



Chesapapagraphs

March 13, 1959
Vol IV, No. 18

Please do not release for outside distribution:

YANKEE AGENTS SHOW LEADERSHIP

Unless we miss our guess, the next monthly meeting of the Yankee Group of the P.R.R. Agents Association will be one of the best-attended ever.

W. F. Funds, president, has arranged for a tour of the Chrysler Corporation plant on Friday, March 20, after the dinner at the Gateway Restaurant on DuPont Parkway. Bob Swales, agent at Newark, cooperated with H. W. Wright, traffic manager at the Chrysler plant, in setting up the tour, and Mr. Wright will be host.

The Chrysler installation is one of the most important on our region, and its recent acceleration of operations has meant a substantial increase in traffic to us.

The opportunity to see this huge auto assembly line turning out the Dodge and Plymouth cars which are put together here is one that everyone doesn't have, and not only the Yankee group, but anybody interested is invited to make a dinner reservation with Mr. Funds, who is chief clerk at the freight station in Chester, Pa.

Transportation will be provided from the Wilmington passenger station, departing at 5:50 P.M. The return trip is scheduled to reach that station at 9:45 P.M. The dinner price is \$2.50 and there is a choice of swiss steak, French fried shrimp or baked filet of sole.

O---O

Freight Side Upsurge

There has been a marked pickup in freight traffic and we believe that freight department activity has prompted some of this over and above the advance in business in general.

The Yankee tour is an evidence of what we mean.

There are, however, many others. E. R. Norris, District Sales Manager in Baltimore, has been particularly active in many directions.

He has put out a memo to clerks and representatives telling of the experience of Harvey Statts of American Stores, who said:

"If everyone who comes into our stores is made to feel they are wanted, we will get our share of the business." He related this to our own telephone personality.

He also noted this letter to A. J. Molyneaux, at Bayview:

"Dear Mr. Molyneaux:

We wish to express our thanks for the very special service given our request for help in moving car GTW 516164 from Baltimore to Washington.

Your cooperation is greatly appreciated.

Very truly yours,
KELLOGG SALES COMPANY"

Then he commented that it was a fine job on the part of the Transportation Department as represented by Mr. Molyneaux.

Elmer also was moderator at the Toastmaster Club of the Railroad Community Committee, and he is a member of a Great Decisions discussion group. If you want a comment about this with respect to its value---for next year, that is---as a railroad community project, just ask Elmer about it.

Finally, he picked up our little idea of the Fifty-Niner prospectors, carried here two weeks ago, and prepared a last page for this issue, which could have a direct and worthwhile effect on our drive to obtain new business. Be sure to go all the way through to the end this week.

O---O

Community Committee

The quarterly meeting of the Baltimore Railroad Community Committee took place last Friday, and plans for a number of enterprise were discussed. The rail tour of Cumberland in May will be under the auspices of the Baltimore Committee, which will provide the motive power and equipment---but the Chamber of Commerce of Cumberland will take care of all other details, such as coffee and doughnuts, narration of descriptive material on the facilities to be viewed, invitations, and transportation to and from the departure station.

O---O

Welcome---and Farewell

We welcome to the Chesapeake Region Dr. John H. Bechtel who has been appointed Regional Medical Officer, succeeding Dr. Joseph Sindler, who has retired.

Dr. Bechtel comes to Baltimore from Columbus, Ohio, where he has been Regional Medical Officer since November, 1955. He is a graduate of the Boston University School of Medicine, following study at Virginia Polytechnic Institute and Princeton University. He served as interne at Newton-Wellesley Hospital in Newton, Mass.

Following service in the Army Medical Corps in Germany, he joined the Pennsylvania as medical officer at Conway, Pa., in 1953. He was born in Woodbury Township, Blair County, Pa. He and Mrs. Bechtel, the former Shirley Foster, have two children, a boy and a girl.

He is a member of the American Medical Association, the American Association of Railroad Surgeons and other medical organizations.

In addition to wishing Dr. Sindler a happy retirement from his railroad duties, we bid farewell to Page Haverly, promoted to Assistant Road Foreman and Assistant Trainmaster at Ridgway, Pa., on the Northern Region and to Lieut. Harry Higgins, of the Police Department who advances to the rank of Captain at Williamsport, where he will have charge of the Susquehanna District in the same region.

O---O

A.A.R. President Speaks

It cannot be the function of Chesaparagraphs to print entire speeches, but there are some paragraphs in the address by Daniel P. Loomis, president of the A.A.R., which are worth reproducing here. Particularly is this so because they won't be found in newspapers or

other general-circulation publications, but they do provide wonderful quotes to be used when you speak in behalf of the railroad industry.

On the current situation he said:

"Recent years-and certainly recent months-have seen a wonderful new spirit taking hold in railroading. Streamlined thinking is spearheading the way for streamlined operations. Railroads are stripping down for action. We are cutting out the deadwood of losing and unpatronized services and concentrating effort and resources in areas of greatest promise. Many traditional practices may have to go by the board in the process. A lot of sacred cows may have to be put out to pasture. But there is no alternative."

On the legislative climate he contributes a dandy:

"I am convinced the American people are far ahead of their legislatures in seeing that the railroads long ago ceased to hold a transportation monopoly, that they are unfairly and senselessly victimized by government policies favoring their competitors, and that changes to put all carriers on an equal competitive footing are imperative. I say, the public be praised!"

And his conclusion shows up-to-date thinking and ought to encourage every railroader in the country:

"I know that railroadmen will not shrink from this contest, however bitter it may become, and that they will meet this test just as they meet the great transportation challenges of peace and war. And at the end of the line, we shall have secured our future: we shall have created a stripped-down, streamlined, space-age railroad system, offering exciting new levels of service to our dynamic country."

0---0

Around the Horn

Stemmers Run---Mike Kikas, of 721 Stemmers Run Road, a thirteen-year-old lad who has good powers of observation, noted a brake shoe from Train No. 170 on Sunday, February 27, and called Lee Woolston, in the Ticket Office, about the matter, hoping to prevent trouble that could have resulted. Mike has the thanks of the railroad.

Chicago---The nation's railroads in 1958 extended their perfect safety record in Pullman car operations to seven consecutive years. More than 6,000,000 passengers travelled about 4,250,000,000 miles in Pullman cars without a single fatality in 1958, and the number of Pullman passenger-miles safely handled by the railroads during the year was equivalent to about 1,500,000 cross-country journeys.

Bridgeville---Our safety movie was shown by the Safety Committee of the Sussex County Volunteer Firemen's Association in the Lord Baltimore High School here.

Seaford---Gordon C. Campbell, of system headquarters, will talk on TrucTrain operations at the meeting of the Delmarva Traffic Club on Monday, March 23.

0---0

FIFTY-NINERS

Two weeks ago we told you about the Fifty-Niners. You, too, can be a Fifty-Niner and we hope you can find some nuggets. Where? In your daily contacts, from your friends, from people you know.

Suggested below is the information we need to help the Sales Department to follow up your tips. You don't have to fill in all the answers but give us as much as you can. Sign your name so we can acknowledge your interest and assistance and get more information from you if needed.

Tear off this page and mail it to C. E. TAYLOR, Manager-Public Relations, Baltimore

Tip of Business Moving Via Competitors of P.R.R.

SHIPPER & ORIGIN _____

DESTINATION _____

COMMODITY _____

VOLUME _____

HOW MOVING _____

NAME

#cet#