section Laborer	Centralia	29
Ernest W. Johnson	Comm. Lineman	Sandpoint	38	B. B. Hutchinson	Stenographer - Clerk	Seattle	43
Clifford Garver	Locomotive Engineer	Livingston	54	W. Christenson	Accountant-Aud. Disb.	St. Paul	51
Dorothea T. Thorsten	Voucher & File Clk.	St. Paul	32	Carl E. Johnson	Trainmaster-Rdmtr.	Bemidji	24
T. H. Fitzpatrick	Chf Clk - Trnmtr. Ofc.	Tacoma	49	John F. Turya	Conductor	Centralia	44
C. M. Claypool	Conductor	Missoula	48	J. G. Pontarollo	Machinist	Yakima	42
Albert M. Gahl	Machinist Helper	Jamestown	36	Adolph G. Kress	Shop Foreman	St. Paul	38
G. N. Trudeau	Machinist	Jamestown	24	Ned Nelson	Carman	Brainerd	35
J. C. Kinsman	Locomotive Engineer	Duluth	42	Leo J. Ahearn	Working Supervisor	Centralia	24
H. M. Watanabe	Roundhouse Laborer	Helena	32	J. P. Hawley	Night Rdhse. Frmn	Jamestown	39
Thomas H. Robson	Chf Bill & Voucher Clk	Tacoma	46				



The VETERANS ASSOCIATION OF THE NORTHERN PACIFIC RAILWAY will hold its annual convention in Seattle, June 2, 3, and 4, 1961, with headquarters in the Olympic Hotel. All members are urged to attend and renew acquaintances.

PERSONALS

The following appointments were announced recently:

- H. L. LATTURE, Relief Assistant Roundhouse Foreman, Mississippi Street, St. Paul
- H. A. PIETZ, Working Supervisor, Billings
- ALFRED JACOBSON, Assistant Roundhouse Foreman, Livingston Diesel Maintenance Shop
- L. P. LIPTACK, Electrical Shop Foreman, Livingston Shop



Among those attending a retirement party for MISSES CLARA AND RUTH LONGENDYKE was this group of retired employees from the Treasury Department. From left: Eleanor Miner, Frances Hall, Clara Longendyke, Louis Rheault, Estia Costello, Ida Martin, Ruth Longendyke, Nellie Arland, Fred Steveken, and Belle Martin. Another retired employee from the Treasury Department, Charles Fay, was in Florida when this picture was taken Feb. 2.

Shown below are Clara and Ruth Longendyke with their bosses H. S. Latham, Treasurer, (left) and E. W. F. Johnson, Assistant Treasurer. In the foreground is the railroad train cake baked by Lois Johnson, of the Signal Department.



ROY W. EDWARDS, Yardmaster at Laurel, retired recently after a railroad career that spanned 44 years.

J. C. KALVIK, Sectionman at Fergus Falls, retired February 17, after 46 years' service without a personal injury.





Northern Pacific Beneficial Association



HELP CONTROL DRUG COSTS

You can help control drug costs by sending your prescriptions to your nearest N.P.B.A. Hospital Pharmacy, St. Paul, Glendive, Missoula or Tacoma.

Many new and expensive drugs are now in use, and the Association is faced with drug costs unheard of in the by-gone days of aspirins and cold tablets. It is not unusual for one tablet to cost fifty or seventy-five cents. We can cut that cost considerably by ordering them through a Hospital Pharmacy, which will benefit all the members.

We urge particularly those members taking drugs over a long period of time to obtain them from an Association hospital. You know how long your supply will last and should allow about a week to send your prescription in, have it filled and returned to you.

It is only through cooperation of the membership that we can control high drug costs. Drugs are not free because the Association pays for them. The final result is that all members must eventually pay for them through their dues and assessments.

Unless we control high costs, we will not be able to control dues.

Administrators of the four N.P.B.A. Hospitals met with officers of the Association in the St. Paul General Office February 24th and 25th to discuss hospital operations and matters involving patient care.

Attending the meeting were Messrs. P. C. Newberg, St. Paul, E. E. Carey, Glendive; R. C. Atkins, Missoula, and C. P. Gurko, Tacoma.

We are proud to announce that Missoula Hospital has received a full three year accreditation as a result of a recent survey made by a representative of the Joint Commission of Hospital Accreditation.

An active in-service education program has been conducted at St. Paul Hospital. Employees have heard talks on a variety of subjects, including "Benefits of N.P.B.A." by President T. O. Peterson; "Administration" by Administrator P. C. Newberg and "Purchasing" by Purchasing Agent C. A. Philbrook.

Medical matters which have been discussed include "Cardiac Care", "New Drugs" and Hospital Policy Patient Admission According to Diagnosis".

"The Procedure & Technique of Catheterization" was discussed by Dr. James Brown; Dr. Ursula Linnemeyer spoke on "Anesthesiology", and Dr. W. A. Carley covered "Psychiatry".

Margaret Robinson and Margaret Schmidt, Licensed Practical Nurses, attended a work shop program and gave two excellent reports on "Drug Therapy for Medical Patients" and "Treatments Used for Cancer Patients".

Several films have been shown, covering matters involving "Safety," "Fire Drills" and "Hospital Liability."

This program has attracted a great deal of interest among employees, and topics scheduled for future discussion should also prove beneficial.

THE NEED FOR BLOOD IS ALWAYS
WITH US!
HAVE YOU GIVEN RECENTLY?
IF NOT, WON'T YOU MAKE AN
APPOINTMENT TO DO SO, NOW?



Dr. S. A. Olson left, and I. W. Brewer

A total of 320 employees of the Yellowstone Division participated in a fund drive which resulted in the purchase of a portable television set and two table model radios for patient's use at Glendive Hospital.

A large white ribbon containing names of all contributors was draped around the television set when presentation was made by Superintendent I. W. Brewer to Dr. S. A. Olson, Chief Surgeon, Yellowstone Division.

Plaques have been put on each of these gifts to indicate the donors.

We wish to thank this large group of members for their generosity, their interest in their Association and their desire to provide pleasure for those confined in the hospital.

The following contributions have been made to our Association hospitals in recent weeks:

St. Paul: \$100.00 from Mrs. Laura Gillespie, Staples, Minnesota, in memory of her husband, Edward B. Gillespie, deceased Conductor;

\$25.00 from M. F. Hamlett, Engineer, Red Lodge, Montana;

Missoula: \$20.00 from an anonymous donor;

Tacoma: \$5.00 from H. A. Nelson, Trucker, Ryderwood, Washington.

Gifts of this nature make possible the purchase of equipment to enable your Association to provide a high standard of care to patients, and we thank these individuals for their thoughtfulness.



PROMOTE Perfect Shipping

Damage to freight is damage to customer good will.
Keep freight on the railroads
by doing everything you can to
promote perfect shipping on your railroad.

THE CAUSES OF FREIGHT LOSS AND DAMAGE

Those who have the direct responsibility for attempting to stem the tide of freight loss and damage analyze them closely with respect to causes. Often they have to admit that the cause may have been any one of several. Why do loss and damage occur? Who was responsible? Where did the error happen? These questions frequently remain unanswered either because of lack of records or for some other reason. In spite of these undeterminable causes of loss or damage we can, in most instances, conclude that somewhere along the line, in production, packing, selection of the container, sealing, marking, checking, loading, switching, transportation, or in one of the many other phases of shipping and handling someone made a mistake. Was it because he didn't care? Or was it perhaps because the procedure wasn't correct, or the individual not properly instructed? The supervisor, whether he be traffic manager, shipping clerk, superintendent or agent, or any other individual charged with responsibility, can take pride in seeing that

APRIL IS PERFECT SHIPPING MONTH

STATEMENT OF EMPLOYEES' REPORTABLE CASUALTIES BY CLASSES FOR THE PERIOD JANUARY 1 TO FEBRUARY 28, 1961												
	Divisions						Main Shops					
	Lake Supr.	St. Paul	Fargo	Yellowstone	Rocky Mtn.	Idaho	Tacoma	Como	Brainerd	Livingston	So. Tacoma	Total
Enginemen							2					2
Trainmen	1	2			1		3					7
Yardmen	1		1				5					7
Stationmen	1	1		1			1					4
Trackmen												0
B. & B. men					1	1	1					3
Shopmen		1										1
Carmen		1						1				2
Total	3	5	1	1	2	1	12	1	0	0	0	26
Rank	6	5	3	1	4	2	7	4	1	1	1	
Store												
Dining Car												6
Engineering												1
Signal												1
Chief Spl. Agent												
Communications Dept.												
Electrical Engr.												
General Office												
King St. Station												
Miscellaneous												
Grand Total	3	5	1	1	2	1	12	1	0	0	0	34
Casualty Rate per Million Man Hours (est.) - - - - -												6.4

each employee understands his job and can follow through to see that the job is well and correctly done.

Fundamentally a man likes to work, if he likes his job, if he likes his boss, and if he can figure that he is part of a plan, and of an organization. Railroaders are no different from any other human beings in this respect. Each of us can profit by a sincere understanding of the other fellow's problems. Let's forget the old custom of "passing the buck." Let's be alert to and considerate of each others shortcomings and apply the American way of doing things cooperatively; things which will help all of us. Let's remember nobody gains by loss or damage. We all lose in the long run. We're a transportation industry and in transportation all we have to sell is SERVICE. And PERFECT SHIPPING is PERSONAL SERVICE. It's personal to our patrons and it's personal to us.

EMPLOYEE OF THE MONTH



I. B. Hagensen, Switch Foreman at Staples, entered yard service in 1925 and has more than 35 years without a reportable injury.

Mr. Hagensen has three children and nine grandchildren. His main hobbies are hunting, fishing, and traveling.

* * *

LEONARD VICK, NP Agent-Telegrapher at Missoula, was proclaimed "Boss of '60" recently at the Bitter Root Junior Chamber of Commerce's annual Bosses Night.