What’s the big subject they’re talking about?

See Page 3
I've 11:15 on a cold winter night at Harsimus Cove, in the scene above, and Engineman Ed Briner is ready to roll.

His E-44 electrics will soon be pulling out of the yard, at Jersey City, N.J., with the PRR's newest mile-a-minute freight. Known by the symbol, AC-1, it offers East Coast shippers fast service to Chicago and markets throughout the West.

AC-1 operates nightly between Harsimus Cove and 55th Street Yard, Chicago, covering much of the 900-mile route at a 60-mile-an-hour clip. In 29 hours, an average of 100 cars are delivered at 55th Street for prompt routing by connecting roads.

This was a typical night at the Cove. Loads had been floated across the North River earlier from PRR piers in New York. As soon as received in the yard they were made up and checked out for AC-1.

"We're pulling out tonight with 60 cars," said Conductor Howard Shade. "We'll pick up more in Newark and Philadelphia. From then on they'll be relayed right on through, without switching, to Chicago."

Car Inspector John Falco went over the journals with a sharp eye, then said: "I'm glad to see this new train. It gives shippers an idea of the good service we can give them. I'm sure it means more business for us."

Yard Clerk John O'Donnell agreed. His part was helping make proper classification of cars into AC-1. At his trackside window he noted each car coming off the hold-track, phoning car numbers, in train order, to the Yardmaster's Office. There a consist was prepared and a tape cut for teleotyping to points along the route.

In JH Tower, Switchtender Wes Walters was manning air switches and signals for train moves in the yard. He knew AC-1 was hot. "Once I get the word, I give her the track," he said.

The schedule was tight. AC-1 was to clear Philadelphia, for example, by 4 a.m.; Harrisburg by 7:55 a.m.; Altoona by 10:55 a.m. At Harrisburg there was the first crew change and a yellow-topped cabin car was put on. It would stay with the train all the way. Electrified territory ends here and so the E-44's came off and diesels came on.

Charlie Diehl, the new engineman, soon had the train pounding toward Altoona. At Brush Yard there, he was able to tell his replacement, Jim McCarthy: "Buddy, everything's in good shape."

Out of Altoona, the train snaked around Horseshoe Curve, through the Gallitzin Tunnel and on to Pittcairn Yard, near Pittsburgh, by 2:10 p.m. Time for a crew change and a 500-mile inspection.

Car Inspector Rocco Ross checked air brakes and commented: "We can't have delays with this hotshot. Everything's got to be right."

On the run to Crestline, AC-1 arrowed across the Allegheny and skirted the Ohio, passing Conway Yard. Flagman Howard Helsel was keeping a sharp watch on his freight and scanning other trains for possible hotboxes. "We're really making time," he said.

Conductor Wayne Heinzelmann took over the train from Crestline to Fort Wayne. He put some coffee on the cabin stove, then went over his wheel report. At Sugar Street Tower in Lima, Ohio, he tossed a message on the consist for dispatch to Fort Wayne. "This is my third run with AC-1," he noted. "We're going to be a little ahead of schedule tonight."

In fact, Engineman Elmer Bandt, who had the throttle from Fort Wayne to Chicago, said, "We'll beat it by an hour."

A light snow was falling as AC-1 barreled through Gary, Ind., the Journey's end: AC-1 arrives ahead of schedule at PRR's 55th Street Yard in Chicago.

Conductor G. J. Haslup hands waybills to Clerk U. G. Campbell at 55th Street, the Hundred-car freight glides around curve in mountains, on the way to Johnstown.

Conductor H. P. Shade hands air slip to Engineman E. J. Briner before the run.
On the ‘New Look’ Pennsy:
THESE RETARDERS PLAY IT BY EAR

This big Pennsylvania Railroad boxcar rolling down the track at Grandview Yard, Columbus, Ohio, is in for a novel experience.

Its steel wheels are going to be hugged by a type of retarder control never before used on the Railroad. The mechanism works by sound. Its “ears” tell it how fast a car is rolling. Using this and other information, it slows down the car enough so the operator can route it to a safe coupling on its proper track.

The new device, installed by PRR forces, may be the answer to the problem of bringing big-yard efficiency to moderate-size yards, providing shippers with the no-delay, damage-free service they require.

“The result at Grandview is improved freight service to and through Columbus,” says David E. Smucker, vice president, operations.

“We now classify cars on a 24-hour basis, as contrasted with the previous 8-hour operation, and are handling many more cars per hour. Deliveries to local industry are made sooner—in some instances by as much as 16 hours.”

“This bolsters our efforts to provide outstanding service—to keep our customers in the face of competition, and to attract new business.”

The brain of the new retarder is a sensing mechanism which gets information in two ways:

First, as the car comes down the hump, it moves over a specially notched rail and sets up a vibration. This is heard by the sensing device and tells it how fast the car is moving.

Second, the weight of the car—which affects its momentum—is recorded by its pressure on the rails. The sensing device combines these two items of information to determine the car’s rolling qualities—it’s “rollability.”

Meanwhile, the retarder operator in a nearby booth decides how fast he wants the car to exit into the classification track, basing his judgment on whether the car has a long way or short way to go before it couples. He presses a lever to tell the sensing mechanism the exit speed.

The mechanism considers his request, plus the car’s rollability, and instantly computes how much pressure must be applied to the car. Hydraulically-powered steel “shoes” alongside the rails do the actual squeezing of the car wheels.

The slowing action performed by the master retarder at the base of the hump is supplemented by a secondary retarder. There are three of the latter, each one controlling three of the nine classification tracks.

Minstrel to the Blind

SEVERAL years ago, Cornelius J. (Neil) McIntyre, clerk in the Sales Manager’s Office, Eastern Region, reached his 30th birthday. It seemed a good time to take stock of himself. This is what he saw:

A bachelor, without obligations, spending his free hours partying, bowling, dancing, swimming, skating.

“All this adds up to,” he says, “I’m a good deal happier and more satisfied with myself than I was a few years ago.”

During the Christmas holidays, Neil also plays the organ at 30th Street Station, Philadelphia.

“We have a ball. These people need help. He chose the Catholic Guild for the Blind—he’s not sure why—and dropped in at one of its special church services.

The first thing he noticed was: no music. The church couldn’t provide an organist. To Neil McIntyre, that seemed providential; he had been playing organ and piano since his parochial school days.

That’s how Neil became the church organist for the Guild, as well as pianist at its meetings, dances and holiday parties. The Guild is nonsectarian; 70 percent of the members are not Catholic.

“Sometimes as many as 500 blind persons attend our parties,” Neil says. “We have a ball. These people have a fracturing sense of humor. And they love music.”

Neil decided he could take on something else, and became pianist at Inglis House, an institution for incurables. The courage and cheerfulness of the patients is an inspiration, he says—they help you more than you help them.

He also plays organ at 30th St. station.

Other players: Elevator Operator F. D. Bullock and Statistician P. L. Williams.
The big subject was SALES

The men who bring in the business met last month to discuss ways of bringing in more. PRR salesmen, whose job it is to sell the transportation "product" created by all the other employees of the Railroad, gathered in Philadelphia for their annual System meeting.

They came from New York and Chicago, from Buffalo and St. Louis, from Washington and Cleveland, and many other parts of the Railroad.

They came, too, from the off-line points that are serviced by PRR salesmen—Los Angeles and Jacksonville, Boston and Dallas, Montreal and Denver, and a score of other cities.

They heard Stuart T. Saunders, chairman of the Board of Directors, sound a call for a System-wide effort to boost PRR business substantially in 1965.

"We have much more to be optimistic about than we did when I talked with you last year," Mr. Saunders said.

"The progress we have made up to this point in convincing the public that a dynamic new Pennsylvania is taking shape is creating a more receptive attitude to our sales program. "Our improved results have attracted widespread attention in the business community, and we are now looked upon with renewed admiration and respect. People like to be identified with a winner—and especially one who is making a comeback against formidable odds.

"We have a basically strong service to sell, in a territory which combines the Nation's busiest complex of industry, agriculture and metropolitan development. Every day we have the opportunity of making our railroad better, our company stronger, our customers more loyal."

The intensified sales effort must be backed up by all employees who have a hand in operating and servicing trains, Mr. Saunders emphasized.

"I am asking you for that extra effort, over and above routine performance—for the added drive that makes the difference between being merely adequate and becoming outstanding," he said.

"If each of us determines to take that extra step, to go beyond the average, we can prove to ourselves, as well as to our customers and our competitors, that the Pennsylvania can and will regain its position as the Standard Railroad of the World."

Recent improvements are enabling the Railroad to put "a better product" on the transportation market, Mr. Saunders declared.

"Already we can see the benefits from the $120 million we spent this year for cars and locomotives, in addition to a heavy program of car rehabilitation," he said.

"In recognition of your needs, we stepped up our 1965 equipment planning first to $125 million and then to $150 million."

Further modernization of car and locomotive shops should keep to a minimum the proportion of equipment in bad order and awaiting repairs, Mr. Saunders said, and added that the PRR now has the lowest bad-order ratio in seven years.

Recent changes in the organization of PRR departments are resulting in smoother and more efficient operating procedures, Mr. Saunders continued. An electronic system now being set up for compiling and transmitting railroad data will help the salesmen provide more information for PRR customers.

"In sum, we are giving you a better product to sell, and it is up to you to sell it," he said. "I am confident that you will do this—that you will improve your selling just as we are improving our product."

Mr. Saunders stressed that there are few shippers that have to rely solely on the Pennsylvania Railroad. Most have a number of carriers to choose from.

"We cannot hold our old customers and gain new ones unless we grow in usefulness to them," he emphasized.

"With this purpose in mind, he said, all departments of the Railroad must work closely with all the others—none can afford to think and act as if independent of the others.

Sales, rate-making, operations, finance and all other departments, he declared, must understand that all are parts of a single function, which is to provide a transportation service that is:

- Efficient
- Economical
- Dependable

Adapted to the needs of the public

With all PRR people dedicated to that prescription, he said, they can look forward to continued growth and prosperity for their railroad.

Among the other System officers who spoke was President Allen J. Greenough. He detailed the additions to PRR equipment achieved in 1964 and proposed for 1965.

He emphasized the expansion of locomotive horsepower. The additions made during 1964 raised the number of road diesel units in service to 1200, with a total of 2½ million horsepower. The 150 new units to be acquired during the first quarter of 1965 will add 375,000 horsepower, a 16 percent increase.

Sixty of the new units will be equipped with six-axle trucks and six traction motors for extra heavy-duty service on unit trains hauling coal and ore.

The PRR will also acquire more than 6000 new freight cars of a wide variety of types, and will have an extensive car repair and rebuilding program, Mr. Greenough added.

"All in all," he said, "this is an extremely ambitious program, representing not only the management's confidence in the future, but its determination to rebuild our car fleet so as to give our salesmen the finest tool in the country on which to build new business."
New boxcars on the ‘New Look’ Pennsy:

They’re tough . . . but soft on freight

The unusual ribbed sides give a rugged look to the 887 new Cushioned Cars that have been rolling off the assembly line at Samuel Rea Shop, Hollidaysburg, Pa.

The “ribs” are really folds in the steel that act like strengthening columns, eliminating the need for inside stakes. That makes it easier to install insulation panels.

Polyurethane insulation, which has been installed in 400 of the cars, will protect canned and bottled goods and other sensitive products to be carried in these cars.

In addition, most of the cars have load dividers, which act like inside doors to divide the cars into “rooms” to help keep the load damage-free. Another group of the cars provides protection in the form of metal rails affixed to the inside walls, to which crossbars are attached to hold lading in place.

And out of sight, inside the underframes of all these cars, are cushioning devices that can squeeze inward as much as 20 inches, to absorb coupling impacts. This contrasts with the 5- or 1-inch “give” of the typical car.

These devices act much like the hydraulic struts in the landing gear of giant transport planes. Any impact forces a piston against a pool of oil, which “soaks up” the shock.

Each of the new boxcars costs as much as a substantial home—the cost ranges from $17,000 to $21,000, depending on the kind of fittings in the car.

“Treat them just as gently as all other cars. Okay?”

“Many thanks.”

M. W. (Mel) Corl, who started on the PRR as a laborer in 1929 and is now gang foreman at Samuel Rea Shop, is usually a mild sort. But listen to him sound off now:

“Some yard men have a misunderstanding about the Cushioned Cars—sides are riveted in place as X-58 Cushioned Car takes shape at Samuel Rea Shop.

An oil reservoir for a Hydra-Cushion unit is set in underframe by A. F. Lescoli.

F. L. Stiffler moves a Keystone Shock Control, another type of cushion unit.

William D. Eisenhart puts the finishing touches on car’s stencilled information.

Now, don’t get this wrong!

—Says Gang Foreman M.W. Corl
On The Way Up

Personnel and Title Changes

Purchases & Real Estate Department
Stoner, H. P. Secretary to Vice President
Purchasing Department
Atkinson, L. S. Purchasing Agent, Phila.
Humphries, Ernest Buyer, Phila.
Sharron, J. P. Purchasing Agent, Phila.
Zimmerman, F. A. Purchasing Agent, Phila.

Material Manager
Barr, H. E. Supervisor Material, Altoona
McCluskey, J. F. Supervisor Material, Altoona
Hanks, R. N. Asst. Manager Material (M.E.), Phila.
Johnson, E. F. Supervisor Material, Altoona
Kaufmann, W. A. Supervisor Material, Harrisburg
Louver, R. S. Asst. Area Supervisor Material, Altoona
McNerlin, J. R., Jr. Supervisor Material, Altoona
Parsons, W. S. Supervisor Material, Altoona
Sampson, D. A. Superintendent Material Handling, Phila.
Walker, P. D. Supervisor Material, Altoona

Real Estate Department
Andeles, F. A. Real Estate, Representative, Cleveland
Beden, E. B. Mining Engineer, Pittsburgh
Dunn, W. R. Manager Real Estate, Eastern Region
Geist, A. R. Real Estate Agent, Baltimore
Jordan, R. D. Manager Real Estate, System

Leitch, D. R. Supervisor Real Estate, Pittsburgh
Suman, J. J. Supervisor Real Estate, Phila.

Legal Department
Calihan, C. P., Jr. Asst. General Solicitor, Chicago
Lamperski, E. A. Asst. Claim Agent, Indianapolis
Watson, C. J. District Claim Agent, Cincinnati

General Manager Transportation
Gutz, J. G. Asst. Supervisor of Movement
Nesbit, P. P. Head Clerk
Tedeschi, N. J. Car Distributor

Chief Engineer
Borgini, G. Engineer-in-Charge, Terra Haute
Konecny, J. E. Engineer-Shop, Phila.
Esque, J. P. Engineer-C&S, Phila.
Hagan, J. N. Asst. Engineer, Chicago
Meier, N. B. Transistor, Indianapolis
Salzler, J. W. Asst. Engineer, Columbus

EASTERN REGION

Cheesepoke Division
Baldwin, C. C. Asst. Trainmaster, Wilmington
Blake, J. E. Supervisor Structures, Baltimore
Breding, L. H. Asst. Trainmaster, Wilmington
Compton, I. R. Asst. Supervisor C&S, Wilmington
Cunningham, J. G. Asst. Supervisor C&S, Baltimore
Disher, J. H. Captain of Police, Baltimore
Kendig, W. Asst. Division Operator, Baltimore
Phillips, M. R. Supervisor Track, Perryville

You can take the man out of railroading but you can't take railroading out of the man. That's how it is with Eward T. Mitchell of Paoli, Pa., a retired PRR ticket sales employee. Mr. Mitchell keeps alive his lifelong interest in making and showing movies of railroading. He has put together a 1½ hour show, filmed in color and black-and-white, telling of modern American passenger trains. Railroads supplied some of the footage but much of it he shot himself. He enjoys showing it to civic and fraternal groups, Boy Scout troops and YMCA audiences.

"I feel there's a message for oldsters and youngsters alike," says Mr. Mitchell.

best foot forward

Lee R. Eckman of West Chester, Pa., writes his thank-you for Wilmingtton Ticket Clerk Martha McDowell and "the expeditious and gracious manner in which she handled a problem the other evening." Mr. Eckman was riding a train from New York and happened to leave an express camera on his seat. When he discovered the loss he called Mrs. McDowell, he says, adding: "It has been a long time since I have talked to anyone so understanding and courteous. By her prompt action she puts it, "I had an opportunity to

The PRR received this note from J. Dillen of Altoona: "The removal of the old train shed was certainly a benefit to the skyline. Now we have another transformation. I want to thank you for the interest you have shown in helping brighten up things in downtown Altoona. I know the 'new look' is appreciated by all our citizens. I am sure with continued cooperation from the PRR and a sincere desire on the part of many of our citizens for an improved city, we can look forward to better things in the days ahead."

After traveling from Chicago to St. Petersburg, Fla., aboard the South Wind, Miss Laura L. Felver took time to write this letter to the Railroad. "I wish to commend Attendant Albert D. Lewis. "I became ill on the train and Mr. Lewis rendered service beyond the call of duty to provide for my welfare and comfort when he left the train at Jacksonville, Fla., he very thoughtfully left me in care of the relief attendant. This kind service is one of the reasons I prefer to ride Pennsylvania Railroad trains when possible."

Jack Piatt, president of Millcraft Products, Inc., Washington, Pa., recently rode the PRR to and from New York as part of a tour. As he puts it, "I had an opportunity to meet Sales Representative Harry Williamson who was host on this tour. No better image in behalf of the PRR could have been formed by anyone. The congenial and courteous manner of Mr. Williamson is to be highly commended. You can be assured if our organization has any need for your type of transportation that we will be certain to call upon your facilities."

Trappe Frozen Foods Corporation of Trappe, Md., was recently awaiting arrival of a mechanical refrigerated car, loaded with 100,000 pounds of frozen vegetables at Klamath Falls, Oregon, and routed via SP, UP, CB&Q and PRR. As Gordon K. Calvert of the Trappe concern pointed out to the PRR, "We are anxious to get delivery if at all possible on October 16 and in order to accomplish this the PRR would have to do some fancy juggling."

When advised by PRR people that this would be done, Mr. Calvert replied: "We consider delivery on the 8th day from date of shipment, Klamath Falls to Easton, an accomplishment to be noted. Each participating carrier can be proud of the service rendered and I should like to express our sincere appreciation of this service. Thank you, one and all."

In Other Words: Business Grows Where Courtesy Shows
Why this carload of railroad men?

They’re learning how to sell PRR freight service better

It was a gleaming, sun-drenched Saturday, an ideal day for taking in a football game, trimming the backyard bushes, or getting out the 12-gauge for a day in the woods.

But these Sales Department men chose this day to take a non-deluxe ride around Chicago.

Their purpose: To get a clearer idea of the layout of freight yards, tracks and connections with other railroads, to make possible a more intelligent selling job.

The tour train consisted of a switcher, two coaches, and a gondola to provide an unobstructed, though windy, view.

The idea came from James O. Flaherty, then assistant district sales manager at New York. He knew that Chicago, America’s busiest freight terminal, had a complex rail network, and he felt that a first-hand view would help his sales force serve shippers better.

Mr. Flaherty discussed this with Lawrence J. Logsdon, sales manager of the Chicago district, who sent out an invitation to sales personnel: A free tour, on your own time, attendance voluntary, dress optional.


They got acquainted with key yards: 59th Street, Colehour, Dolton, 55th Street, the TrucTrain terminal. They also were briefed on the new $322 million program that will modernize 59th Street, build a new car shop, and convert 55th Street into a large TrucTrain terminal.

Earl Williamson, assistant superintendent of transportation, served as commentator.

After the tour, Sales Manager Logsdon was congratulated and thanked by the visitors. “You’re welcome,” he said. “Now I’d like my men to see Philadelphia and New York.”

His wife calls him Captain

If you have trouble being boss in your house—if your wife doesn’t treat you with the respect you’re entitled to—bribet, get a boat.

On a boat you’re Captain. Your wife has to take orders. She’s the one who unties the rope off the dock. You’re the one at the controls.

When Mr. and Mrs. Ernest W. Culver, Sr., board their boat, the first thing she does is run up her flag, which bears the letters GS. That stands for Galley Slave.

But Mr. Culver—a yard conductor at Bay View, Baltimore, Md.—isn’t a mean old Captain Bligh. He often lets his wife pilot the boat. He has had seven boats since he joined the PRR 23 years ago, and he has paid her the supreme compliment of naming every one “Judy,” after her.

Mr. Culver grew up on the Eastern Shore of Chesapeake Bay. He started with rowboats, and has worked up through sailboats and motorboats to his present 22-foot, 220-horsepower cruiser.

Life’s great on water, he says. “I can be mad at the world, down on everybody, but I get out there and nothing bothers me,” he explains.

He and his wife are active in the PatapSCO chapter of the United States Power Squadrons, a national organization of power boat owners. They often participate in “rendezvous.” That means you have to navigate to a designated spot in the bay or the ocean. Then the boaters proceed in a group to a seaside resort for a crab feast or luau.

Mr. Culver appreciates a work schedule that allows him two weekdays off. “Fishing’s better then,” he explains. “On weekends, the bay is too crowded.”

But the best fishing is at night, when rockfish, flounder, perch and crabs come easy in Chesapeake Bay. “Takes real navigation to find your way after dark,” he adds. “That separates the men from the boys.”

Mr. Culver teaches navigation and safety to members of U. S. Power Squadron.
I

William, would realize a boyhood dream and ride a locomotive. PRR officials
whistle cord. Proud daughter Kay rode behind in a coach.

the first time last winter, and proved an efficient, economical way to haul

ment, operated in conjunction with the Soo Line Railroad, was tried out for

Mile-a-minute freight trains—Three new trains from the Eastern
Seaboard to the Midwest have joined the PRR’s lineup of freights author-
ized to travel 60 miles per hour: AC-1 carries general merchandise from

as a reason for wage disputes. The unions say they wish to increase the wage

ate a major aid in promoting trade.”

Over the tracks—The first
structure in a planned large-scale
building development is taking shape
over the tracks adjacent to Union
Station, Chicago. The 20-story Tish-
man Gateway Building, a russet-
colored metal and glass structure,
will be available for occupancy in
the spring. The development is part
of the railroad’s program to make
constructive use of “air rights” and
unneeded land.

More ore traffic—A new in-
dustry in the Port of Philadelphia
will import metallic ores from many
parts of the world, and process them
for the Nation’s steel, refractory and
chemical industries. The plant, the
only one of its type in the U.S.,
could add up to a million tons of ore
annually to the volume handled
through the PRR ore pier.

To aid servicemen—Lower
fares for military personnel, travel-
inf uniform and at their own expense, have been ex-
tended for another year. The special
round trip fares mean a saving of
as much as 1.9 cents per mile.

Winning passengers—The
PRR joined with other railroads to
conduct a seminar for 220 travel bu-
reau representatives in Union Sta-
tion, Chicago. They got a first-hand
look at train accommodations and
were briefed on the advantages of
rail travel. The aim was to improve
sales efforts for trips east and
west from Chicago.

More rack cars—The PRR is
adding 107 more multi-level cars
to transport new automobiles. This
makes a total of 899 such cars in
service. In 1964, the PRR carried
400,000 new autos, a 60 percent in-
crease over 1963. Nationally, one out
of every three new autos now moves
to market by rail.
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