

MERGING TWO GREAT RAILROADS

ERIE-LACKAWANNA MAGAZINE

NOVEMBER
1960

• The President's Page

WE ARE now a merged railroad. There is no longer an Erie Railroad or a Delaware, Lackawanna and Western Railroad. A new and stronger railroad has come into existence—the Erie-Lackawanna Railroad Company.

With it have come new challenges and new opportunities for everyone associated with the merged company. It is now our job to make the most of them.

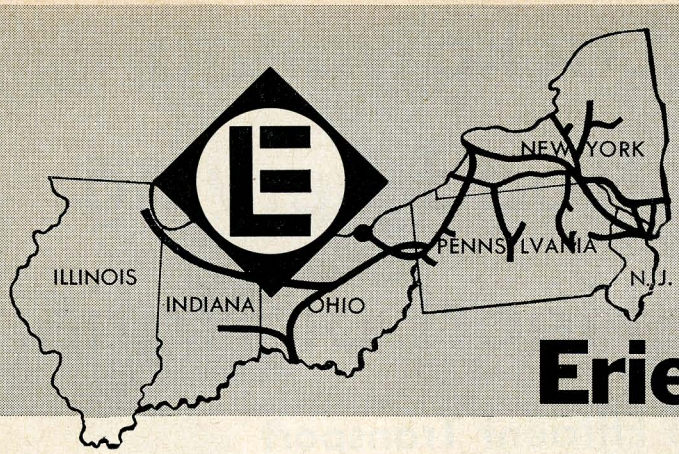
All of the assets of these two great railroads have been combined into a single system. This means not only the buildings, tracks and rolling stock, but the most important asset of all—the people who work for it. That is where the strength of the organization really lies and that is where a mutuality of effort can make the greatest contribution toward success.

From now on, employes of both railroads will be working together in the vital and essential job of bringing to the public the finest possible transportation service. The merged company will exist and prosper in the future to the extent that the service we perform merits public support and produces a sufficient volume of traffic to allow us to operate at a profit.

Fortunately, both railroads have brought conscientious and experienced railroaders to the combined organization. Under the new banner of the Erie-Lackawanna Railroad, their loyalty and cooperation will be needed more than ever as we go forward toward the common goal of building a better future for ourselves and for the public we serve.

There is a bright future for the merged railroad. It is in our own hands. With teamwork, enthusiasm and dedication, I am confident we can succeed.





the Friendly Service Route

Erie-Lackawanna Magazine

Oldest Employe Magazine in Railroad Industry . . . Our 56th Year of Publication

THE editors and staff of the Erie - Lackawanna Magazine take this opportunity—the first issue under the new name—to greet their many new friends who have joined their readership because of the merger of two great railroads into a new and greater one.

Among these new readers, of course, are the 6,500 men and women who worked for the Delaware, Lackawanna & Western; the members of their families; retired employes; and the thousands of friends of the Lackawanna who formerly received the Lackawanna Newsletter.

As those Erie-Lackawanna employes who worked for the Erie already know, the magazine is the oldest employe magazine in the railroad field. Now in its 56th year, it appears every month of the year, and is distributed to all active and to all retired employes, to interested shippers and other friends of the railroad. It has always been its purpose to be a source of reliable and objective information about the railroad and the activities of its employes.

Here at the magazine we are very proud and happy about our enlarged family. We hope you'll like the magazine. It is edited with all Erie-Lackawanna employes in mind. The editors will welcome any suggestions our readers may have to make the magazine more interesting and informative.

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George C. Frank . . . . . Asst. to President
Talbot Harding . . . . . Associate Editor
Muriel Yeagle . . . . . Secretary
John F. Long . . . Photographer-Reporter

Merger of Erie, Lackawanna Creates New Road Serving Industrial Heart of Nation

E-L to Bring More Efficient Transport to Six-State Area

MERGER of the Erie and Lackawanna Railroads last month was the culmination of four years of work and planning. At once it created a 3,000-mile railroad, 15th in size in the nation with respect to revenues and serving a six-state area through "The Heart of Industrial America."

The territory served by the Erie-Lackawanna contains more than one-third of the nation's population and the greatest concentration of diversified industry in America. The distribution of markets and labor sources range from rural to such highly urbanized centers as the New York-New Jersey metropolitan areas, Buffalo, Cleveland and Chicago.

The union of these two venerable Eastern railroads will bring more efficient and economical transportation to the territory, and will permit it to make a greater contribution to the economy of the area. With improved efficiency and better service the merged company is in a position to attract new industries to its lines and provide more stabilized employment opportunities for employes.

Study Began in 1956

Mergers are not necessarily something new in transportation. Actually, railroad consolidations have been going on for 130 years, or for as long as the railroads have been in existence. As a matter of fact, the present major rail lines are the results of numerous mergers and consolidations over the years.

Merger of the Erie and Lackawanna Railroads grew out of a study which began in 1956 to explore the possibilities of a three-way consolidation which also would have included the Delaware and Hudson Railroad. On April 13, 1959, the three-way study was discontinued because there did not appear to be a basis for merger that would be equitable to the shareowners of the three companies.

On the same day the Erie and Lackawanna Railroads announced that potentialities did exist to justify instituting negotiations toward a two-way merger. It was pointed out that the coordinations then in effect, or planned, and the close geographical relationship of the two companies indicated definite opportunities for improvements in service and great economies.

Savings Forecast

On April 29, 1959 directors of both roads reached an agreement as to the exchange ratio of their stock issues. Erie common shareowners would receive 1¼ shares in the merged company for each share held and Lackawanna capital stock would be exchanged share for share.

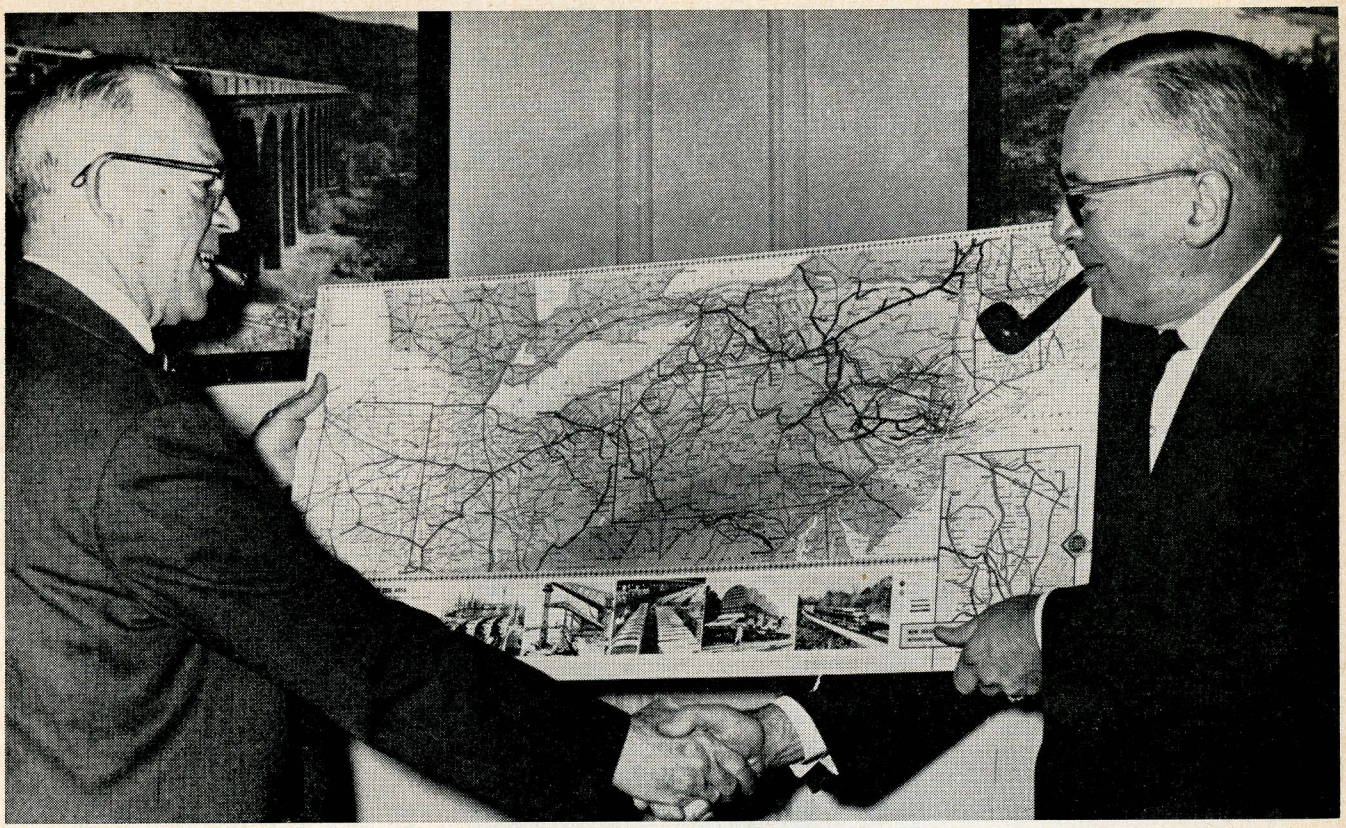
In 1959 and 1960 both the Erie and Lackawanna were experiencing operating revenue losses which if continued for any extended period would have threatened the financial stability of the companies and their ability to serve the public adequately.

A detailed and comprehensive study made by qualified transportation consultants revealed that the location and nature of the two railroads offered many opportunities to reduce costs by combining duplicate facilities and operations. In fact, the study showed savings of more than $13 million annually would be available within a period of five years by merging the two roads.

ICC Approval

Here was an opportunity for the railroads to do something to help themselves—with the co-operation of management, labor and public—that would restore earning power, provide more stabilized employment, strengthen the company's competitive position, generate additional traffic volume, and bring capital improvements to the railroad property that would lead to greater progress.

Following approval of merger plans by directors of both companies, application for merger was made to the Interstate Commerce Commission on July 1,



MAP OF THE MERGED RAILROAD is held by Harry W. Von Willer (left) and Perry M. Shoemaker in this Wide-World photo taken April 30, 1959 when the merger agreement was first announced.

1959. In September, 1959 shareholders of both companies gave unqualified approval to the plans and bondholders of both companies followed suit. In October, 1959 hearings were held by the ICC at Buffalo and Washington and on March 30, 1960, the hearing examiner, J. H. Blond, recommended complete approval of the Erie-Lackawanna merger.

Oral argument was held before the full Interstate Commerce Commission on July 20 in Washington and on September 15, 1960 the merger was approved by an ICC order setting the effective date as of October 15, 1960.

The following Monday, the Board of Directors of the newly formed company met to transact the legal and corporate matters necessary to begin functioning as a merged company and elected the corporate officers.

The Erie - Lackawanna Railroad Company was a fact! It officially became effective at 12:01 a.m. on Monday October 17, 1960.

The opportunities to realize the long-range future of the new railroad and its essential service to the public are at hand. As the merger progresses, shippers and travelers will have the benefit of a more efficient and dependable service produced by a stronger railroad.

Merger Answer to Challenge

Over the past years railroad employment has been steadily decreasing because of traffic erosion and declining profits. Merger offers the best hope for reversing this trend.

With improved efficiency and better service the merged railroad can expect to produce traffic beyond present levels at less cost, which in turn will lead to increasing employment, and at the same time bring greater prosperity to communities along the line.

Merger of the Erie and Lackawanna Railroads is an answer to the challenge of the times. The future for all concerned will be brightened by the greater strength that merger produces in earning potential, purchasing power and modern improvements, all of which contribute to growth, and progress.

At the first meeting of the board of directors of the merged Erie-Lackawanna Railroad Co. on Oct. 17, 1960, Harry W. Von Willer was elected chairman of the board, president and chief executive officer, Perry M. Shoemaker was elected vice chairman of the board and chief administrative officer and Milton G. McInnes was elected executive vice president.

Because of subsequent developments in his health and at the urging of his doctor that he relieve himself of some of the responsibilities coincident with the job ahead of merging the two properties, Mr. Von Willer voluntarily submitted his resignation as president and chief executive officer which the board accepted with deep regret at their meeting on Nov. 22, 1960. He will continue, however, as chairman of the board.

At the Nov. 22 meeting, the board elected Mr. McInnes president. Mr. Shoemaker will continue as vice chairman of the board. The titles of chief administrative officer and executive vice president were abolished. (See page 12.)

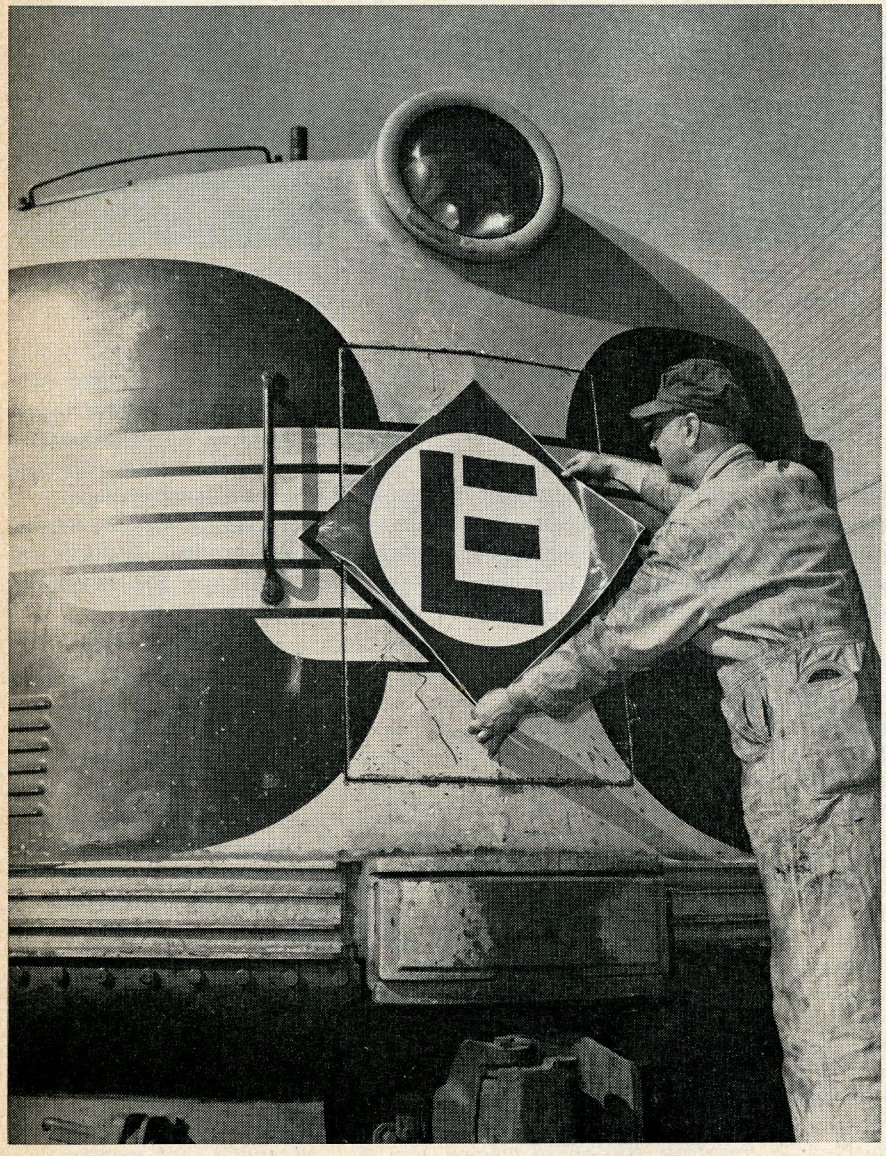
Erie-Lackawanna Statistics Reveal Road Ready to Serve

THE NEW ERIE-LACKAWANNA Railroad serves six states at 805 freight traffic revenue points and 253 passenger revenue points along 3,031 route miles, using 4,612 miles of main track to do so.

To give good service to its customers, the railroad provides a freight car fleet of nearly 32,000 cars. Of these, 16,818 are box cars; 4,636 flat-bottomed gondolas; 4,999 hopper-bottomed gondolas and 1,290 covered hoppers. There are 538 piggy-back cars and 511 flat cars, many of them heavy-duty cars in the fleet. Eighty-two container cars are in service, and 19 super-modern "live-stock Pullman" stock cars. Cabooses, service cars and others bring the total to 31,747.

Passengers will sleep in 31 Pullmans, dine in 24 dining cars, and travel in 666 coaches. Baggage, mail and express will be carried in 399 cars. Buffet-lounge, club, dormitory and other passenger train equipment brings the total of passenger equipment to 1,158 cars.

Supplying motive power for all Erie-Lackawanna trains are 695 Diesel-electric units—215 assigned to freight service, 39 to passenger service, 220 switchers and 221 multiple purpose units. Among the coaches the Lackawanna brought to the combined road are 141 motor cars used in the electrified portion of the Erie-Lackawanna's New Jersey suburban services.



PAINTING WAS NEVER LIKE THIS. The new E-L symbol is applied to a locomotive by Harold Johnson, painter, at Hornell in a matter of seconds. The material is vinyl backed by a pressure-sensitive adhesive. Similar emblems were applied to former Lackawanna locomotives, but of a type that would cover the oblong service mark used by the DL&W.

333 Vessels

In New York harbor the new railroad has the largest fleet of floating equipment used by any railroad. There are 18 tugboats, seven passenger ferries, 44 car floats and 264 lighters in the 333-vessel armada, plus a number of other specialized vessels—floating pile drivers and the like—used in maintenance work.

Heavy freight car repair work will be done at the former Erie's modern $4,000,000 freight car shop at Meadville, where 73 cars can undergo repairs at one time; major repairs to passenger cars will be carried out at the former Lackawanna's Keyser Valley shop in Scranton.

Heavy locomotive repairs will be made at Marion, Jersey City, Hornell and Scranton. Reclamation of used materials and scrap will be handled at Meadville.

Eastern District headquarters of the new road are at Jersey City. Divisions falling under the Eastern District general manager include the New York, Scranton, Susquehanna and Buffalo divisions.

Eastern District Divisions

The New York division, with headquarters at Hoboken, consists of the former Erie New York division between Hoboken and Jersey City and Port Jervis, including branches, and the New Jersey

and New York Railroad; the former Lackawanna Morris and Essex division between Hoboken and Port Morris, N. J., and branches, including the branch from Port Morris to Washington, N. J.

Scranton division, with headquarters at Scranton, consists of the former Lackawanna territory from Port Morris to Syracuse and Oswego to Utica, via Scranton and Binghamton, but not including Binghamton; the former Erie territory between Scranton and Hawley, Pa., and the former Lackawanna Bloomsburg, Bangor and Portland branches.

Susquehanna division, with headquarters at Hornell, consists of the former Erie Susquehanna-Delaware divisions between Hornell and Port Jervis, including Hornell, but not Port Jervis, and the former Erie line between Honesdale and Lackawaxen. The division also includes the former Lackawanna line between Waverly and Nichols, N. Y., and between East Binghamton Yard and Vestal, N. Y.

Buffalo division, with headquarters at Buffalo, consists of the former Erie Buffalo-Rochester division and branches and the former Lackawanna lines between Gibson and Buffalo, and the former Erie line from Hornell to Buffalo. The division also includes the territory between Buffalo and Black Rock, Suspension Bridge and Lockport.

Western District

Western District offices are at Youngstown, and the division boundaries follow the pattern the Erie used before the merger.

Allegany-Meadville division, headquarters at Salamanca, runs from Hornell to Meadville, and the Buffalo and Southwestern line, and the Bradford and Dunkirk branches. Mahoning division, headquarters at Youngstown, extends from Meadville to Kent, and includes the Leavittsburg cut-off, the lines to Cleveland, Oil City, New Castle and Lisbon.

Kent division, headquarters at Marion, extends from Kent to Marion, and Marion to Dayton. Marion division, headquarters at Huntington, with a sub-headquarters at Chicago, extends from Marion to Chicago.

Operations will take advantage of the easier grades on the former Erie route, and the shorter distances on the former Lackawanna route. Long-distance freight trains from the New York to the Chicago and Buffalo areas will follow the old Erie route through Port Jervis; while Chicago-New York passenger trains will go by way of Scranton.

No description of the new railroad would be complete without at least a mention of two of the road's viaducts, both wonders of the world. Tuckhannock Viaduct, at Nicholson, Pa., on the former Lackawanna line, built early in the 20th Century, is still one of the world's most daring concepts in reinforced concrete; and Starrucca Viaduct at Lanesboro, Pa., on the former Erie line, has been a marvel ever since it was built of native stone 112 years ago.



GLEAMING IN ITS NEW GRAY AND MAROON colors, an Erie-Lackawanna box car is inspected by a group led by Robert W. Jones, superintendent, Buffalo, and William P. Campion, division sales manager, Buffalo. The new car was one of the "stars" in a show of railway equipment on display during Niagara Frontier Transportation Week in Buffalo, October 23 to 29. This was the first public showing of the new design.



A MAIN-LINE PASSENGER CAR gets the new name in the Hoboken car shop. Doing the lettering is Peter Coolick, painter-letterer, formerly of the DL&W and now an Erie-Lackawanna man.

E-L Passenger Men Lay Plans to Keep Travel Picture Bright

A HARD-HITTING, well planned campaign to sell more passenger service is in full swing on the Erie-Lackawanna Railroad.

"The time is NOW for the newly combined passenger sales force to profit from the greatest travel trend in our history," Andrew G. Oldenquist, general passenger traffic manager, told 33 men assembled at a New York meeting. "The market is there, and we are going after it."

"Passenger revenues have been a bright spot in the railroad picture, let's keep it that way," he said.

Sales personnel from cities all over the 3,031-mile system attended the two-day meeting in the Governor Clinton Hotel, where, from early morning to late at night they not only discussed passenger business and how to stimulate it but spent all their waking hours on the subject.

Subjects at the meeting ranged from the new condensed, easy-to-read, handy-to-carry timetable to how to cater to National Guard movements. Those subjects — and more than 57 others—were thoroughly covered by the 33 who for two days, lived, ate, and breathed passenger business. To top it off, a small committee met on the third day to sort out the details and prepare a concise report of the meeting for all who attended, and for those of the department who could not attend.

New sales ideas; improved ticket handling; traffic tips; advertising; tour promotion of groups and individuals; dining car service, and handling mail, baggage and express were all discussed.

Emphasis was given the new slogan "The Friendly Service Route" and the importance of cultivating the proper attitude among all employes who come in contact with the public.

Special stress was placed on encouraging employes and E-L traffic sales agencies throughout the country to be on the alert to advise the passenger department of travel plans of individuals and especially groups.

Passenger equipment and schedules of the combined railroad will be upgraded in quality and performance to make the service more attractive to travelers, it was noted. Moreover, special travel inducements will be studied and offered to groups and tour parties in coach travel.

The new passenger sales force will place emphasis on service to conventions, organized tour groups, steamship travelers, packaged va-



THESE ARE THE MEN who attended the meeting on selling passenger service of the new Erie-Lackawanna Railroad. Left to right, seated: Greydon T. Lawrence, Vernon F. Green, Charles A. O'Brian, Donald Campbell, Kenneth E. Smith, F. Joseph Wild, Neil A. Mitts, George W. Krom, John H. Oatis, J. Paul Clark, George J. Mooney and Joseph N. Monzel. Standing: William E. Downs, Theodore V. Wall, Jr., Ronald E. Towns, Nathan Walpeen, William Vorbach, Orlo B. Chapman, John D. Malefyt, Robert H. Taylor, Andrew G. Oldenquist, John Van Der Velde, William L. Schorr, George C. Beesley, William F. Lightholder, Raymond F. Irwin, J. Raymond Meredith, Frederick W. Scheppmann and Gerald Saunders.

cations to areas beyond Erie-Lackawanna lines, and holiday and tourist travel to vacation resorts, metropolitan centers and scenic areas on the lines of the Erie-Lackawanna.

At the same time, it was pointed out, the railroad will continue to provide convenient on time train schedules for regular business Pullman travel in the six-state areas served by the railroad.

Turning to organization of the department, Mr. Oldenquist stated that system headquarters will be at Cleveland. The New York-New Jersey metropolitan commuter area will be under the supervision of Robert H. Taylor, passenger traffic manager and former PTM of the Lackawanna. He will also have supervision of passenger service in the territory between New York and Buffalo and Hornell.

Three Districts Set Up

For purposes of passenger sales and service the railroad will be divided at Hornell and Buffalo with Neil A. Mitts, general passenger agent for lines east, and F. Joseph Wild, general passenger agent for lines west. Mitts is located at Hoboken, and Wild is at Cleveland.

To effect a more intensive passenger sales effort the Erie-Lackawanna will be further divided into three districts, east, central and west, with a passenger sales manager headquartered at New York, Youngstown and Chicago.

In charge of mail, baggage and express is Martin P. Nelson, assistant to the president. It is expected that head-end traffic will contribute in large measure to passenger revenues. Anticipated increased mail, baggage and express will stand the new company in good stead, it was said.

It is expected that passenger revenues of the new railroad will contribute more than $15,000,000 annually to the gross revenues of the company and mail, baggage and express are expected to produce more than $11,000,000.

These Attended

Besides those mentioned above, those who attended the conference were:

From Cleveland: John Van Der Velde, assistant to general passenger traffic manager; Graydon T. Lawrence, passenger sales representative; William Vorbach, chief fare clerk.

From Hoboken: Raymond F. Irwin, general agent; Donald Campbell, division passenger sales manager; Paul C. Harrington, manager, express, baggage and milk traffic; Arthur Meinke, manager, mail traffic; Nathan Walpeen, chief tariff bureau; Raymond Meredith, superintendent, dining car department.

From Akron: J. Paul Clark, division passenger sales manager.

From Binghamton: William E. Downs, division passenger sales manager; John O. Storms, division passenger sales representative.

From Buffalo: Fred W. Scheppmann, division passenger sales manager.

From Chicago: Ronald E. Towns, western passenger sales manager; William F. Lightholder, passenger sales representative.

From Elmira: Gerald Saunders, division passenger sales manager.

From Jamestown: Orlo B. Chapman, division passenger sales manager.

From Newark: Theodore V. Wall, division passenger sales manager; John H. Oatis, division passenger sales representative; Kenneth E. Smith, division passenger sales representative.

From New York City: George W. Krom, eastern passenger sales manager; George C. Beesley, district passenger sales representative; Herbert T. James, passenger sales representative; George J. Mooney, passenger sales representative; Joseph N. Monzel, steamship passenger agent; John D. Malefyt, passenger sales representative.

From Scranton: Charles A. O'Brian, division sales representative.

From Youngstown: Vernon Green, central passenger sales manager; William L. Schorr, division passenger sales manager.



NEW, EASY-TO-READ TIMETABLE is looked over by Robert H. Taylor (left), passenger traffic manager, Hoboken, and Andrew G. Oldenquist, general passenger traffic manager, Cleveland.

All Members of the New E Team



HERE ARE THREE former Lackawanna men from the dispatcher's office, Scranton. Left to right: Glenn Clark, dispatcher; Myron Finn, messenger and W. J. O'Dea, dispatcher.



HERE ARE SOME OF THE MEN of the former Lackawanna Railroad who work at Hoboken MU shop; Front row, from left: Allyn Moore, machinist helper; John Popeck, car repairer; John R. Williams, painter-varnisher; Walter Narvid, electrician. Second row: William J. Roberts, machinist helper; Andrew D. Stritto, machinist; Frank Brattale, electrician; Fred Henn, machinist; Ed Pendzich, laborer; Charles W. Dunn, machinist helper; Edward Sumski, carman. Third row: Luke Duignan, coach cleaner; Peter Phillips, sheet metal worker; John Czibik, welder; Morris Giunta, electrician; Thomas Holleran, electrician helper; Edward Jastrerbski, machinist; Dick Schulz, car repairer; Angelo Lupia, crane operator.



TAKING CARE OF REPAIRS to trucks on Diesel locomotives is the job of these former Lackawanna men at Scranton. Left to right: Phillip Lupia, machinist; Ralph Miller, machinist helper; John Housam, machinist; Joseph Vaccaro, machinist; Alphonso Salerno, machinist; Carlo Magnotta, machinist helper and C. J. Hadley, Jr., burner-welder.



IN THE FORMER DL&W motor repair shop at Scranton these men, all electricians, see to it that the Diesel traction motors are restored to top conditions. Left to right: Stanley Gramaski, Paul Trapani, Stanley Samoles, John Baldauff, Harold Baldauff, Francis Black and Joseph Wayno.



ROOF GANG WORKING on the multiple-unit cars at the former DL&W shop at Hoboken includes, from left, Edmund Roach, electrician; Craig Miller, electrician's helper; Frank Houston, electrician and Sam Melia, electrician.

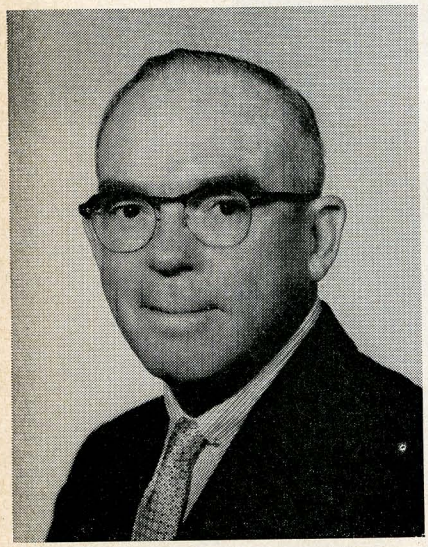
E-L's Top Management Team Marked by Unique Balance

Three Have Long Rail Experience, Complement One Another

THE TOP MANAGEMENT team of the Erie-Lackawanna Railroad is perhaps unique in the industry for its balance and for the combination of experience in its members.

All three men at the top—Harry W. Von Willer, chairman of the board, Milton G. McInnes, president, and Perry M. Shoemaker, vice chairman of the board, are lifetime railroaders, but with complementary differences in their special ties.

Mr. Von Willer had spent 33 years in the Erie's Traffic Department when he became president of



Harry W. Von Willer

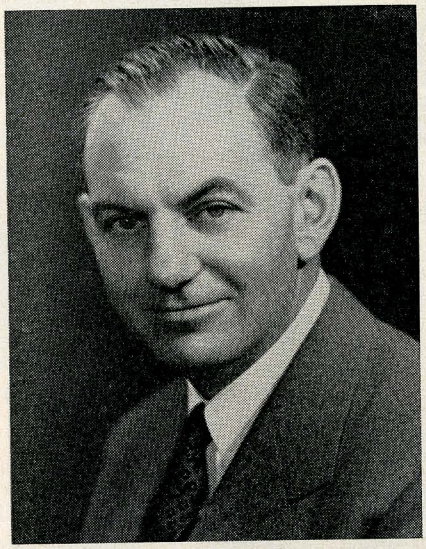
the Erie Railroad in 1956; Mr. McInnes's experience began on the Erie docks in New York and includes service as a rodman, yard clerk and other down-to-earth railroading jobs as well as those of superintendent, vice president-operations and executive vice president. His entire career has been with the Erie; Mr. Shoemaker, whose career has ranged from station laborer to president of the Lackawanna Railroad, has broad business experience acting on the boards of various companies including a bank, baking company and numerous civic organizations.

Even their birthplaces and educational histories are complementary. One is a Hoosier, one a Massachusetts man, and the third a Southern Tier New Yorker.

Mr. Von Willer was born and grew up in Greensburg, Ind., a town famous for the tree that grows out of the court house tower there. He attended Purdue University. Mr. McInnes was born in Roxbury, Mass., and was graduated from Dartmouth. Mr. Shoemaker, a native of Elmira, took a degree in engineering at the University of Michigan, and then attended Yale, where he took his master's degree, on a fellowship in transportation.

Salesman Supreme

No one will doubt that Mr. Von Willer is a "Number One" salesman. From the day that he first started "pounding the pavements and ringing doorbells" as a commercial agent for the Erie in Indianapolis back in the '20s, he has



Milton G. McInnes



Perry M. Shoemaker

been selling freight service every working moment — and selling harder and more efficiently and more effectively every day.

In order to be in the right place at the right time to get business for the railroad, he is away from the office more than half the time. Respected and admired by shippers and employes alike, he will go anywhere at any time to get some extra carloads of freight or to meet fellow workers at an employe gathering.

His popularity and warm, outgoing personality are everywhere apparent and welcome. And these characteristics, combined with his

capacity for hard work and devotion to the railroad have brought in new industrial operations like those of the Ford Motor Co. at Mahwah, N. J., and the General Motors plant at Mansfield.

Station List Career

Mr. McInnes possesses a warm, democratic outlook on life. He is active in church work as an elder in the Fairmount Presbyterian Church in Cleveland Heights. In his present railroad position he must have a sharp eye for economy. He recognizes and energetically tackles the challenging task of seeing to it that the railroad is operating efficiently and economically and at the same time providing a safe, dependable service that will satisfy shippers and passengers so as to attract more business. As he moved up the ladder from dock clerk to president he gained basic railroad experience in a wide variety of jobs, and at a wide number of places on the railroad—his service record reads like a station list.

Undercliff Jct. appears on that list as do Jersey City, Hornell, Corning, Cleveland, Youngstown, Marion, Chicago and Buffalo. He became trainmaster in 1937, assistant superintendent, Chicago, in 1939, and superintendent of the Buffalo and Rochester divisions in 1940.

He was named assistant general manager, Western District, in 1941, and transferred in the same position to the Eastern District in 1942.

He was promoted to assistant vice president for operations and maintenance on Dec. 1, 1949 and became vice president of the department in 1951. He was appointed executive vice president of the Erie in 1956.

Laborer to President

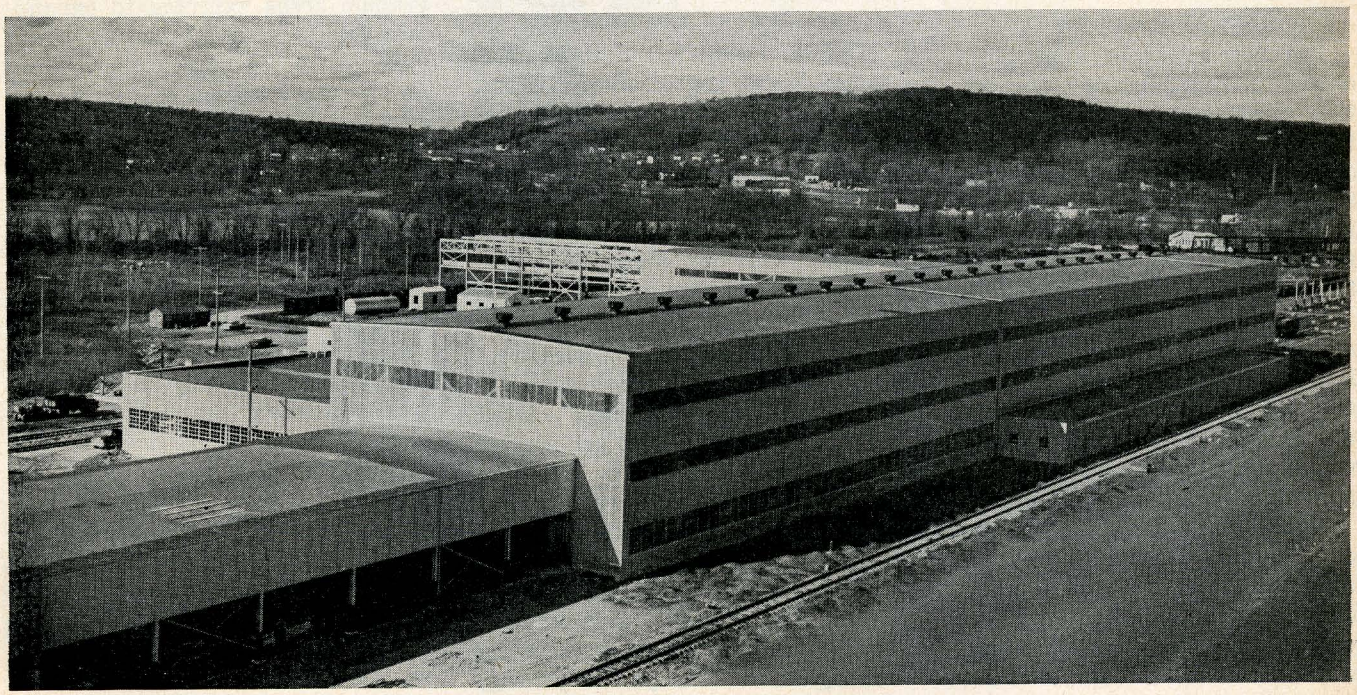
Mr. Shoemaker is one of those men who seems to have the love of railroading born in him. During two of his summer vacations while he was attending college he worked on a labor gang in the maintenance of way department of the PRR; in the summer after his graduation from Michigan as a dynamometer assistant on the Erie; and as soon as he left Yale, with an M.S. degree, he went to work for the Erie as a station laborer.

In Erie service he rose to general yardmaster; he then went to the New Haven as research assistant and superintendent of freight transportation. In 1941 he moved to the DL&W as transportation assistant to the president; service as division superintendent, general superintendent, general manager and vice president, operation, followed.

In 1952 he became president, director and chairman of the executive committee of the Lackawanna.

His reputation as an executive and his civic spirit are well known outside the railroad field. As a student of transportation he is much sought after as a speaker by various organizations. He is vice chairman of the Committee of the Hoover Commission Task Force Members; he was chairman of the transportation subcommittee of the Second Hoover Commission on Organization of the Executive Branch of the Government. He is a past president of the Chamber of Commerce of the State of New York, and of Sailors' Snug Harbor in the City of New York.

• • •



THIS $4,000,000 ULTRA-MODERN shop at Meadville will be the principal shop for repairing the 32,000 freight cars of the merged railroad.

New Merchandising Concepts Are Highlights in E-L Sales

Program Sparked by New Ideas, Research

NEW CONCEPTS in merchandising and selling transportation services of the Erie-Lackawanna Railroad are being programmed by the realigned Traffic Department.

One aspect of the program is directed to bring a greater volume of freight tonnage to the new railroad and evolves from the expansion and realignment of the department with emphasis on marketing, research, and sales.

By application of new creative and constructive ideas, the effort becomes one of not merely selling transportation services but one encompassing the many facets of traffic and transportation. These are dictated by the needs of industry at prices that are not only competitive but mutually profitable.

Marketing and Sales

The new areas of approach to marketing and sales of transportation service are being headed up by David R. Thompson, vice president for marketing, and Harry C. Schmidt, vice president for sales. Each served, respectively, as traffic vice president of the Erie and the Lackawanna.

Pointing to the new company's motto, "The Friendly Service Route," both officers stressed the aim to do everything possible toward constantly seeking better ways of meeting the buyers' transportation needs.

Noting that the ratio of intercity tonnages handled by the railroads to the total tonnage moving has been steadily declining each year, both stated it is the purpose of the Erie-Lackawanna traffic organization to reverse this trend.

This, it is expected, can be accomplished by astute marketing and research from which will be developed a "sales package," which in the hands of E-L salesmen will help them to analyze the buyers' needs and help the shippers to buy our services. This "package" will consist of railroad services, prices and equipment, along with industrial development, all of which can be translated into sales to make the Erie-Lackawanna Railroad a formidable unit of the national transportation economy.

Keys to this new program for sales are:

1. The quality of services and facilities that will attract traffic.
2. Sound pricing that will attract traffic and produce a profit.
3. Sales methods and techniques that will correlate services, facilities and prices to productive traffic for the company.

Role of Research

One of the fundamentals of marketing, said Mr. Thompson, is a traffic research program based on knowledge that will impel action.

Knowledge, he said, is the keystone to marketing. "We must have factual knowledge of our economy, our railroad, our competitors, our customers and even our customers' customers."

"Salesmanship and service are the keystones in our new sales organization," Mr. Schmidt pointed out. "Our purpose is to sell service and we will make every effort to satisfactorily serve every customer by giving him the equipment and service he needs at the most favorable rates possible," he said.

Under our new modernized policy, marketing of rail services through new concepts of pricing, research, equipment and service will receive more emphasis and attention than ever before, Mr. Thompson asserted.

In the area of specialized freight cars, he continued, there is the growing fleet of DF cars, Airslide cars, covered hoppers and gondolas equipped with covers to carry coiled steel, piggyback and containers cars. These are examples of tailor-made transportation that will continue to be developed as the demand is transmitted through the sales force to management. And marketing and research will find even more uses for this equipment and for new equipment and methods to handle freight more efficiently.

Marketing involves a constant appraisal of methods to stimulate sales. Basic to this is to have constant access to certain information.

For instance, Thompson said, we should have knowledge of the geographic areas expected to expand industrially; the industries expected to be dynamic; whether industry will continue to decentralize; knowledge of population shifts and the outlook for total transportation next year and the next five and ten years.

Traffic Characteristics

"We should know what traffic we now have that is most susceptible to competition, what is least susceptible, and why. Also, what traffic already has been lost because of rates or service," he explained. "In this respect it is important to know about our competitors and what traffic they handle. Is this traffic that could move more economically by rail, or could we show service improvements if this traffic moved via Erie-Lackawanna. Is this traffic bound more economically and efficiently to a competitor."

A significant fact here, Thomp-

son explained, is research of cost characteristics and the application of these costs to the movement of traffic.

"Finally, we must know about and understand our customers," Thompson said. "We want to know who is shipping what and where; what are shippers transportation requirements and what do they need in the way of service and type of equipment. Finally, what price will attract their business and hold it to our rails."

Sales Action

The action phase of the program relates to sales.

"In the Erie-Lackawanna's expanded traffic department sales offices are located at 51 strategic points throughout the United States and Canada, including representatives in some foreign countries," Mr. Schmidt pointed out. "Here again is a break from railroad tradition. The usual titles of general agent, division freight agent and commercial agent have been replaced with titles more in keeping with their work, such as sales manager and sales representative."

"Our people are salesmen," he continued. "And their business is selling freight and passenger service."

Information and advice from marketing will flow continually to the sales force as situations require. In addition the salesmen will be kept advised of the newest sales techniques as further help. With these tools the sales force will be better equipped to seek and deliver any kind of freight service any shipper needs or will need.

Armed with information from marketing and backed by the Erie-Lackawanna's progressive management, an enthusiastic and effective sales effort will produce new traffic for the company in addition to holding, and even enlarging, present traffic. This is especially true with the renewed opportunities present in the new Erie-Lackawanna Railroad with its combined talents and equipment.

F. M. Klitz Served Erie 51 Years

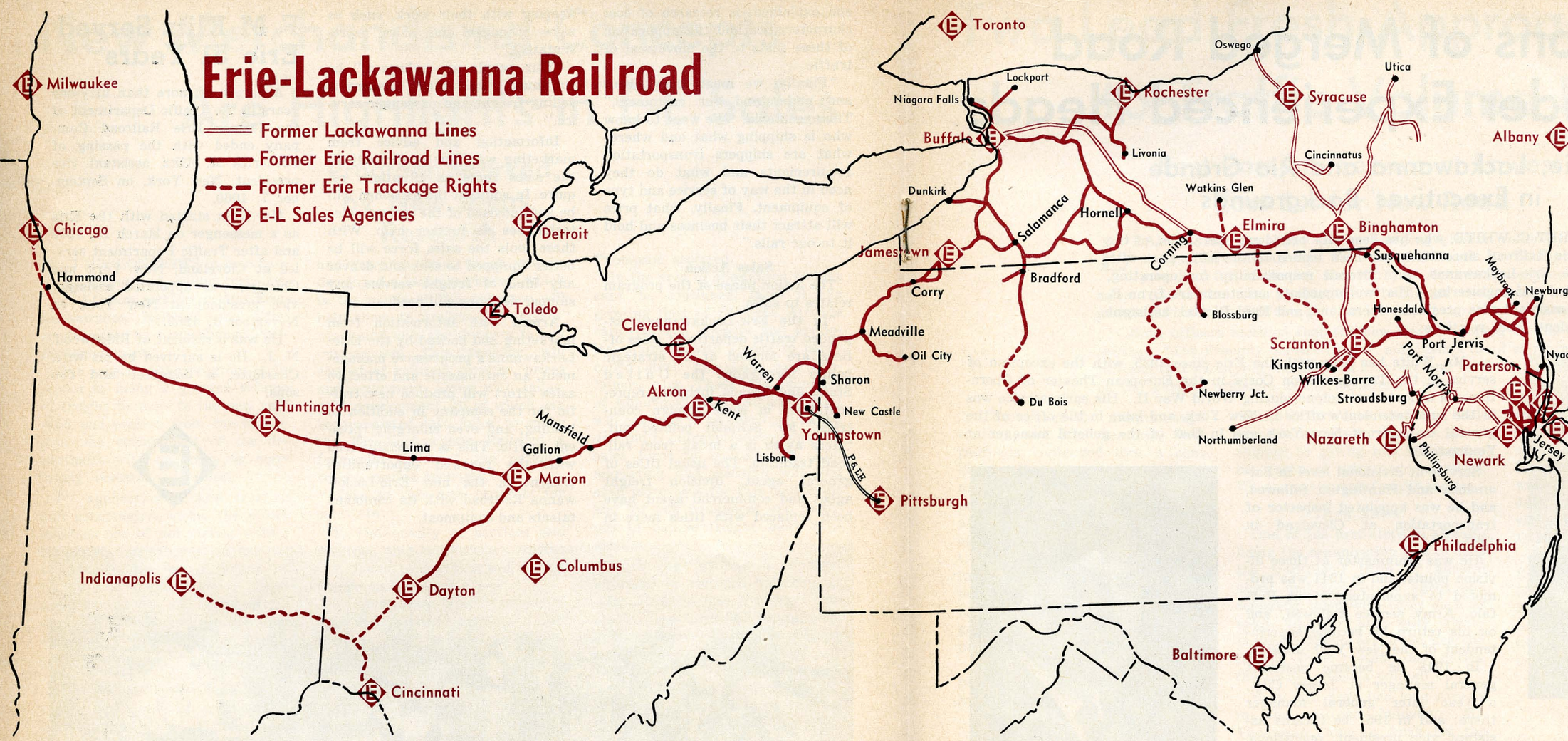
A career of more than fifty-one years in the Traffic Department of the former Erie Railroad Company ended with the passing of Frederick M. Klitz, assistant vice president, New York, on September 7, 1960.

Mr. Klitz started with the Erie as a messenger on March 15, 1909 and after Traffic Department service at Cleveland, New York and Chicago, was appointed assistant vice president at New York on November 1, 1959.

He was a resident of Ridgewood, N. J. He is survived by his wife, Charlotte, a daughter and two sons.



FIRST TRACK CHANGE after the merger was undertaken at Depew near Buffalo. Here an Erie-Lackawanna track gang begins work on the crossover to connect the former Erie and the former Lackawanna lines.



3,031 Miles of the Friendly Service Route—Backed by a Nationwide Sales Force

The merger of the Erie and Lackawanna railroads into one offers shippers and travelers everywhere a new railroad, the Erie-Lackawanna, but one staffed by a highly trained, experienced group of men and women in all departments, and all ready to serve.

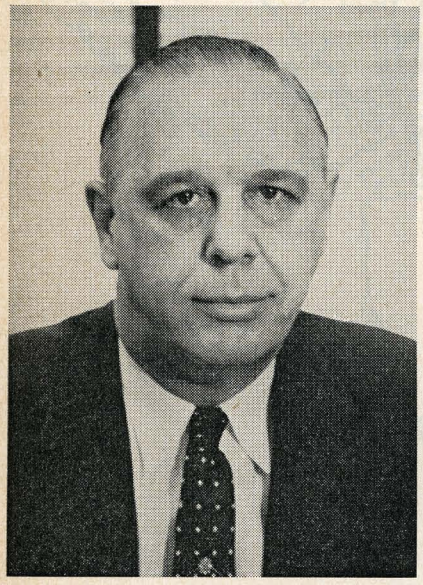
The railroad itself is backed up by a sales organization with a new approach to the shippers' problems, and eager to serve passengers as well.

Besides the sales agencies shown on this map are many more in the United States and Canada. They are strategically located from Edmonton, Alberta to Birmingham, Alabama, and from Los Angeles to Seattle and Minneapolis to Tulsa. A complete listing of sales agencies will be found on pages 24 and 31.

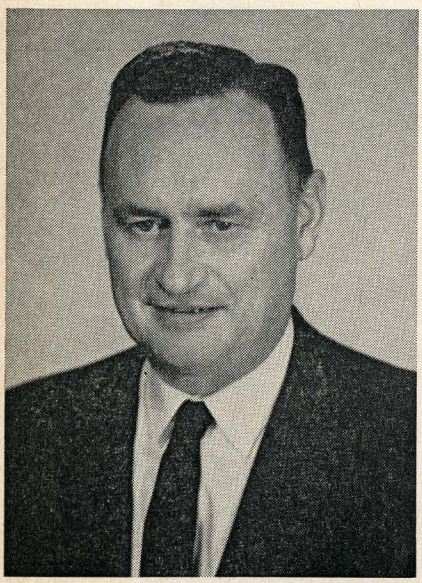
Operations of Merged Road Under Experienced Heads

Erie, Lackawanna and Rio Grande in Executives' Backgrounds

GARRET C. WHITE, who has been vice president, operations, of the Erie Railroad since 1956, has been named to the same post with the Erie-Lackawanna, with overall responsibility for operating, maintenance and engineering. His two immediate assistants are Lynn B. Coleman, assistant vice president, operations, and Fred Diegtel, assistant vice president, labor relations.



Garret C. White



Fred Diegtel

Mr. White has been with the Erie since 1925, with the exception of service in the Transportation Corps in the European Theater of Operations as a lieutenant colonel during World War II. His early service was in the superintendent's office in New York, and later in the office of the general manager at New York and in that of the general manager at Youngstown.

Service at divisional level in Salamanca and Huntington followed, and he was appointed inspector of transportation at Cleveland in 1937.

He was trainmaster at three division points, and in 1941 was promoted to superintendent at Buffalo. Army service followed, and on his return he became superintendent of the New York division.

In 1948 he became assistant general manager at Jersey City; a year later general manager there; and in 1951 he became assistant vice president, operations, Cleveland.

From the Rio Grande

Mr. Coleman, a native of Utah, entered railroad service with the Denver & Rio Grande Western in 1935. He began as a laborer, and proceeded up the ladder, engine watchman, fireman, engineman, hostler foreman, assistant trainmaster, road foreman of equipment, assistant to chief engineer, assistant superintendent and superintendent of the Alamosa and Pueblo division.

In 1956 he left the D&RGW to become assistant to the president of the Lackawanna. Posts as general superintendent, New York, assistant general manager, and general manager, transportation and mechanical department, Scranton, followed.



Lynn B. Coleman

Mr. Diegtel went to work for the Lackawanna in his native Scranton in 1922 and rose through clerical positions in the operating department to become secretary to the vice president, New York. In 1941 he became operating inspector. Service as assistant trainmaster and trainmaster in various locations followed.

In 1943 he became superintendent at Scranton, in 1949 superintendent at Hoboken, and in 1952, general superintendent at New York. In 1954 he became assistant general manager, and in 1959, assistant vice president, operations.

Two Lead Fresh Approach to Traffic Volume Problem

Best Possible Service at Lowest Cost Set for New Road

LEADING the new approach to bringing greater volume of traffic to the Erie-Lackawanna Railroad are David R. Thompson, vice president for marketing and Harry C. Schmidt, vice president for sales. Both were vice president for traffic of their roads before the merger; Thompson for the Erie and Schmidt for the Lackawanna.

Both officers stressed that the new slogan adopted by the enlarged railroad, "The Friendly Service Route", emphasizes to all employes on the railroad that satisfying the needs of shippers and receivers of freight will be the guiding principle in the modernized policy.

"Throughout the merger negotiations and ICC hearings, both railroads contended that a combined railroad would benefit commerce, industry and the general public," Mr. Thompson said. "We are determined to prove the truth of these statements by providing the best possible service at the lowest cost. It will be the purpose of the marketing department to anticipate shippers needs and gear our operations to meet their particular requirements."

"Salesmanship and service will be the key words in our new sales setup," Mr. Schmidt explained. "We will strive to meet the challenge to satisfactorily serve every shipper by giving him the service he wants at advantageous rates. We are out to sell freight service."

New Titles

One of the first steps in streamlining the organization was to drop the traditional titles of general agent and commercial agent and replacing them with titles such as sales manager and sales representative which are more descriptive of their present day duties, the traffic officials pointed out.

Both men have had long careers in the railroad industry; Mr. Thompson came to work for the Erie 46 years ago, and Mr. Schmidt, whose first job was with the Erie, entered railroad service before his 18th birthday at Chicago.

Mr. Thompson's first job, in 1914, was that of waybill clerk in the office of the auditor of freight accounts in New York. In the next three years he rose through various clerical positions to one in the office of the president. During the period of federal control during World War I he worked in the office of the federal manager.

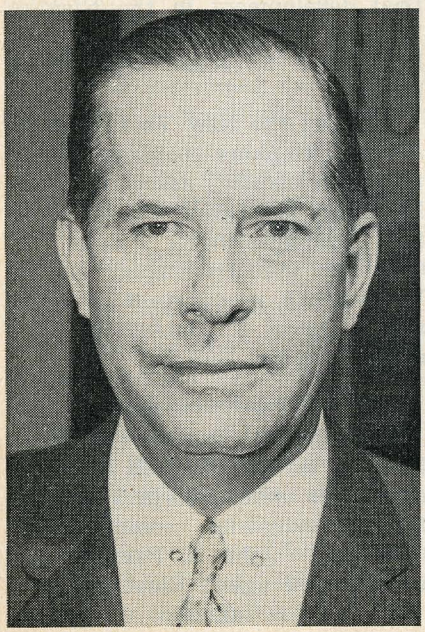
In 1920 he became chief clerk to the foreign freight traffic manager at New York, and in 1922 he became commercial agent at Kansas City, Mo.

In 1924 he was promoted to general export agent at New York. Further promotions followed to posts in New York, Minneapolis, Pittsburgh and Chicago, where he was freight traffic manager. In July, 1942 he became assistant vice president, traffic, and on Nov. 1, 1956, vice president, traffic.

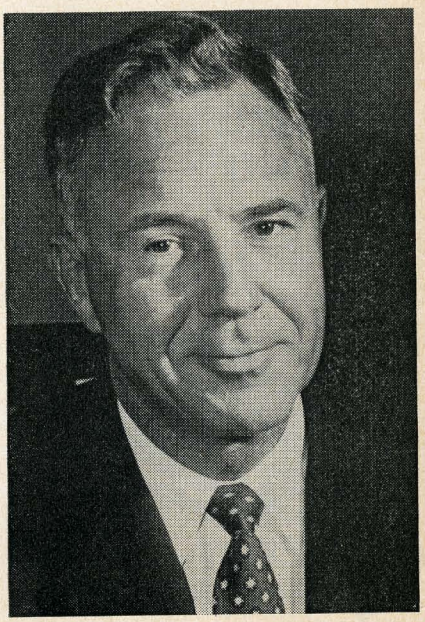
Mr. Schmidt's second job on the Erie was that of secretary to the general freight agent, Chicago. Save for a brief period in the operating department as chief clerk to the chief of police all his service was in the traffic department.

Among the positions through

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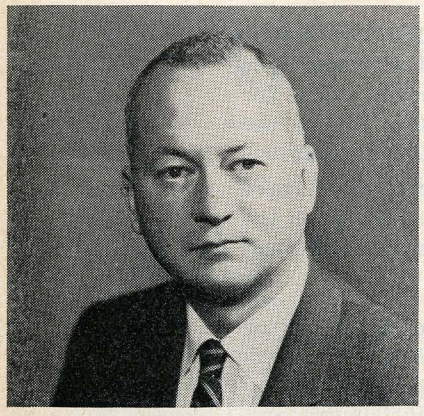
David R. Thompson



Harry C. Schmidt

Law Pilots of Merger Ready for New Tasks

PILOTING THE LEGAL aspects of the merger of the Erie and Lackawanna through the Interstate Commerce Commission and other channels was the responsibility of two men—M. Cayley Smith, jr., general counsel of the Erie and Rowland L. Davis, jr., vice president and general counsel of the DL&W.



M. Cayley Smith, jr.



Rowland L. Davis, jr.

On the merged railroad Mr. Smith is vice president and general counsel, Cleveland, and Mr. Davis is assistant vice president and general counsel, New York.

Both were born along the lines of the railroads they now serve—Mr. Smith at Goshen, and Mr. Davis at Cortland, N. Y.

Mr. Smith is a graduate of Hamilton College and the Columbia University law school, and came to the Erie as attorney at Cleveland from the New York law firm of Hornblower, Miller, Miller & Boston in 1937. In 1940 he became assistant general attorney; in 1941 general attorney.

He became assistant general counsel in 1946; general solicitor later the same year, and in 1958 general counsel.

Away from the office he is an avid model railroader and a hi-fi enthusiast.

Rowland L. Davis attended Phillips Exeter Academy and Amherst, and was graduated from the University of North Carolina and Yale Law School. His first railroad service was as local counsel for the Lackawanna at Elmira, in 1932.

In 1939 he entered the DL&W law department at New York as attorney. He was made assistant general solicitor in 1947, and general counsel in 1953. He became vice president and general counsel in 1954.

• • •



Development Staff Expands, Offers More Sites

WITH MANY MORE sites to choose from, a larger staff, and a third office, the Erie-Lackawanna Railroad's development department finds itself in a better position to serve industry than ever before.

Not only are there more sites in more places ready for sale by the merged railroad than either one could offer alone, but there are more experts ready and eager to assemble sites if needed.

Too, the files of the department on such things as natural and human resources, zoning, utilities, taxes, community data and other matters pertinent to plant location, have been expanded.

New Office at Buffalo

To give the most efficient service possible, Donald M. Lynn, assistant vice president, Cleveland, has reorganized the department to conform to the operating districts of the railroad, and has opened a third office.

The New York office is responsible for the Eastern District, and the Cleveland office for the Western District. The new office, which is under the jurisdiction of the New York office, is at Buffalo, and will be responsible for industrial development in the Niagara Frontier area, and along the Rochester, Syracuse and Utica branches.

Heading the New York office is Alvin C. Hopkins, manager, industrial development, associated with him there are Leo J. Slack, industrial commissioner; Joseph A. Corcoran, industrial agent. Robert W. Scheuch is assistant to manager. Daniel F. Mackerley is industrial agent, Buffalo.

Information Needed

Development in the Western District, between Hornell and Chicago, falls under George W. Moorhouse, industrial commissioner, Cleveland. John S. Parsons, jr., is industrial agent, Cleveland.

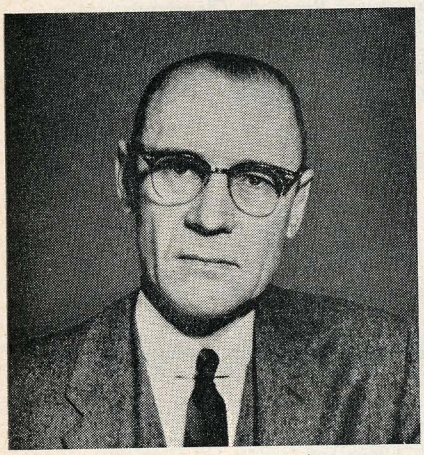
One of the functions of the in-

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Curtis F. Bayer Named Director of Road's P&S

Curtis F. Bayer, director of purchases and stores of the Erie-Lackawanna Railroad Co., brings to the new railroad experience and skills gained in a variety of capacities with the DL&W.

He entered railroad service in 1935 as a special investigator for the Lackawanna; and worked for that road until the merger, rising to manager of purchases and stores in 1948. In the years before 1945 his service included tours of duty in the transportation department, passenger department and the dining car department.



Curtis F. Bayer

He has been supervisor of freight claim prevention, superintendent of the dining car department and a traveling passenger agent.

In 1945 he entered the purchases and stores department as assistant purchasing agent; he became purchasing agent in 1946.

Seven Children

A native of New York, he attended Barnard School for Boys and Scarsdale High School. He is a 1935 graduate of Lehigh University, and the author of various articles pertaining to purchases and stores.

He is a past president of the New York Railroad Club; a member of the Association of Ameri-

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NAME	POSITION	LOCATION	DATE	YEARS SERVICE
Arthur M. Adams	Car Inspector	Gowanda, N. Y.	9- 9-60	44
John F. Aeppli	Trackman	Narrowsburg, N. Y.	9- 9-60	25
Harry B. Arrowsmith	Passenger Conductor	Meadville, Pa.	8-23-60	47
William J. Burke	Chief Rate Clerk	Jersey City, N. J.	9-30-60	50
Arthur T. Burnett	Assistant Foreman	Hornell, N. Y.	10-31-60	33
Daniel P. Cagney	Engineer	Hoboken, N. J.	9-19-60	38
James E. Campbell	General Agent	Albany, N. Y.	10-31-60	36
Howard E. Chapin	Carpenter	Huntington, Ind.	9-15-60	41
Peter A. Cook	Leading Car Inspector	Weehawken, N. J.	8-31-60	37
John F. Didas	Pipefitter	Salamanca, N. Y.	9- 8-60	37
Charles Dilger, Jr.	Leading Stockkeeper	Jersey City, N. J.	9-30-60	46
Robert H. Finney	Engineer	Meadville, Pa.	9- 8-60	40
Archie W. Foley	Track Supervisor Clerk	Lima, Ohio	9- 6-60	43
Oscar A. Frauson	Supt. Lighterage & Stas.	New York, N. Y.	10-31-60	50
Ward G. Greene	Wood Mill Operator	Youngstown, Ohio	9-29-60	38
Walter F. Haire	Contract Clerk	Cleveland, Ohio	10-31-60	46
Alex W. Harry	Shop Hostler	Cleveland, Ohio	9-27-60	40
Fred D. Harris	Section Foreman	Decatur, Ind.	9-20-60	43
Carroll L. Hoyt	Trucker	Wellsville, N. Y.	7-21-60	30
John J. Hughes	Road Conductor	Hoboken, N. J.	8- 2-60	38
Earl M. Humes	Yard Conductor	Cleveland, Ohio	8-22-60	40
John M. S. Johnson	Relief Yard Clerk	Jamestown, N. Y.	9-13-60	31
Jacob Kohl	Yard Brakeman	Buffalo, N. Y.	9- 5-60	49
Rocco Lavanga	Freight Carman	Susquehanna, Pa.	9- 6-60	41
Michael A. Leshanski	Track Supvr. & Master Carpt. Clerk & Stenog.	Dunmore, Pa.	9-16-60	44
Michele Manzo	Asst. Track Foreman	Jersey City,N. J.	9- 9-60	30
Charles McCloskey	Electrician	Secaucus, N. J.	9-30-60	38
Robert G. Merrihew	Yard Brakeman	East Buffalo, N. Y.	9-30-60	40
Salvatore C. Messineo	Station Service Clerk	Hoboken, N. J.	10-31-60	44
Simone Minneci	Chief Yard Clerk	Salamanca, N. Y.	10- 3-60	47
Leslie M. Moore	Car Distributor	Salamanca, N. Y.	10-31-60	40
Harry W. Morey	Engineer	Hornell, N. Y.	8-31-60	45
Francis C. Morrison	Correspondence Clerk	Cleveland, Ohio	9-30-60	45
John J. Negerle	Tugboat Deckhand	Jersey City, N. J.	8-17-60	33
Frederick A. Nelson	Trackman	Scranton, Pa.	8-31-60	51
John J. Nolan	Car Inspector	Susquehanna, Pa.	8-12-60	26
Lowell S. Nolan	Cook	Dalton, N. Y.	8-31-60	31
Louis G. Obermeyer	Manager, NYTSAB	Jersey City, N. J.	9-30-60	50
Frank H. Paxton	Freight House Foreman	Jersey City, N. J.	10-31-60	34
Harold A. Rhoads	Trainmaster	Hoboken, N. J.	9- 7-60	44
Fred E. Richard	Telegraph Operator	Buchanan Jct., Pa.	9-30-60	49
Stanley Ruminski	Carman	East Buffalo, N. Y.	9-27-60	31
Mary K. Stitt	Timekeeper-M. of W.	Hornell, N. Y.	8-15-60	32
Robert Tannler	Accountant—R&BM	Hornell, N. Y.	8-31-60	40
Edward P. Vandeloo	Commercial Agent	Albany, N. Y.	10-31-60	35
Walter W. Watkins	Pipefitter	Buffalo, N. Y.	10- 2-60	44
George Wendt	Tugboat Mate	Jersey City, N. J.	8-31-60	34
Ralph J. Wylam	Yard Conductor	Youngstown, Ohio	9-23-60	47

14 Lackawanna Men Retire

The following employes of the Lackawanna recently retired are:

Clarence B. Allen, agent, Oswego, N. Y.; Michael A. Catanio, car cleaner, Old Forge, Pa.; John C. Devine, car inspector, Scranton, Pa.; Peter L. Dole, conductor, Buffalo, N. Y.; George H. Driscoll, checker, Brooklyn, N. Y.

Charles J. Foster, clerk, Buffalo, N. Y.; Oscar Harris, Altadena, Calif.; Thomas F. Macindoe, machinist, Scranton, Pa.; Richard A. Maher, electrician, Newark, N. J.

Joseph Mvdrick, trainman, Jer-

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Erie-Lackawanna *Railroad Company*

General Offices { **Midland Building, Cleveland 15**
50 Church Street, New York 7
140 Cedar Street, New York 6
327 South LaSalle Building, Chicago 4

H. W. VON WILLER, Chairman of the Board, Cleveland

M. G. McINNES, President, Cleveland

P. M. SHOEMAKER, Vice Chairman of the Board, Cleveland

G. C. WHITE, Vice President-Operations, Cleveland
D. R. THOMPSON, Vice President-Marketing, Cleveland
H. C. SCHMIDT, Vice President-Sales, Cleveland
M. C. SMITH, JR., Vice President & General Counsel, Cleveland
G. W. OAKLEY, Vice President—Accounting, Cleveland
E. S. ROOT, Comptroller, Cleveland
R. H. HANN, Secretary, Cleveland
JASPER VAN HOOK, Treasurer, Cleveland

G. C. FRANK, Assistant to President, Public Relations, Cleveland
E. E. SEISE, Assistant to President-Personnel Training, Cleveland
DR. W. E. MISHLER, Chief Surgeon, Cleveland
C. F. BAYER, Director of Purchases and Stores, Cleveland
M. F. COFFMAN, Director of Research, Cleveland
A. M. BIMSON, Executive Assistant to Vice Chairman, Cleveland
J. E. MAHONEY, Assistant to Vice Chairman, Cleveland
P. J. KINDLER, Assistant to President, Cleveland

TRAFFIC AND DEVELOPMENT

D. R. THOMPSON, Vice President-Marketing, Cleveland
H. C. SCHMIDT, Vice President-Sales, Cleveland
W. W. THOMS, Assistant Vice President-Staff, Cleveland
J. L. BARNGROVE, JR., Assistant Vice President-Staff, Cleveland
G. F. MILLS, Assistant to Vice President, Cleveland
W. COLE, Assistant to Vice President, Cleveland

E. J. DEAN, Assistant Vice President, New York
H. C. WELL, Assistant Vice President, New York

C. R. MARTIN, Assistant Vice President, Chicago
D. M. LYNN, Assistant Vice President, Cleveland

PASSENGER—Sales and Service

A. G. OLDENQUIST, General Passenger Traffic Manager, Cleveland
R. H. TAYLOR, Passenger Traffic Manager, Hoboken

F. J. WILD, General Passenger Agent, Cleveland
N. A. MITTS, General Passenger Agent, Hoboken
J. VANDER VELDE, Assistant to Gen. Pass. Traffic Mgr., Cleveland

M. P. NELSON, Assistant to President, Hoboken
A. W. MEINKE, Manager-Mail Traffic, Hoboken
P. C. HARRINGTON, Manager-Express, Baggage & Milk Traffic, Hoboken

FREIGHT—Rates and Divisions

H. C. WELL, Assistant Vice President, New York

W. J. STUMPF, Freight Traffic Manager, New York
J. H. SISCO, Assistant Freight Traffic Manager, New York
M. A. EHLERS, Assistant Freight Traffic Manager, New York
F. K. NOONBURG, General Freight Agent, New York
M. A. EARLEY, Assistant General Freight Agent, New York
E. R. HILPP, Assistant General Freight Agent, New York
F. J. NELSON, Chief of Tariff Bureau, New York
K. E. PRITCHARD, Chief of Divisions Bureau, New York

L. M. SCHUKEI, Freight Traffic Manager, Chicago
THOMAS GILPIN, Assistant Freight Traffic Manager, Chicago
C. P. BELL, General Freight Agent, Chicago
E. J. McGARRY, General Freight Agent, Chicago
E. R. BURTON, Assistant General Freight Agent, Chicago
A. E. HARTMAN, Chief of Tariff Bureau, Chicago
F. M. BELL, Chief of Divisions Bureau, Chicago

FREIGHT—Sales and Service

E. J. DEAN, Assistant Vice President, New York
G. W. MADSEN, Freight Traffic Manager, New York
H. F. DOYLE, Freight Traffic Manager, New York
D. L. NORTON, Freight Traffic Manager
E. W. KEILEY, Assistant Freight Traffic Manager, New York

C. R. MARTIN, Assistant Vice President, Chicago
R. K. LOVITT, Freight Traffic Manager, Chicago
C. G. ANDREWS, Freight Traffic Manager, Chicago
J. A. RUSSELL, Freight Traffic Manager, Los Angeles
H. E. SIMPSON, Assistant Freight Traffic Manager, Chicago

Foreign Freight Traffic

W. C. OTTEN, General Foreign Freight Traffic Manager, New York
E. C. ENNIS, Foreign Freight Traffic Manager, New York

Perishable Traffic

P. J. NAPOLI, Perishable Traffic Manager, New York

W. W. THOMS, Assistant Vice President, Cleveland
E. T. BUTLER, Freight Traffic Manager, Cleveland
F. K. CORLETT, Assistant Freight Traffic Manager, Cleveland

Piggy Back—Forwarder—L.C.L. Traffic

P. W. JOHNSTON, JR., Freight Traffic Manager, New York
E. C. ADLER, Assistant Freight Traffic Manager, New York

COAL AND COKE

R. T. PHILLIPS, General Coal Traffic Manager, Cleveland
L. F. HEINECK, Eastern Coal Traffic Mgr., New York

A. E. BARKALOW, General Coal Freight Agent, New York
J. E. HAYDEN, Coal Freight Agent, New York

INDUSTRIAL DEVELOPMENT

D. M. LYNN, Assistant Vice President, Cleveland
A. C. HOPKINS, Manager, Industrial Development, New York

L. J. SLACK, Industrial Commissioner, New York
J. A. CORCORAN, Industrial Agent, New York
D. F. MACKERLY, Industrial Agent, Buffalo
G. W. MOORHOUSE, Industrial Commissioner, Cleveland
J. S. PARSONS, Industrial Agent, Cleveland
R. W. SCHEUCH, Assistant to Manager, New York

OPERATING—MAINTENANCE—ENGINEERING

G. C. WHITE, Vice President, Cleveland
L. B. COLEMAN, Assistant Vice President, Operation, Cleveland
F. DIEGTEL, Assistant Vice President, Labor Relations, Cleveland
T. J. SANOK, Assistant Vice President, Labor Relations, Cleveland
C. M. NOYES, Assistant to Vice President, Cleveland

OPERATING

A. E. KRIESIEN, Assistant Vice President & General Manager, Eastern District, Jersey City
T. E. McGINNIS, Assistant General Manager, Eastern Dist., Jersey City
H. D. BARBER, Assistant to General Manager, Eastern Dist., Jersey City
J. R. EBERT, Supt., New York Division, Hoboken, N. J.
W. J. BETZ, Assistant Superintendent, New York Division, Hoboken
F. M. SPORTELLY, Superintendent, Lighterage & Stations, New York Harbor, New York
E. D. DORAN, Assistant Superintendent, Lighterage & Stations, New York Harbor, New York
J. J. SULLIVAN, Assistant Superintendent, Lighterage, New York
L. L. LARSEN, Superintendent, Marine Dept., Hoboken
C. E. DEJOIA, Assistant Superintendent, Marine Dept., Jersey City
W. R. DAVIS, Assistant Superintendent, Marine Dept. Hoboken
J. W. CONWAY, Superintendent, Scranton Division, Scranton
C. S. KINBACK, Superintendent, Susq-Delaware Divisions, Hornell
R. W. JONES, Superintendent, Buffalo Division, Buffalo
H. W. JOHNS, Terminal Superintendent, Buffalo
J. P. ALLISON, General Manager, Western Dist., Youngstown
J. M. MOONSHOWER, Assistant General Mgr., West. Dist., Youngstown
J. B. SMITH, Assistant to General Mgr., West Dist., Youngstown
W. F. WILSON, Superintendent, Allegany-Meadville Div., Salamanca
E. J. ROBISCH, Superintendent, Mahoning Div., Youngstown
L. J. CARTER, Assistant Superintendent, Mahoning Div., Youngstown
J. D. McFADDEN, Superintendent, Kent Div., Marion
F. E. NAVIN, Superintendent, Marion Div., Huntington
H. E. JOYCE, Assistant Superintendent, Marion Division, Chicago
W. G. DORSEY, Manager of Transportation, Cleveland
E. J. WHELAN, Assistant Manager of Transportation, Cleveland
H. H. CLARK, Superintendent-Motor Transport Service, Cleveland
C. E. FRENZEL, Assistant Superintendent-Motor Transport Service, Cleveland
D. C. MITCHELL, Superintendent, Station Service & Frt. Claim Prev., Cleveland
J. R. MEREDITH, Superintendent, Dining Car Department, Hoboken
R. R. GANNON, Assistant Superintendent, Dining Car Department, Hoboken

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J. S. PARSONS, Chief Engineer, Cleveland
R. F. BUSH, Assistant Chief Engineer-Staff, Cleveland
L. H. JENTOFT, Assistant Chief Engineer, M. of W., Cleveland
S. B. GILL, Assistant Chief Engineer, Engineering, Cleveland
W. F. PETTEYS, Engineer, M. of W., Eastern District, Hoboken
L. M. SWOAP, Engineer, M. of W., Western District, Youngstown
F. YOUNGWERTH, General Supt., Communications & Signals, Cleveland
J. R. HEISLER, Chief Signal Engineer, Cleveland
J. D. DOUROS, Chief Communications Engineer, Cleveland

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C. K. JAMES, Superintendent, Motive Power, Cleveland
W. G. CARLSON, Assistant Superintendent Motive Power, Cleveland
K. H. CARPENTER, Superintendent, Car Department, Cleveland
L. E. SCHUETTE, Assistant Superintendent, Car Department-Staff, Cleveland
D. H. DECKER, Assistant Superintendent, Car Department, Eastern District, Cleveland
A. HUGHES, Assistant Superintendent, Car Department, Western District, Meadville
E. D. HALL, Mechanical Engineer, Cleveland
G. E. McKINNEY, Chief Electrical Engineer, Cleveland

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A. J. PIERCE, General Superintendent, Property Protection & Fire Prevention, Youngstown
E. W. THOMAS, Superintendent, Property Protection & Fire Prevention, Hoboken

SAFETY

H. E. SHAUGHNESSY, Superintendent of Safety, Cleveland

WAGE BUREAU

D. D. PURDY, Supervisor, Wage Bureau, Cleveland

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C. F. BAYER, Director of Purchases and Stores, Cleveland

G. M. O'BRIEN, Assistant to Director of Purchases and Stores, New York
F. P. WILLIAMS, Value Analyst, Hornell
JOHN TAPPING, Assistant Purchasing Agent, Cleveland
E. A. MURPHY, Assistant Purchasing Agent, Cleveland
J. P. ECHLE, Assistant, Purchasing Agent, Cleveland
H. I. GREVES, Assistant Purchasing Agent, New York
E. E. DEXTER, Buyer and Expeditor, Cleveland
D. E. MULDOON, Manager of Stores, Scranton
G. J. HOUSE, General Storekeeper, Hornell

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R. L. DAVIS, JR., Assistant Vice President and General Counsel, New York
P. H. DONOVAN, General Solicitor, Cleveland

F. G. HOFFMANN, Assistant General Counsel, New York
H. J. GILMARTIN, Assistant General Counsel, New York
R. E. COSTELLO, General Attoney, New York
R. B. WACHENFELD, General Attorney, New York
E. A. OLSON, Assistant General Attorney, New York
F. V. KEAR, JR., Attorney, New York
J. P. WALSH, Attorney, New York
J. P. CANNY, Assistant General Counsel, Cleveland
J. F. MULLIGAN, General Attorney, Cleveland
T. D. CAINE, General Attorney, Cleveland
J. T. CLARK, General Attorney, Cleveland
R. D. LACKLAND, Asst. General Attorney, Cleveland

LAND AND TAX

D. A. LERCH, General Land and Tax Agent, Cleveland

F. D. HALTER, Assistant General Land and Tax Agent, Cleveland
F. F. BUEHLER, Land and Tax Agent, Cleveland
R. B. HARBISON, Assistant General Land and Tax Agent, New York
F. M. BUECHNER, Assistant General Land and Tax Agent, Hoboken

PERSONAL INJURY CLAIM

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C. ORMISTON, Assistant Chief Claim Agent, Cleveland
A. J. BERNHARDT, Assistant Chief Claim Agent, Cleveland

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E. S. ROOT, Comptroller, Cleveland

M. M. ADAMS, Assistant Comptroller, Cleveland
J. C. CASTLE, Assistant Comptroller, Cleveland
C. G. LEHMANN, Assistant Comptroller, Cleveland
J. I. MICHEL, Assistant Comptroller, Cleveland
G. W. THOMPSON, Assistant Comptroller—Disbursements, Scranton
W. J. MANNING, Assistant Comptroller—Revenues, Cleveland
G. F. DUNATHAN, Auditor of Mechanized Accounting, Cleveland
H. G. STROM, Car Accountant, Cleveland
H. N. HALPER, Valuation Engineer, Scranton
F. V. KELLEHER, Freight Claim Agent, Cleveland
C. B. DUNN, District Freight Claim Agent, Cleveland
J. D. CHWAN, District Freight Claim Agent, Pier 19, New York
A. H. HAASE, District Freight Claim Agent, Chicago

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C. E. POST, Assistant Treasurer, Cleveland
G. R. OLIVIER, Assistant to Treasurer, Cleveland
J. G. CUNNINGHAM, Assistant Treasurer, New York

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DR. R. W. EDMUNDS, Assistant to Chief Surgeon, Cleveland
DR. R. J. McNAMEE, Company Surgeon

CORPORATE SECRETARY, STOCK TRANSFER AND INSURANCE

R. H. HANN, Secretary, Cleveland

C. E. POST, Assistant Secretary, Cleveland
J. G. CUNNINGHAM, Assistant Secretary, New York
C. L. NICHOLL, Transfer Agent, New York
J. SCHMEHL, Transfer Agent, New York

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C. N. DEMIAN, Manager, Press Relations, Cleveland
TALBOT HARDING, Associate Editor, Cleveland
G. W. EASTLAND, Public Relations Representative, Hoboken

RESEARCH

M. F. COFFMAN, Director of Research, Cleveland

EMPLOYMENT

A. J. SCHILLING, Superintendent of Employment, Jersey City

PASSENGER TRAFFIC REPRESENTATIVES

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Erie-Lackawanna Station, 8
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J. P. CLARK, Div. Pass. Sales Mgr.

BINGHAMTON

Erie-Lackawanna Station
RAymond 4-1311
W. E. DOWNS, Div. Pass. Sales Mgr.
J. O. STORMS, Div. Pass. Sales Rep.

BUFFALO

Erie-Lackawanna Station, 3
CLeveland 2488
F. W. SCHEPPMAN, Div. Pass. Sales Mgr.

CHICAGO

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HArrison 7-4160
R. E. TOWNS, West. Pass. Sales Mgr.
R. A. JOHNSON, Dist. Pass. Sales Rep.
C. A. CRIM, JR., Pass. Sales Rep.
W. F. LIGHTHOLDER, Pass. Sales Rep.
H. P. MORGAN, Pass. Rep.

CLEVELAND

Midland Building, 15
CHerry 1-8400
G. T. LAWRENCE, Pass. Sales Rep.

ELMIRA

Erie Lackawanna Station
REgent 2-1621
G. SAUNDERS, Div. Pass. Sales Mgr.

HOBOKEN

Erie-Lackawanna Station
OLdfield 3-6400
D. CAMPBELL, Div. Pass. Sales Mgr.
R. F. IRWIN, General Agent

(Please turn to page 32)

Development

(Story begins on page 20)

dustrial development department is the gathering of information about proposed expansions of industry.

"We live on rumors," is the way Donald Lynn puts it. "If any Erie-Lackawanna employe hears reports of proposed expansions of industry, or of one seeking a new site, we'd like to know them too."

Often a chance remark of an acquaintance leads to the sale of a site, and to more traffic for the railroad. It is important that such information be relayed to the industrial development department as quickly as possible.

Bayer

(Story begins on page 21)

can Railroad Dining Car Officers; the New England Railroad Club, and of the executive committee of the purchases and stores division of the AAR. He is a past national president of Theta Kappa Phi and a member of Omicron Delta Kappa.

In 1935 he married Rachel Throop. Mr. and Mrs. Bayer, who have established their Cleveland residence at 100 Meadowhill Lane, Moreland Hills, have six sons, two of whom are married, and a daughter.

Retire

(Story begins on page 21)

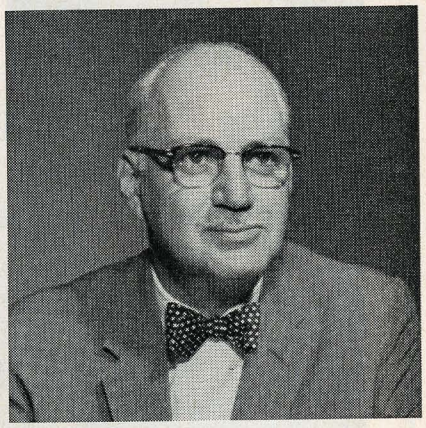
sey City, N. J.; Antonio Marino, carpenter, Binghamton, N. Y.; Frank Marino, freight handler, Ridgefield Park, N. J.; Joseph P. Quinnan, conductor, Scranton, Pa.; Tasy Vandermost, helper, Paterson, N. J.

Heavier Accounting Burden of Erie-Lackawanna Road Met by Creation of Post

WITH the greatly increased load of accounting work that the larger Erie-Lackawanna Railroad will require, a new post, that of vice president, accounting, has been created, and George W. Oakley, former comptroller of the Erie, has been named to the position.

Mr. Philip D. Jonas who was vice president and comptroller of the Lackawanna retired on Oct. 14 just prior to the effective date of the merger. He had 48 years of service with the Lackawanna and celebrated his 69th birthday last January.

Eugene S. Root, formerly Erie's chief of research, has been promoted to comptroller, and M. Fred Coffman succeeds Mr. Root.



Eugene S. Root

Mr. Oakley entered the service of the Erie at Jersey City in 1911 in the timekeeping and accounting office. Except for a short period of Army service in World War I, he has been an Erie man ever since, and except for three years as chief clerk to the president, his work has been in accounting.

He has been chief clerk in the accounting bureau in Jersey City; division accountant at Port Jervis and Jersey City, general accountant in the comptroller's office, assistant auditor of revenues, and auditor of disbursements.



George W. Oakley

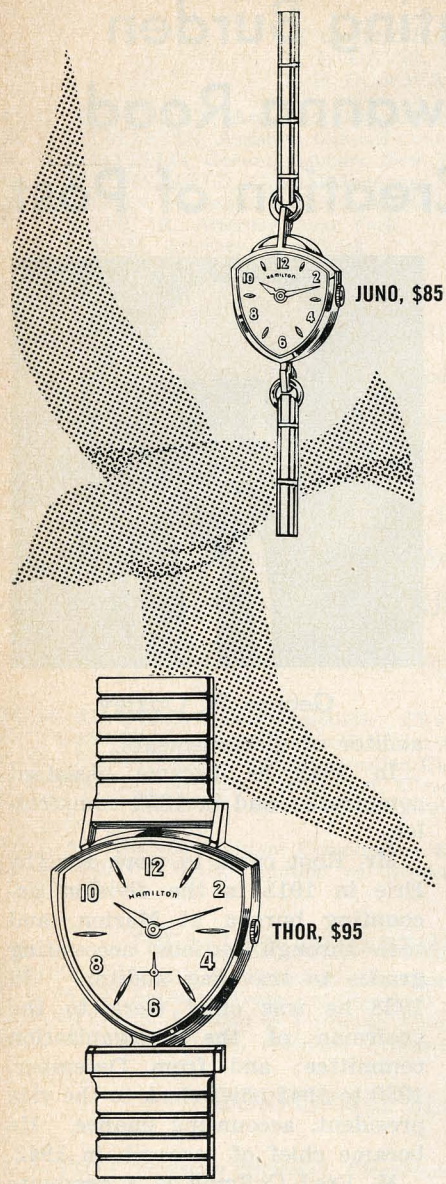
In 1948 he became assistant comptroller and in 1953 comptroller.

Mr. Root came to work for the Erie in 1918 in the division accounting bureau at Marion, and rose through various accounting grades to traveling auditor. In 1938 he was chief clerk to the chairman of the reorganization committee; and from December, 1938 to 1942 chief clerk to the vice president, accounting finance. He became chief of research in 1942.

M. Fred Coffman is a graduate of Miami University at Oxford, O., and came to work for the Erie in 1946 after service as a lieutenant commander in the Navy. He was assistant chief of research before his promotion.



M. Fred Coffman



Hamilton Medallion— a watch for remembering

Cherished moments, happy events continue to live in your gift of a Hamilton watch. Beneath its graceful dial, the Medallion movement has everything a fine watch needs to make it fine. Its 22 functional jewels, for example, are carefully selected and strategically placed to minimize wear, assure accuracy. Your Hamilton Jeweler or time inspector has a variety of new styles in a wide range of prices. See him soon. Hamilton Watch Company, Lancaster, Penna.

HAMILTON

LONG FAMOUS AS THE WATCH OF RAILROAD ACCURACY

Erie Veterans News

Fellow Veterans,

I have just returned from a visit to Marion and Salamanca.

Chairman **Bonecutter** drove all around Marion so that I could see the sights around the city.

The D. L. & W. veterans will soon join with us and I am sure that they will be a most welcome addition to our association.

Fraternally Yours,
Harry C. Travis
President

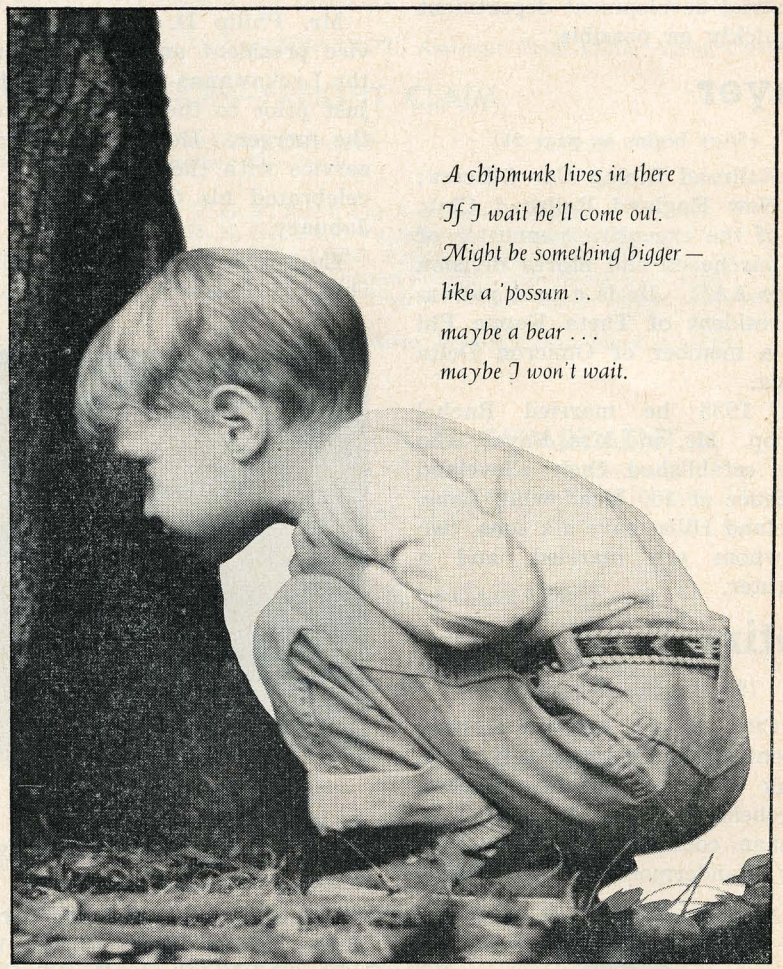
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Buffalo-Rochester

By Jan Bender

The Ladies Auxiliary will elect their '61-'62 officers the evening of November 19th. The nominating committee includes **Mrs. John Fagan** and **Mrs. Larry Leprell.**

The Auxiliary Board Christmas party is planned for noon of December 1st in MacDoel's restaurant.



Sooner or later he'll learn the answers, for curiosity is the *beginning* of his education. A Prudential Education Plan can help provide the money needed to *complete* his education. You can do the same for your child by seeing your Prudential Agent. He is well-qualified to help you choose the Prudential Education Plan that best fits your budget. Welcome him when he calls.

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TO OVER 35 MILLION PEOPLE—INSURANCE MEANS PRUDENTIAL

Congratulations to **Mr.** and **Mrs. John Wisnet** who were observed celebrating their golden wedding anniversary in the Town Casino Theatre Restaurant.

The **Herb Moyers** are delighted with a grandson after a bevy of

(Please turn the page)

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If your need is rail joints . . . . call a specialist . . . call the RAIL JOINT COMPANY, INC.

The RAJO trade mark is a mark of quality.

HEADFREE 100% JOINTS
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Got your sights on the management end of railroading—where the big money is? Then take the I.C.S. home study course in Railroad Management—it includes lessons on operation, leadership and organized labor, industrial safety, report writing.

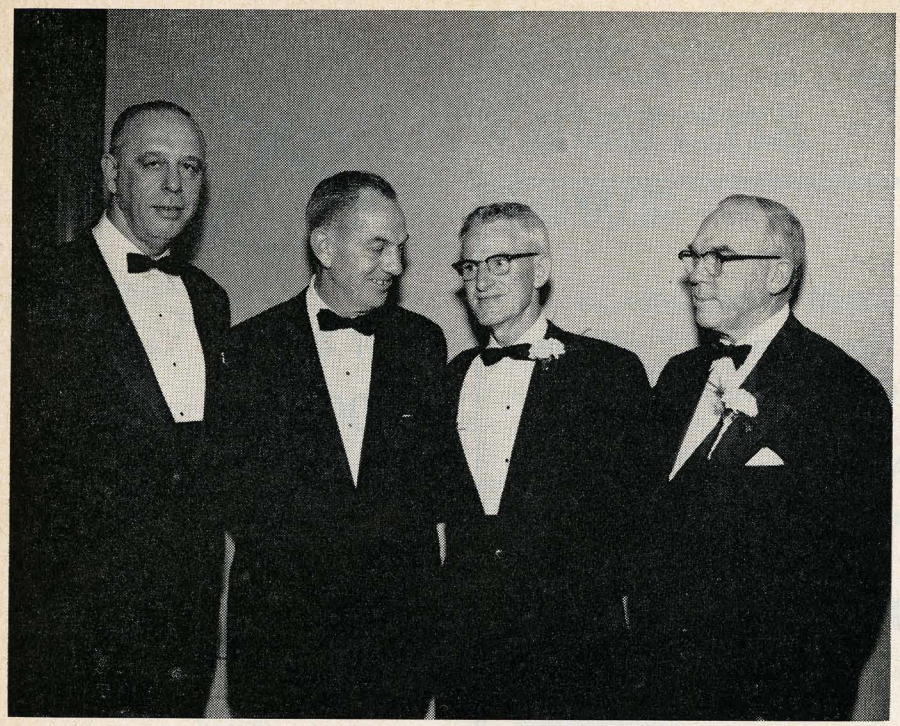
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☐ Diesel Engineer & Fireman
☐ Drafting
☐ Electrical Engineering
☐ Locomotive Engineer
☐ Machinist and Toolmaker
☐ Mechanical Engineering
☐ Radio ☐ Television
☐ R. R. Apprentice Training
☐ R. R. Car Repairer
☐ R. R. Engineering
☐ R. R. Rate Clerk
☐ Roadmaster
☐ Section Foreman
☐ Steam-Diesel Loco. Eng.
☐ Traffic Management
☐ Welding—Gas & Electric

Name_____Age_____
Home Address_____
_____Occupation_____
Erie employees will receive a Special Discount



WHEN ERIE VETERAN MICHAEL A. REDDING retired as national president of the United Association of Railroad Veterans some old friends attended the farewell banquet at Buffalo. Left to right: Garret C. White, vice president, operations; Milton G. McInnes, executive vice president; Redding, chief clerk to trainmaster, Buffalo; Harry W. Von Willer, president, all of the then Erie Railroad.

THE GIFT SUPREME!

"0-6-0 SWITCHER"

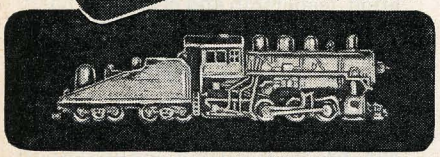
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TIE BAR (only) $2.50*

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☐ Sets @ $6.60 (Fed. Tax Incl.) ☐ Tie Bars @ $2.75 (Fed. Tax Incl.)

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1st NATIONAL BANK OF PASSAIC COUNTY

PATERSON, BLOOMINGDALE, CLIFTON, MT. VIEW, POMPTON LAKES, PREAKNESS, RINGWOOD, BOROUGH of TOTOWA, WANAQUE BOROUGH and WEST MILFORD
New Jersey
Member Federal Deposit Insurance Corporation

little girls.

Visitors from Florida were: the **George Heimlichs** and the **George Cunions.**

Welcome to new members **Ervin C. Foote, Frank Belurgi, Michael Fletcher, P. S. Young** and **Jack K. Seagrave.**

•

Jersey City

By G. C. Kalle

Jersey City chapter was the winner of the $50 savings bond because the chapter presented the 5,000th member to the system association.

We are pleased to greet the following new members in Jersey City Chapter:

Rose Amendola, Frank Amendola, A. M. Catone, Carl Jacobsen, P. J. Kenny, R. S. La Due, M. J. Magura, M. Powers, Anne F. Schreier.

Our meetings will continue to be held at V.F.W. Hall, 272 Ellison Street, Paterson, N. J., on the first Thursday of each month until further notice.

The Ladies Auxiliary meet the same place.

•

Susquehanna

By H. Harold Perry

Eddie White's son **"Whizzer" White,** stationed at San Francisco, has reinlisted for four more years.

E. C. Unlauf enjoyed a new T.V. set watching the world series.

•

Salamanca

By W. E. Pierson

Ladies' night dinner meeting was held at Myers Hotel, and an entertainment committee consisted of the chapter officers with **J. G. Ainey,** chairman, assisted by **Charles Stein, Fay Barhite, Ronnie Fralick, John Childs, Wilford Pierson** and **Leonard Johnson.**

Sheriff's Quartette with **Otis Paterson, Herman Niles, Jerome**

THE ERIE DOCK COMPANY

CLEVELAND, OHIO

IRON ORE UNLOADING DOCKS

Unloading Capacity 2,400 Tons per Hour from Vessel

Meyer and **Ambrose Harvey** entertained with barbershop harmony of old time and novelty numbers.

Guest speaker was **Harry C. Travis,** system president of the Hornell Chapter.

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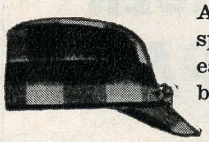
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Washable, Non-binding!
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Colors: Blue, red or green with white dots, brown and black with white dots; black and white stripe, red, white and blue stripe, all black, all white, tan or your railroad color combinations. Price only $1.00 each.



All wool winter sport caps with ear bands. Colors black and white, red and black, green and white, tan and white, all red. Price each only $3.50.

All wool cotton lined with outside ear band 6 piece Top Blue or Black Uniform cloth. Price each only $3.95.



Wool cotton lined with ear band 4 piece top in navy blue, black or dark oxford grey, all red. Price each only $2.95.

Light weight cotton winter cap with ear band. Lined. Colors black, maroon, white, blue with white dot, Express stripe, all red. Price each only $2.50.



Flat top uniform style with ear band. Price each only $4.25.

UNION MADE. Be sure to give size when you order. All postpaid. No C.O.D.'s. We welcome inquiries for Dozen or Gross lots. Samples of caps or swatches of materials sent at your request.

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Traffic

(Story begins on page 19)

which he passed were: secretary to the vice president, traffic, Chicago; assistant general freight agent, Youngstown, and general eastern freight agent, New York. In 1942 he left the Erie for the Lackawanna, where his first title was assistant to vice president, traffic.

In 1950 he became assistant vice president, traffic, and in 1956, vice president, traffic.

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Your Railroad Lighter

Attractively finished in bright enamel colors with authentic herald of the Erie Railroad. Permanently etched-in metal design.

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Losses in the Erie Family

NAME	OCCUPATION	LOCATION	DATE OF DEATH
*Battaglia, Carmelo	Trackman	Rochester Division	7-29-60
*Beilby, John	Track Supervisor	Mahoning Division	9-20-60
Blair, Arthur Philip	Laborer	Brier Hill Shop	8-27-60
*Bobienko, Joseph William	Air Brake Repairer	Jersey City Pass. Car Dept.	9-15-60
*Brown, John Elmer	Car Repairer	Salamanca Car Shop	9-24-60
*Brown, Raymond Jacob	Fireman	N. Y. Division	8-22-60
*Canniff, Howard Wilson	Engineer	Marine Dept.	9-19-60
*Cheney, Carl, Sr.	Engineer	Meadville Division	8-28-60
*Curry, Simon Edward	Trackman	Bradford Division	8- 1-60
Droit, Felix John	Agent	North Tonawanda, N. Y.	8-23-60
*Feeney, John Francis	Yardmaster	Mahoning Division	7-31-60
*Harrison, William Henry	Carpenter	N. Y. Division	9-18-60
Horan, John Francis	Barge Captain	Marine Dept.	9- 1-60
*Houlihan, Timothy Joseph	Blacksmith	Susquehanna Car Shop	9- 1-60
*Kastner, John	Engineer	Buffalo Division	5-18-60
*King, William John	Conductor	N. Y. Division	8-31-60
*Kinner, William A.	Machinist Helper	Hornell Diesel Shop	9-13-60
*Laczny, Robert	Car Inspector	Hammond Car Shop	9-13-60
McKenna, Raymond Frederick	Rd. Condr.	N. Y. Division	8- 7-60
*Miller, Charles Lorah	Boilermaker	Hornell Shop	7- 4-60
*Munn, Ralph Ridgway	Painter & Carpenter Foreman	Hornell Back Shop	9- 9-60
*Pallone, Carmine	Ex. Gang Foreman	Mahoning Division	8-11-60
Pavlo, Andrew Joseph	Crossing Watchman	Mahoning Division	8-26-60
*Petrik, Emanuel	Car Repairer	Cleveland Car Shop	9-10-60
*Podgorski, Steve	Shop Hostler	Suffern, N. Y.	9- 6-60
*Robbins, James Perry	Pipefitter	Brier Hill Diesel Shop	9- ?-60
*Santoro, Nicholas	Asst. Maintainer	Mahoning Division	7-25-60
*Schoonmaker, Charles Vale	Conductor	Marion Division	9-13-60
*Schumacher, Leo Joachim	Carman	Dunmore Car Shop	9-16-60
*Shaughnessy, James Earl	Chief Clerk	Frt.Trf.Dept., Youngstown, O.	9-14-60
*Terhune, Russell Maurice	Chief of Divisions Bureau	N. Y. City	9-12-60
*Thake, Harry Fred	Foreman	Weehawken Docks, N. J.	9-10-60
Weller, Carl Fred	Frt. Condr.	Jefferson Division	8-15-60
*Whiteman, Claude Samuel	Pass. Conductor	Allegany Division	8-21-60
*Wonsiewicz, Stanley	Tugboat Deckhand	Marine Dept.	7-25-60

*Retired Employes

Hannibal Hamlin, vice president of the United States during the Civil War, was the first president of the Bangor & Piscataquis Railroad, the oldest railroad that went to form the present Bangor & Aroostook Railroad in Maine.

Grade "A" Crushed Stone, properly prepared and screened clean for all purposes.

Quarry at Huntington, Ind., on the Erie Railroad

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DL&W Family Loses 21 Members

The following employes of the Lackawanna recently deceased:

Joseph Bartolo, Passaic, N. J.; John F. Durkin, Paul Finnerty, John J. Kane, Groveland, N. Y.; Nicholas J. Klein, Scranton, Pa.

Joseph A. Kostecky, Paul Libertillo, Lyndhurst, N. J.; Lawrence J. Ludwig, Scranton, Pa.; Jacob Matson, Jersey City, N. J.; Fred A. Meek, Yonkers, N. J.; Patrick Murphy.

Thomas D. Nuzzalo, West Pittston, Pa.; Joseph A. O'Boyle, Scranton, Pa.; Josephine M. O'Herron, Elmira, N. Y.; Ray Olmstead, Scranton, Pa.; Michael A. Ready, Lyndhurst, N. J.;

William F. Richardson, Harry Sharp, Newark, N. J.; Frederick Shea, Buffalo, N. Y.; Benjamin F. Simpson, John Sorela, Jersey City, N. J.

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FREIGHT TRAFFIC REPRESENTATIVES

AKRON
80 East Exchange St., 8
HEmlock 4-8194-95
E. H. HUFFMAN, Div. Sales Mgr.
E. R. PAUL, Sales Rep.
R. G. WATSON, Sales Rep.

ALBANY
Room 2, D. & H. Bulding, 7
HEmlock 4-6051
N. A. SCHMITZ, Dist. Sales Mgr.
J. B. AHRENS, Sales Rep.
E. J. TALBOT, Sales Rep.

ATLANTA
911-912 Healey Building 3
JAckson 1-2135
J. P. DREW, Dist. Sales Mgr.
W. H. CONNELL, Sales Rep.
O. R. TREADWELL, Sales Rep.

BALTIMORE-WASHINGTON
1218-19 Munsey Building, 2
Baltimore—PLaza 2-8691
Washington—NAtional 8-6075
G. A. KEIL, Dist. Sales Mgr.
D. R. HOFFMAN, Sales Rep.

BIRMINGHAM
927-29 Brown Marx Building
2000 1st Ave., North, 3
ALpine 1-1327
W. L. THORNTON, Dist. Sales Mgr.
R. J. O'GRADY, Sales Rep.

BOSTON
North Station Industrial Building
150 Causeway St., 14
CApitol 7-2510-11-12
H. F. HECK, New England Sales Mgr.
H. C. BUFFUM, Dist. Sales Mgr.
H. A. LARSON, Sales Rep.
F. J. POWERS, Sales Rep.
F. J. McALEER, Sales Rep.
D. P. WOODS, Sales Rep.
A. J. FARBER, Sales Rep.
J. F. McCLELLAN, Sales Rep.
E. J. KELLY, Sales Rep.
J. J. ANASTASIO, Sales Rep.
R. J. KENT, Sales Rep.
G. F. BARRETT, Sales Rep.
J. J. TIRRELL, Sales Rep.

BUFFALO
1221 Clinton St., 6
TA 5-1900
W. P. CAMPION, Div. Sales Mgr.
L. L. HARRIS, Assistant Div. Sales Mgr.
J. A. MUCHA, Coal Traffic Sales Agt.
W. F. WALTER, Sales Rep.
P. L. BOLGER, Sales Rep.
V. P. SHEEHAN, Sales Rep.
T. J. REDDING, Sales Rep.

CHICAGO
327 South LaSalle Building, 4
HArrison 7-4160
L. E. NEWMAN, Dist. Sales Mgr.-Piggy Back-Forwarder-LCL Traffic
C. C. MITCHELL, Dist. Sales Mgr.-Domestic and Foreign Traffic
L. E. TENNEY, Assistant Dist. Sales Mgr.
F. J. NOLAN, Sales Rep.
M. O. KEEL, Sales Rep.
H. W. BOUMANN, Sales Rep.
M. E. ROSENBERG, Sales Rep.
A. F. GAINEY, Sales Rep.
R. W. MOORE, Sales Rep.
F. R. DREWS, Sales Rep.
D. A. O'CONNOR, Sales Rep.
W. H. DONNELLY, Sales Rep.
H. E. KLINKER, Sales Rep.
F. M. HICKEY, Sales Rep.
C. GRIFFITH, Sales Rep.
C. C. PINNELL, Sales Rep.
R. J. RANDALL, Sales Rep.
C. D. ALLEN, Sales Rep.

CINCINNATI
931 Enquirer Building, 2
MAin 1-3420-21
J. L. TJADEN, Dist. Sales Mgr.
C. C. RAU, Assistant Dist. Sales Mgr.
R. H. YOUNGHOUSE, Sales Rep.
H. A. PATTISON, Sales Rep.
R. E. SCOTT, Sales Rep.

CLEVELAND
Midland Building, 15
CHerry 1-8400
H. F. KEELEN, Div. Sales Mgr.
L. M. BLUM, Assistant Div. Sales Mgr.
J. A. McCALL, Div. Sales Rep.
V. J. NEUMANN, Sales Rep.
J. T. REAGAN, Sales Rep.
R. W. ROONEY, Sales Rep.
V. H. MAYFIELD, Sales Rep.

COLUMBUS
1015-16 Atlas Building
8 East Long St., 15
CApital 4-7331
C. A. PARKER, Dist. Sales Mgr.
J. W. SWISSHELM, Sales Rep.

DALLAS
1509 Main St., 1
RIverside 2-7352
J. A. MOORE, Dist. Sales Mgr.
D. J. CRIPPS, Sales Rep.

DAYTON-SPRINGFIELD
25 South Main Building
Dayton, 25, BAldwin 3-8481
CARL P. UNDERWOOD, Div. Sales Mgr.

DENVER
601 Guaranty Bank Building
AComa 2-1214
J. H. CLIFF, Dist. Sales Mgr.
T. A. SAME, Sales Rep.

DES MOINES
904 Walnut St., 9
CHerry 4-0018
J. L. FISCHER, Dist. Sales Mgr.
R. G. CORY, Sales Rep.
D. E. BOLING, Sales Rep.

DETROIT
5-219-20 General Motors Bldg.,
3044 West Grand Blvd., 2
TRinity 5-2360-61
H. W. GRAY, Dist. Sales Mgr.
T. F. WENDT, Assistant Dist. Sales Mgr.
T. E. DUDDY, Assistant Dist. Sales Mgr.
W. A. LaDUKE, Sales Rep.
D. L. REYNOLDS, Sales Rep.
H. TRUSCOTT, Sales Rep.
R. MARKLUND, Sales Rep.
P. L. HEIDELBERGER, Sales Rep.

EDMONTON, ALBERTA
13615—127th St.
GLendale 5-9283
R. L. O'HARA, Sales Rep.

ELMIRA
Erie-Lackawanna Sta.
500 Railroad Ave.
Phone: 2-0380
H. J. SPINDLER, Div. Sales Mgr.
C. G. SCHROEDER, Sales Rep.
T. M. GILBERT, Sales Rep.

HOUSTON
420 Bankers Mortgage Bldg.,
708 Main St.
CApitol 73764
JOHN A. HOSTY, Dist. Sales Mgr.

HUNTINGTON, IND.
Erie-Lackawanna Station
903 E. Market St.,
Telephone: 743
HAROLD L. JOHNSON, Div. Sales Mgr.

INDIANAPOLIS
613 Merchants Bank Bldg.,
11 South Meridian St., 4
MElrose 7-0255
L. R. BRECKENRIDGE, Dist. Sales Mgr.
W. J. DENZER, Sales Rep.
J. E. SNELL, Sales Rep.

JAMESTOWN
Erie-Lackawanna Station 3
Telephone: 7921-22
C. W. STROH, Div. Sales Mgr.
E. R. MUNFORD, Sales Rep.
J. K. DALY, Sales Rep.

KANSAS CITY, MO.
817 Dwight Building,
1004 Baltimore Ave., 5
VIctor 2-6328
H. A. BOCKMAN, Dist. Sales Mgr.
J. H. WILLIAMS, Assistant Dist. Sales Mgr.
C. J. DAMERON, Sales Rep.
R. E. JOHNSON, Sales Rep.

LOS ANGELES
428—510 West Sixth St., 14
MAdison 2-4129
K. O. HEMMING, Dist. Sales Mgr.
W. C. ADAMS, Assistant Dist. Sales Mgr.
W. A. IRWIN, Sales Rep.
R. L. BORCHERS, Sales Rep.

MARION
Terminal Building
DU 2-0126
L. E. BERRY, Div. Sales Mgr.
J. E. SHIPP, Sales Rep.

MEMPHIS
914-15 Exchange Building, 3
9 No. Second St.
JAckson 6-8781
W. R. JACOBS, Dist. Sales Mgr.

MILWAUKEE
801 Majestic Building, 3
231 West Wisconsin Ave., 3
BRoadway 1-3320-21
C. O. EWING, Dist. Sales Mgr.
G. C. HOWE, Asst. Dist. Sales Mgr.
W. R. LEVINE, Sales Rep.
A. PINGEL, Sales Rep.
J. G. STEGER, Sales Rep.

MINNEAPOLIS
655 Rand Tower
527 Marquette Ave., 2
FEderal 9-0991-2
A. D. LEONARD, Dist. Sales Mgr.
E. A. FLESCHER, Sales Rep.
K. L. EVANS, Sales Rep.
V. T. VONDRAK, Sales Rep.
D. H. MOREN, Sales Rep.

NAZARETH
Erie-Lackawanna Station,
PLaza 9-3621
A. McCLAY, Div. Sales Mgr.

NEWARK
Erie-Lackawanna Passenger Station
PIlgrim 8-3700
P. J. VAN NESS, Div. Sales Mgr.
C. F. COTTON, Assistant Div. Sales Mgr.
E. R. BLATZHEIM, Sales Rep.
T. P. WARD, Sales Rep.
F. K. KEARNEY, Sales Rep.
A. J. MULLER, Sales Rep.
R. E. THOMAS, Sales Rep.
J. J. GRASSIA, Sales Rep.

NEW HAVEN
Woolworth Building
109 Church St., 10
STate 7-5915
G. T. DOLAN, Dist. Sales Mgr.

(please turn the page)

ERIE–LACKAWANNA RAILROAD MAGAZINE
Midland Building
Cleveland 15, Ohio
RETURN POSTAGE GUARANTEED

BULK RATE
U. S. POSTAGE
PAID
Cleveland, Ohio
Permit No. 1605

NEW HAVEN—Cont'd
OWEN P. McKEEVER, Assistant Dist. Sales Mgr.
A. S. WILLIAMS, Sales Rep.
R. W. ANDERSON, Sales Rep.

NEW ORLEANS
810 Pere Marquette Building
150 Baronne St., 12
JAckson 5-9786
E. F. McHUGH, Dist. Sales Mgr.
J. D. HEIMBAUGH, Sales Rep.

NEW YORK
50 Church St., 7
WOrth 4-4500
G. R. MARR, Dist. Sales Mgr.
Piggy-Back-Forwarder-LCL Traffic ————, Dist. Sales Mgr.
J. T. O'NEILL, Assistant Dist. Sales Mgr.
L. W. SEES, Asst. to Dist. Sales Mgr.
A. B. CONNELL, For. Frt. Sales Mgr.
W. F. AHEARN, For. Frt. Sales Mgr.
H. J. ARMBRUSTER, Dist. Sales Rep.
J. WEISS, Sales Rep.
R. F. HOFFMAN, Sales Rep.
W. J. O'GARA, Sales Rep.
K. R. O'CONNOR, Sales Rep.
A. J. LEEMON, Sales Rep.
E. W. MAXWELL, Sales Rep.
R. D. ATWOOD, Sales Rep.
D. P. WALSH, Sales Rep.
W. J. KANGAS, Sales Rep.
A. G. SCOTT, Sales Rep.
C. E. GANZEMULLER, Sales Rep.
J. R. HURLEY, Sales Rep.
J. W. GALLAGHER, Sales Rep.
R. S. MOUNCE, Sales Rep.
D. G. RAYMUS, Sales Rep.
T. T. HANLEY, Sales Rep.
J. F. MILLETT, Sales Rep.
A. W. OUSTERHOUDT, Sales Rep.
C. A. HERMES, Sales Rep.
G. YOUNG, Sales Rep.
H. K. FREEMAN, Sales Rep.
R. H. HOFFMAN, Sales Rep.
H. W. JONES, Exp. & Imp. Sales Rep.
A. L. ALLEN, Exp. & Imp. Sales Rep.
J. E. NEARY, Sales Rep.
M. T. McMAHON, Sales Rep.
G. E. KEITH, Perish. Sales Rep.
J. P. AHEARN, Perish. Sales Rep.

OMAHA
1319 Farnam St., 2
Telephone: 342-4866
E. HAVLICHEK, Dist. Sales Mgr.

PATERSON
Rm. 300, 5 Colt St.,
ARmory 4-4808
W. E. BENNETT, Div. Sales Mgr.
E. CURTISS, Sales Rep.
C. E. GREENLEAF, Sales Rep.
G. W. SHERIDAN, Sales Rep.
M. J. SICCARDI, Sales Rep.
J. BRAIN, JR., Sales Rep.

PEORIA
821 Jefferson Building
331 Fulton St., 2
Telephone: 3-0479
F. W. DAVISON, Dist. Sales Mgr.
R. J. HILL, Sales Rep.

PHILADELPHIA
1606 Finance Building, 2
LOcust 3-2848-49
H. A. WHITNEY, Dist. Sales Mgr.
G. PETTERSEN, Assistant Dist. Sales Mgr.
J. R. SCHULTZ, Sales Rep.
J. M. DEAN, Sales Rep.
F. G. WALSH, Sales Rep.
A. H. PETERSON, Sales Rep.
J. G. TIERNEY, Sales Rep.
M. VALVANO, Sales Rep.

PITTSBURGH
Koppers Building, 19
GRant 1-4831-32
J. L. CHAPMAN, Dist. Sales Mgr.
W. S. BURWELL, Assistant Dist. Sales Mgr.
M. S. SWEENEY, Coal Traffic Sales Agt.
P. J. BERNARD, Sales Rep.
R. M. ROCKENFIELD, Sales Rep.
J. L. PETERS, Sales Rep.
P. E. BERTIAUX, Sales Rep.

PORTLAND
405 American Bank Building,
621 S. W. Morrison St., 5
CApitol 3-3706
W. E. REAGER, Dist. Sales Mgr.
J. U. HEINEY, Sales Rep.
F. W. DOST, Sales Rep.

ROCHESTER
220 Reynolds Arcade Bldg., 4
HAmilton 6-7938
L. C. WILLIAMS, Div. Sales Mgr.
J. W. McLEANE, Sales Rep.

ST. LOUIS
1223-25 Chemical Building
721 Olive St., 1
CHestnut 1-7723-24
J. W. CLOUD, Dist. Sales Mgr.
W. A. BRANNING, Assistant Dist. Sales Mgr.
H. C. MASON, Sales Rep.
J. H. WHELPLEY, Sales Rep.
R. S. TASSI, Sales Rep.
R. L. RAHLFS, Sales Rep.

SAN FRANCISCO
681 Market St., 5
SUtter 1-3875
J. C. BANNATYNE, Dist. Sales Mgr.
A. B. COLLINS, Assistant Dist. Sales Mgr.
B. E. HENDRICKSON, Sales Rep.
G. M. GREENWOOD, Sales Rep.
V. A. WILKE, Sales Rep.

SCRANTON
Erie-Lackawanna Station, 3
DIamond 2-9251

SCRANTON—Cont'd
G. J. EPPLER, Div. Sales Mgr.
J. A. STERL, Assistant Div. Sales Mgr.

SEATTLE
817 White Building,
1318 Fourth Ave., 1
MAin 3-4834-5
R. J. DUNDON, Dist. Sales Mgr.
J. D. GIVEN, Assistant Dist. Sales Mgr.
R. C. FRANKLIN, Sales Rep.
G. E. LANGE, Sales Rep.

SYRACUSE
Erie-Lackawanna Freight Station, 2
HArrison 2-9215-16
H. RUSSELL O'HARA, Div. Sales Mgr.
A. H. QUINN, Sales Rep.
R. S. FORDHAM, Sales Rep.
W. F. GALE, Sales Rep.

TOLEDO
2006 Toledo Trust Building, 4
CHerry 1-3816
HAROLD H. BALK, Dist. Sales Mgr.
R. D. McMULLIN, Assistant Dist. Sales Mgr.
W. N. LAUER, Sales Rep.

TORONTO, ONT.
69 Yonge St.
EMpire 3-5411-12
R. WILLIAMSON, Can. Sales Mgr.
J. S. BRANNING, Assistant Can. Sales Mgr.
C. L. BROWN, Sales Rep.
J. C. DILLON, Sales Rep.

TULSA
309 Daniel Bldg.
LUther 7-7434
G. J. BERTRAND, JR., Dist. Sales Mgr.

WASHINGTON (See Baltimore)
NAtional 8-6075

YOUNGSTOWN
Terminal Building, 3
RIverside 7-0792
C. F. LAUER, Div. Sales Mgr.
P. A. TALKINGTON, Div. Sales Rep.
A. G. LAUTHER, Sales Rep.
R. R. MOCKLAR, Sales Rep.

●

PASSENGER TRAFFIC

(List begins on page 24)

JAMESTOWN
Erie-Lackawanna Station
Telephone: 6-1026
O. B. CHAPMAN, Div. Pass. Sales Mgr.

NEWARK
Erie-Lackawanna Station
HUmboldt 2-2100
T. V. WALL, Div. Pass. Sales Mgr.
K. E. SMITH, Div. Pass. Sales Rep.
J. H. OATIS, Div. Pass. Sales Rep.

NEW YORK
11 Rockefeller Plaza, 20
CIrcle 5-7222
G. W. KROM, East. Pass. Sales Mgr.
G. C. BEESLEY, Dist. Pass. Sales Rep.
H. T. JAMES, Pass. Sales Rep.
G. J. MOONEY, Pass. Sales Rep.
H. J. LINDBERG, Pass. Sales Rep.

SCRANTON
Erie-Lackawanna Station, 3
DIamond 2-9251
C. A. O'BRIAN, Div. Pass. Sales Rep.

YOUNGSTOWN
Terminal Building, 3
RIverside 7-0792
V. F. GREEN, Central Pass. Sales Mgr.
W. L. SCHORR, Div. Pass. Sales Mgr.