Net Income Up For 3rd Quarter, 1st Nine Months

Northern Pacific Railway Company today reported third quarter consolidated net income of $7,427,000, equal to $1.24 per share, an increase of more than 20 per cent over third quarter consolidated net income of $6,142,000 in 1967, which equalled $1.03 per share.

Consolidated net income figures reflect earnings of both the railway company and its subsidiary companies.

Northern Pacific Railway operating revenues for the third quarter were $54,994,000, up $2,923,000 over the same period last year.

Freight revenue for the railway in the third quarter of this year were $51,196,000 up $3,964,000 over the third quarter of 1967. The improvement in third-quarter freight revenues was due largely to increased loadings of forest products and miscellaneous freight.

Railway operating expenses for the third quarter of 1968 were $46,267,000, up $2,943,000 over third quarter of 1967.

Consolidated net income for the first nine months of 1968, for the railway company and its subsidiary companies was $16,961,000, equal to $2.94 per share. This represents an increase of almost 57 per cent over consolidated net income of $10,860,000, equal to $1.81 per share for the first nine months of 1967.

Northern Pacific Railway operating revenues for the first three quarters of this year were $153,241,000, up $8,456,000 over the same period in 1967.

Freight revenues for the first nine months of 1968 were $142,541,000, up $11,473,000 over the first nine months of 1967.

Addition Is Started On NPBA Hospital

The start of construction on a $2,161,200 addition to the Northern Pacific Beneficial Association Hospital in St. Paul was announced the first week of October by Telmer O. Peterson, president of Northern Pacific Beneficial Association Hospitals, Inc.

A small wing on the west end of the hospital at 1515 Charles Ave., St. Paul, is being torn down to make way for a 56 foot by 190 foot four story addition.

The project includes complete remodeling of the nursing, administrative and public reception areas of the original building constructed in 1923.

Federal assistance funds totaling $322,000 are expected to be made available under the Hill-Burton program as construction progresses. The balance of funds has been financed by the hospital, a charitable, non-profit corporation, without public solicitation.

Architects for the remodeling and the addition are Bettencourt, Townsend, Stolte and Combs, Inc., St. Paul. The firm also designed a $1,160,000 north wing for the hospital which opened in 1967. This wing includes surgical, X-ray, laboratory and dietary departments.


Total bed capacity with the new addition will be 151, no larger than that of the present facility. However, there will be 46 private rooms, 42 two bed rooms, 6 three bed rooms, and a 9 bed observation care unit. The 1900 plan had many large wards.

The new construction includes an enclosed front entrance pavilion with both a stairway and a single story elevator, replacing the present exposed flight of stairs. The project also includes gift and coffee shops, a waiting lounge, a meeting room which will seat 100, a small chapel, offices, a medical library and medical records room on the first floor of the new and remodeled areas, and nursing care areas on the second and third floors.

The ground floor will house the hospital's executive office, physical therapy facilities, employee's lounges, locker and dressing rooms, and central supply department.

Vol. 2 October-November, 1968 No. 3

Beulke Is Named To EEO Group

Richard A. Beulke, Northern Pacific director of personnel, has been named a member of the executive committee of the Railroad Committee on Equal Employment Opportunity.

The committee provides leadership, guidance and assistance to railroads across the nation in carrying out the spirit as well as the letter of laws designed to eliminate discrimination in employment.

Chairman of the executive committee is Samuel W. Steeman, assistant vice president-personnel administration, from the Penn Central.

Wilder Named To Head New Airmotive Unit

Raymond J. Wilder has been appointed vice president and general manager of Northern Airmotive Inc., Northern Pacific's new and rapidly growing fixed-base aircraft operations subsidiary.

Northern Airmotive purchased the Peavey Company's Airmotive Operations at the Twin Cities International Airport in June and on Sept. 10, announced acquisition of Mercury Aviation, Inc., which operated extensive facilities at both the Minneapolis-St. Paul International Airport and the St. Paul Downtown Airport.

Northern Pacific President Louis W. Menk is also president of Northern Airmotive. He has called the new venture a dynamic asset for diversification of the parent company's holdings.

Wilder is a native of Buffalo, N.Y. He started flying at 17, and in the 25 years since then has logged as many flying hours as many commercial airline pilots.

Wilder served two years in the U.S. Marine Corps during World War II. After service he worked for a trucking firm, while continually improving his flying status to qualify for a private pilot's license.

Wilder returned to military service during the Korean Conflict, attended Officer's Candidate School, and attained the rank of 1st Lieutenant.

After the Korean Conflict Wilder returned to civilian status as a commercial aviation pilot. He worked first as a crop duster, then as a pilot for a small charter firm in San Francisco.

Wilder named to head Northern Airmotive.

Wilder named to head Northern Airmotive.

MERCURY AVIATION, St. Paul, serves several hundred corporate and private aircraft owners at the downtown St. Paul Airport. The facility is now part of the Northern Airmotive Inc. operation in the Twin Cities. At left is the Great Northern corporate jet, which uses the facility as home base.

F. H. Coyne Named Head of AAR Unit

Frank H. Coyne, Northern Pacific vice-president-management information, has been named chairman of the Data Systems Division of the Association of American Railroads.

Coyne was elected to head the division at its Sept. 23 meeting in Chicago.

The Data Systems Division has about 700 to 800 members. It encourages and facilitates the interchange of information systems and data processing ideas, practices and experiences of all departments of member railroads for the benefit of the entire industry.
Image Building...

It's kind of tough for a big industry like the railroads to spend billions of dollars on equipment, payrolls and improvements so it can provide services that are vital to the nation's economy, and still rate far down the list when it comes to public image.

It's even tougher when you consider the fact that these services affect the lives of every single American, and few of them are even remotely aware that without railroads most of the material things surrounding them would not be where they are.

Northern Pacific is now sharing in sponsorship of an extensive national campaign to inform all Americans on the role of the railroads and what they are doing to meet today's transportation needs.

The campaign includes newspaper and magazine advertisements and radio and television commercials with the theme "Grow, Grow By the Rail Way!" It is being sponsored by the Association of American Railroads and paid for by member roads through special assessments totalling about $2.5 million.

The magazine advertising schedule this fall has included spots in the New Yorker, Business Week, Forbes, Nation's Business, Saturday Evening Post, eight transportation and traffic trade publications, and several of the nation's press and publishing trade journals.

Radio commercials have been running regularly across the nation on the three major networks, CBS, ABC and NBC, with emphasis on news and sports programs.

Television commercials, also scheduled on a network basis, have included spots during ABC's College Football program every Saturday, AFL Football on NBC on Sundays: ABC's Wide World of Sports; the Huntley-Brinkley news on NBC and Walter Cronkite on CBS; plus several other programs on a less frequent basis. The latter include Face the Nation, Jackie Gleason, Red Skelton, Ed Sullivan and the CBS Movie, all on CBS.

Print advertisements and radio commercials were scheduled for the most part in September, October and November. Several Television commercials run through to the end of the year.

TV sponsorship of Wide World of Sports continues through Dec. 29 every Saturday. December spots on Huntley-Brinkley are scheduled for Dec. 6, 10, 11, 27 and 30. The Dec. 17 Red Skelton Show, Dec. 8 and Ed Sullivan Show, and Dec. 26 CBS Movie are also on the schedule for the weeks ahead.

A little word-of-mouth advertising on all our parts can help this effort.
SAFETY SCORtEBOARd
First Nine Months 1968 compared to same period 1967
Reportable Injuries
Facts

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<td>N.P.B.A. Announces Benefit Changes</td>
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<td>T. O. Peterson, president of the Northern Pacific Beneficial Association, has announced that the N.P.B.A. board of directors at its Oct. 22-23 meeting enacted several benefit changes.</td>
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<td>1. Increased the maximum allowable for necessary local ambulance service from $25.00 to $30.00.</td>
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<td>2. Expanded coverage under Rule 12 for LINE POINT MEMBERS for OUT-PATIENT LABORATORY and X-Ray service to include coverage of $5.00 per examination for Pap smear and $25.00 for follow-up Pap smear; Gastro-intestinal, Barium Meal, allowance from $30.00 to $40.00, and provided coverage for Gastro-intestinal, Barium Meal and enema with gallbladder dye examination to $80.00.</td>
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<td>3. Increased coverage for the necessary and reasonable cost of Emergency Treatment. In the past N.P.B.A. covered the first $1,500.00 and 80% of an additional $1,500.00 for the necessary and reasonable cost of emergency treatment rendered members. Effective November 1, 1968, this benefit has been expanded to provide (for the member whose condition remains critical or is such that transfer to an Association hospital would be detrimental) in addition 80% of the cost of the necessary and reasonable hospital and medical expense for an additional period not to exceed thirty days when authorization has been obtained in advance from an N.P.B.A. Chief Surgeon. REMEMBER, the N.P.B.A. Chief Surgeon (E. R. Anderson, M.D., Tacoma, or A. McEwan, M.D., St. Paul) must be contacted prior to the rendering of service in order for coverage to be in effect beyond the initial $1,500.00 and 80% of the next $1,000.00.</td>
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<td>4. Modified Rule 11 which provides limited choice of doctor and hospital care for members residing within fifty miles of an N.P.B.A. hospital. Members electing to use the services of a non-Association doctor will be reimbursed 80% of his fees to a maximum of $400.00 in any twelve consecutive months period. If the non-Association doctor admits the member to a non-Association hospital, the hospital and professional charges are covered on the 80% basis within the $400.00 maximum. If the non-Association doctor treats the member as an out-patient, his fees only are covered as stated previously, as any labora-</td>
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This Month’s SAFETY MEMO
by R. C. Lindquist
Gen., Supt., Rules, Safety and Fire Prevention
The company making our Minnetonka tie bars and pins which recognize 10 or more years of injury free service has finally shipped the balance of our order.

This has been a very slow process, including the checking of personal injury records for 10 years, and wrapping and mailing awards to divisions and miscellaneous departments. Be patient if you haven’t received your award and remember you must have 10 consecutive years without a reportable injury prior to your application.

There seems to be quite a bit of confusion as to what a reportable injury is. Basically this includes any injury serious enough to prevent you from performing your regularly assigned duties for a period of 24 hours in aggregate in the 10 day period following the incident. For the years prior to 1961, the period was 72 hours during the 10 days following the incident.

Many employees thought that if they had any injury that was reported to division headquarters they were disqualified which is certainly not the case.

Ever hear of “Bonehead” Merkle?
He was a great baseball player many years ago — but in his first full game in the majors he forgot to touch second base. This rule violation not only cost his team the game, but also the National League pennant. They called him “Bonehead” for the rest of his career.

Rules mean a lot in life. Several years ago a famous golfer was leading the field in the final round of a national tournament. But something happened. He was penalized for violating a rule of golf — touching his ball on the fairway. Because of this he lost the tournament and the winter’s money.

How far would you get on your Sunday drive with the family if you ignored traffic rules on the highway? Probably no farther than the nearest hospital.

Safety rules on the job, like those of safe driving, protect you and those around you. They are the result of past experience, common sense and “know-how” — all combined to safeguard you and your fellow employees.

KNOWING safety rules is NOT ENOUGH. They must be applied, the same as in playing golf, baseball or driving an automobile. Use your “know-how” and see that those around you do the same.

Don Miller Retires as General Agent

W. D. Miller has retired as general freight agent at Portland, Ore., after more than 40 years of service with the Northern Pacific.

Miller joined the company in July of 1929 as city freight and passenger agent at Kansas City, Mo. He had worked in Kansas City for the Chicago Rock Island and Pacific from 1919 to 1926, which gives him almost half a century in railroadging.

Miller became traveling freight agent for the Northern Pacific at Kansas City in 1932. He was on leave for military service from 1942 through 1945 and returned to the company as traveling freight and passenger agent at Kansas City.

From 1946 through 1952, Miller served successively as commercial agent at Kansas City, general agent at Omaha, Neb., general agent at St. Louis, Mo., and assistant general agent at Minneapolis, Minn. He became general freight agent at Portland in 1959.

Several years ago Miller, recognizing an urgent need for special railroad equipment for handling plywood and other sheet forest products, joined others in forming a company to promote, develop and manufacture Ply Pak boxcars and Ply Pak equipment for use by other car builders in the industry. The Miller Ply Pak Car concept has gained wide acceptance in the industry and promises to keep Miller actively involved during his retirement years.

special NP boxcars promote U.S. bonds and freedom shares

A fleet of 25 big Northern Pacific boxcars is being painted bright red, white and blue to promote sale of U.S. Bonds and Freedom Shares. Left to right are August Huber, painter; K. J. Reil, painter, Ted Waddell, leading painter; D. D. Fuller, assistant shop foreman; R. R. Humes, shop foreman; and J. W. Ebert, general car foreman. These men and others who worked on the cars were not present when the photo was taken. They are R. F. Goldby, G. N. Nelson and H. J. Baus, all painters.

FREEDOM Fleet crew from Laurel, Mont., car shops painted a total of 25 big Northern Pacific boxcars bright red, white and blue to promote sale of U.S. Bonds and Freedom Shares. Left to right are August Huber, painter; K. J. Reil, painter, Ted Waddell, leading painter; D. D. Fuller, assistant shop foreman; R. R. Humes, shop foreman; and J. W. Ebert, general car foreman. These men and others who worked on the cars were not present when the photo was taken. They are R. F. Goldby, G. N. Nelson and H. J. Baus, all painters.

Special NP Boxcars Promote U.S. Bonds and Freedom Shares

A fleet of 25 big Northern Pacific boxcars is being painted bright red, white and blue to promote sale of U.S. Bonds and Freedom Shares by both railroad employees and the general public.

Each of the 50-foot, 6-inch cars will travel thousands of miles over the nation’s railroad network in the next few months, and while helping serve the nation’s transportation needs will also serve as traveling billboards encouraging purchase of U.S. bonds and Freedom Shares.

Louis W. Menk, Northern Pacific president, is railroad industry chairman of the 1968 Share in Freedom campaign. He hopes that somehow some kind of special promotion of the national effort, and the possibility of using big boxcars as traveling billboards emerged.

Lower portion of the cars are painted a bright red, including the wheel trucks. A diagonal white line extends across the car, and the portion above this is bright blue. The message reads, “Share in Freedom with U.S. Savings Bonds and Freedom Shares.”

The cars are being painted at Northern Pacific’s big car repair and painting shops at Laurel, Mont., where the last of the 25 will be finished in the next few days.

Menk called the special car painting program just one more way in which Northern Pacific is supporting the national effort. He hopes to put both his company and the railroad industry on top of the participating list in the 1969 campaign.

Menk on Committee

Robert C. Lemm recently retired as Northern Pacific agent at Butte, Mont. He joined the company in 1917 as a yard clerk in Butte. Friends and fellow employees honored him at a special retirement party during the summer months. Left to right are Mrs. Lemm, Lemm, and R. D. Thompson, superintendent of the Rocky Mountain Division.

The Industrial Payroll Savings Committee is comprised of 57 outstanding business and industrial leaders. It is charged with planning and leading the national effort to increase sales of U.S. Savings Bonds and Freedom Shares through payroll savings.

Menk will join other members of the committee in Washington, D.C., on January 8, for a meeting with Secretary Fowler and other leading government officials to help launch the 1969 national effort.
St. Paul Employees Surpass UF Goal With Pensioners Help

Northern Pacific employees at St. Paul pledged contributions totaling $33,944.25 in the 1968 Greater St. Paul United Fund campaign to achieve 102.7 per cent of their goal in the community-wide campaign.

Louis W. Mens, Northern Pacific president, expressed his personal satisfaction over St. Paul employees having met their goal and commended those who worked on the volunteer effort.

Several departments and employee units were singled out for high percentage of participation and level of giving. Among them were the office of the general transportation, the dining car department, the office of the district engineer, office of the comptroller, the department of purchases and stores, the personnel office, the office of the treasurer and the Northern Pacific Beneficial Association office staff.

Pensioners may participate in the community program either as individuals or through the offices of their former employers, as did 146 Northern Pacific retirees.

David E. Ryan, who was general chairman of the United Fund program, said the pensioners came through with flying colors and were responsible for putting the company over the top. The 146 gave a total of $13,50 for an average gift of $71.92 compared to the $16.66 average for all St. Paul employees.

A FAIR SHARE pledge in support of the 1968 United Fund campaign is made by Northern Pacific Chairman Robert S. Macfarlane, left, Floyd A. Deming, company secretary and campaign solicitor accepts the pledge. With him is David E. Ryan, assistant director of personnel and general campaign chairman.

Loaned Exec Returned

Lingenbrink Back After NAB Service

Frank G. Lingenbrink, assistant to the vice president traffic, has returned to work with the company after six weeks of service as a "loaned executive" with the National Alliance of Businessmen in its program for Job Opportunities in the Business Sector (JOBS).

Lingenbrink was one of three coordinators for the program in St. Paul, representing industry, the Chamber of Commerce and the Minnesota Department of Employment Security. All worked directly with Louis W. Mens, Northern Pacific president, who is metropolitan chairman for the JOBS program in St. Paul.

At a special report breakfast on Nov. 14, Mens said 227 St. Paul firms had pledged a total of 1,462 summer jobs for disadvantaged youths and 1,074 permanent jobs for hardcore unemployed persons. By Sept. 30 a total of 1,480 youths had been hired for summer jobs and 597 persons were on permanent jobs. The goal for 1968 had been 1,300 summer jobs and 500 permanent jobs.

Lingenbrink called his experience in working on the program a real "eye opener." He said work with both the unemployed and with businessmen asked to participate in the program by hiring and training unskilled, inexperienced persons dramatically changed his thinking about the nation's problems in race relations and unemployment.

"Substantial numbers of those formerly considered unemployable," he said, "are members of the labor force for whom living conditions, educational background, and other personal characteristics placed them at a distinct disadvantage. And, these disadvantages have contributed to a generation gap.

"One objective of the JOBS program," he said, "is to help break this cycle, and I believe our experience in St. Paul represented some substantial successes, both on the part of businessmen and on the part of persons hired.

"The old theory that there is a job for everyone who wants to work is obsolete," Lingenbrink said. "It presupposes that everyone has an equal opportunity to overcome such handicaps as racial prejudice, lack of education, poor personal work patterns, and scores of other barriers to gainful employment and personal success.

"Even with these barriers knocked down," Lingenbrink said, "it is often more difficult for these persons to hold onto jobs that are provided under programs like that of the National Alliance of Businessmen." He said that in the months ahead the program will concentrate on training of individuals, creating better work habits and developing better acceptance of these new workers among other employees in industry.

Juba Heads St. Paul CC Industrial Unit

Robert A. Juba, manager of industrial development in Northern Pacific's property and industrial development department has been named to head a new St. Paul Chamber of Commerce committee that will maintain liaison with industrial development activities and business groups in St. Paul suburbs.

The committee will work with suburban business and government leaders to help keep them informed on plans and programs of the Chamber's Economic and Business Development Division.
Jackhammer to Paint Brush

Construction Abounds at General Office

Northern Pacific now has several hundred well-qualified sidewalk superintendents, experts all in the art of working the jackhammer, trowel, acetylene torch, and welder, framing square and paint brush.

Their expertise has come from months of on-the-job mingling with professionals in every one of the building construction trades and first-hand viewing of rapid progress on several major projects inside and outside the company headquarters building at St. Paul.

Opening of the new Northern Pacific-Great Northern Cafeteria on ground floor in January was followed by the spring debut of a joint

NP Transport Company Adds Trucks, New Color

Northern Pacific Transport Company has a bright new image that proves safety factors can work for you in more than one way.

New tractors, 25 in all, added to the fleet in the past several weeks, were the first to sport a bright new yellow color that not only improves visibility to other drivers, but also gives NPT a bright new image for promoting its business.

As other trucks in the fleet are brought into company shops for major servicing and maintenance, where painting is required, they will emerge the same new bright yellow.

The Transport Company operates about 250 truck tractors, about half in pick-up and delivery service at cities across the northern tier of states and half in line-haul service in Washington and Montana.

George N. Page, vice president and general manager of the transport company, says visibility of trucks in the fleet with the new color is substantially higher than with the predominantly gray color used before.

"We have always maintained a very high safety consciousness," Page said, "and it has resulted in our having won many awards in programs sponsored by the National Safety Council."

"Even so," Page adds, "we have an obligation both to our drivers and to other users of our streets and highways to make sure our equipment is as safe as possible from both operating and visibility standpoint.

"Our safety efforts in the past have concentrated on making our drivers more safety conscious and on equipment reliability. Now, we've added a new dimension."

A plus factor in the new dimension, is that the new color is also doing a better job of advertising services of the transport company.

"These trucks are the brightest on the road today," Page states. "We plan to keep them that way and to continually promote the idea of Northern Pacific Transport Company being among the most progressive firms of its kind in the business."

NEW EXTERIOR at the third floor level of the general office building in St. Paul awaits windows and panels of brown Duranodic 313 dark bronze. Later projects are planned which will match the exterior portion of the lower two floors to the New Third Floor exterior.

As Lobby Work progresses, C. V. Schutt, left, superintendent of the general office building, points out what will be done in the project to G. C. Krahn, director of data systems and programming.
NPT Takes Top Truck Safety Honors

Two of the top three national honors for outstanding safe driver performance were won by Northern Pacific Transport Company in the Common Carrier division of the 37th National Fleet Safety Contest conducted by the National Safety Council.

The Transportation Company's Western Division fleet, consisting of 46 vehicles and 70 drivers, was awarded first place today in Chicago at the Inter-city Group 2 ceremonies held in conjunction with the 56th National Safety Congress and Exposition.

The award is based on the company's safety performance from July 1967 through June 1968. During this period, Western Division Northern Pacific transport drivers operated 2,220,322 miles and had no accidents per 1,000,000 miles of operation.

The Eastern Division fleet, consisting of 53 vehicles and 76 drivers, was awarded third place in the Inter-cit Group 2 at ceremonies held in conjunction with the 56th National Safety Congress and Exposition.

The award is based on the company's safety performance from July 1967 through June 1968. During this period, Eastern Division Northern Pacific Transport drivers operated 2,985,985 miles and had 335 accidents per 1,000,000 miles of operation.

All accidents were counted in the contest except those occurring when a company vehicle was properly parked. Winners were determined after inspection of their records by an auditor appointed by the National Fleet Safety Contest Committee.

The winners were honored at an award luncheon sponsored by General Motors Corporation in the LaSalle Hotel's Grand Ballroom. More than seven hundred safety experts from the nation's motor transportation industry attended the luncheon.

Over 2,600 fleets consisting of more than 323,000 vehicles traveled over 7.2 billion miles during the contest year.

The combined average frequency rate of 12.83 accidents per 1,000,000 miles represents a slight decrease over the previous contest period.

Douglas M. Ferguson, Chairman of the National Fleet Safety Contest Content Committee, congratulated the winners and participants for their support of the Contest and urged them to take greater strides toward safer fleet operations in the coming year.

Six NP Groups Hit 100 Per Cent In Bond Drive

A grand total of 6,058 Northern Pacific employees are now participating in payroll savings plans for the purchase of U.S. Savings Bonds and Freedom Shares.

David E. Ryan, assistant director of personnel, who has headed the company-wide drive to encourage continued and new participation in the program, said the present total of participants represents about 56 per cent of all Northern Pacific employees, up about two per cent from last year.

Top honors for participation in the program during 1968 go to six employee groups for 100 per cent participation. These units include the rules, safety and fire prevention department, with 100 per cent; the Bismarck, Minn.-Twin Cities, division, with 100 per cent; the freight traffic department, with 90 per cent; the office of the freight traffic manager, with 95 per cent; and the office of the general manager, with 100 per cent.

Ryan pointed out that it often is not difficult for a smaller employee unit to achieve 100 per cent participation and particularly raised the efforts of several employee units of larger size for having achieved very high percentage of participation.

He said the traffic department, with a total of 313 employees, had achieved 83.1 per cent participation. The office of the vice president-operating had achieved 78.6 per cent, and the office of the general manager, Seattle, reached 72.7 per cent. Others high on the list included the dining car department, the St. Paul transportation office, the tax department, the oil department, and both freight and general claims departments.

Highest in division standings was the Rocky Mountain Division with 92.1 per cent participation, followed by Yellowstone Division with 81.8 per cent.

1968 NP CALENDAR was used by Spec. 4 John Sweeney from Billings, Mont., to check off the days of his Viet Nam tour of duty.

Counting The Days

NP Calendar Serves in Viet Nam

Northern Pacific wall calendars of the past have traveled to the far corners of the world, and the new one for 1969 will be no different in that respect.

Anthony Schill, a Peace Corps volunteer in the agriculture office at Azarshar, Iran, is among those who have requested 1969 calendars from distant places.

A more likely spot for them to turn up is Viet Nam. Earlier this year D. J. Powers, general agent at Billings reported that he'd provided an extra calendar for Hugh Sweeney, a Billings attorney, who sent it to his son, John, then in Viet Nam and now back in the U.S. attending college.

The elder Sweeney worked on Northern Pacific freight docks at Billings to put himself through law school, and his father, D. J. (Joe) Sweeney was an NP brakeman between Billings and Butte.

The Sweeney family association with the Northern Pacific and its calendar was continued with John's use of the 1968 calendar to check off the days of his service. His duty tour ended in July.

REGIONAL STATION ACCOUNTING, introduced on the Northern Pacific in 1947, completed the first year of its operation in early October. RSA personnel at St. Paul celebrate the occasion with a giant birthday cake with one candle. Left to right are Dick Aalen, Paul Ruther, Bud Davis, Lee Breuer, Les Connelly, Jerry Canen, Ken Aley, Rod Fitch, Madeline vonHeidemond, Betty Sawyer, Jean McGlennon, and Linea Engen. Cutting the cake is Neil Ault, RSA supervisor. The cake was provided by a baker friend of Mike Kolodig, cashier.
Recent Northern Pacific appointments, changes and promotions include the following:

Gary D. Schleger has been appointed assistant marketing manager-forest products. He was formerly project manager in research and development of new products for Conwed Corp., St. Paul, manufacturers of fibrous building, industrial and commercial products from wood, minerals and plastics.

Schleger is a graduate of Purdue University, Lafayette, Ind., and of the Indiana University Graduate School of Business Administration at Bloomington, Ind. He worked for the Elgin, Joliet & Eastern Railway from 1956 to 1961, earned his master's degree in transportation and traffic management, and started his business career as comptroller for Forestry Supplier's Inc., Jackson, Miss., in 1961. He joined Conwed in 1965.

M. G. Bowers has been named assistant purchasing agent, with headquarters at St. Paul. He is a 1960 graduate of the University of Minnesota, Duluth, where he earned a bachelor's degree in business administration and economics.

Bowers worked about a year and a half in sales, then joined Farwell Metal Fabricating division of Farwell Ozmun Kirk & Co. at St. Paul in the production control and purchasing departments.

From 1964 through 1967, he was in the production control department of the Ford Motor Company Twin Cities assembly plant, and before joining the Northern Pacific in September he was in the material handling, stores and warehousing division of Portec, Inc., Minneapolis, manufacturer of quarry, construction and heavy industrial equipment.

D. E. Goode has been named traveling car service agent with headquarters at Missoula, Mont. He joined the Northern Pacific as a crew caller at Glendale, Mont., in 1946 and has held various clerical positions at Billings and Glendale, Mont.

George Stephenson has been named traveling car service agent with headquarters at Seattle, with headquarters at Missoula, Montana. He succeeds R. E. Johnston, who was named trainmaster, Idaho Division, with headquarters at Spokane, Wash., and has held various clerical positions in 1962, became assistant car dispatcher at Seattle.

G. K. Naylor has been named trainmaster, Rocky Mountain Division, with headquarters at Missoula, Montana. He succeeds R. E. Johnston, who was named trainmaster, Idaho Division, with headquarters at Spokane, Wash.

C. J. Annalora has been appointed trainmaster with headquarters at St. Paul, Minn., to succeed W. W. Francis, who has been in the signal department at Centralla, Wash.

Robert W. McKellips joined the company in early October and is currently a researcher in the market research section of the freight traffic department at St. Paul. McKellips attended Syracuse University, N.Y., South Dakota State University at Brookings, S.D.

M. B. Walker has been named assistant advertising engineer, Paradise and west, with headquarters at Tacoma, Wash. He has succeeded the late A. T. Brumfield, who died the first week of Oct.

Walker Brumfield Brumfield joined Northern Pacific in 1933 as a maintainer's helper at Pompey's Pillar, Mont. He has been a research engineer on a part-time basis, and was in the signal department during World War II. He has been the chief engineer since 1964 and has held various clerical positions in the signal department.

D. G. Minder has been appointed research analyst in the freight traffic department, with headquarters at St. Paul.

Minder joined the company at St. Paul in 1962 in the district ticketing office of the dining car department.

W. R. Beam has been named assistant to the vice president, oil development, at Billings, Mont. He joined the company as a landsman in the oil development department in 1953 and later became land manager, which position he held until the present promotion.

W. H. Maloch, Jr., has joined Northern Pacific as exploration and land manager in the oil development department. He attended Magnolia A & M, Magnolia, Ark., and Oklahoma State University.

J. L. King has been appointed assistant general manager-terminal operations, with headquarters at St. Paul.

King joined the company on Oct. 1. He was formerly a division superintendent with the St. Louis and San Francisco Railway, with which firm he held earlier assignments at Tulsa, Okla., and Memphis, Tenn.

Benefit Changes Listed by NPBA (Continued from Page 3) tory and x-ray examination, etc., are available on his request from an N.P.B.A. Hospital at no cost to the member.

D. D. Due to meet the expense of providing health coverage, expanded benefits, as well as preparing to meet the health needs of the future, dues have been increased from $10.30 to $11.00, plus the $1.00 special assessment which continues through May, 1969. This repre-

Increase in Export-Import Trade Is Objective of Visit to Japan Northern Pacific Railway's continuing program for development of import-export trade between the U.S. and the Far East via Pacific North west ports was given a big boost in early October with a visit to Japan by six company officers.

Louis W. Merk, president, and E. M. Stevenson, vice-president, traveled the Northern Pacific delegation. They were accompanied on tours of Japanese ports and industrial centers by William H. Egan, marketing manager for trailer-on-flatcar and container services; Ralph G. Avery, marketing manager for grain; and William F. Greer, director of public relations and advertising; all from St. Paul; and Larry S. Kiser, western freight traffic manager, Seattle, and Kitagawa, director of Far East sales, from Northern Pacific's Tokyo office.

The visit provided an opportunity for the exchange of news and information on the import-export needs of Japanese and other Far East manufacturers, and transportation services offered by the Northern Pacific on raw materials and finished products moving to the Pacific Northwest ports.

Mr. Stevenson and others in the Northern Pacific delega-
tion said that in their conversations with Japanese manufacturers, industrialists and shipping representatives, they stressed the fact that in trade with the majority of the largest cities in the U.S., use of the Pacific Northwest ports and the Northern Pacific Railway provides the shortest possible route.

The visit also gave the Northern Pacific officers an opportunity to review progress on port and shipping developments for improved container utilization.

Since Northern Pacific established its Tokyo office in June, 1967, there has been a continuing increase in volume of import-export traffic and substantial growth in the amount handled in containerization.

To help meet this growth in import-export business, Northern Pacific has expanded its TOPC-COFP facilities at Seattle and other Pacific Northwest points. New developments are also under way at Northtown Yards in the Twin Cities.

Each of the officers indicated that the visit to Japan was of exceptional value to them in planning and promoting future Northern Pacific import-export programs.

PART OF DELEGATION from company headquarters on visit to Japan joins Northern Pacific Tokyo staff after having hosted a special reception for more than 250 guests. Left to right, first row, are M. Kitagawa, NPB's director of Far East sales, Miss Hino and Miss Fujimori, both NPB secretaries, back row, Louis W. Merk, president; Larry S. Kiser, western traffic manager; William F. Greer, director of public relations and advertising; W. H. Egan, marketing manager for TOPC-COFP; and T. Kohzai, chief of general affairs, Tokyo office.

MORE THAN 200 guests attended a special reception sponsored by Northern Pacific in Tokyo during the visit of several company officials to the Tokyo office and Japanese ports and industrial centers.