



Vol. XXV ISSUED BY THE SAFETY & FIRE PREVENTION DEPARTMENT, NORTHERN PACIFIC RY., ST. PAUL, MINN., SEPTEMBER 1962 No. 9



An aerial view of the City of Fargo, North Dakota, "Transportation Hub of the Northwest" shows the new Civic Center in the foreground, the Northern Pacific

Depot and General Office Building at the far left, with the "Main Street of the Northwest" running from center left to upper right.

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MEMO . . . FROM THE PRESIDENT

Recently, I spoke at the St. Paul Sales and Marketing Executives Club on the subject of sales.

Because our business is essentially service, my major emphasis was on the vital contribution employees make in the success of any service organization.

I would like to quote a few excerpts which have an important bearing on our business.

"In today's highly competitive economy, no salesman, or business firm, can afford to take customers for granted. Almost without exception, businessmen find themselves courting customers who need only cross the street or pick up the phone to obtain a comparable service or product.

"A company needs new customers to grow, of course, but we sometimes become so preoccupied with the constant challenge to bring in new business that we often neglect what I call, for want of a better name, the area of fallibility.

"This is the area where most old customers are lost, lost because of errors in filling orders or failure to provide the service or faithfully keep other commitments; promised.

"When we fail to recognize the symptoms which strain business relations, we open the door wide for our competition.

"I am going to risk being too elementary for this audience of skilled sales executives by devoting a few words to the simple act of smiling. Books have been written about it, thousands of words have been spoken for it, yet we sometimes fail to communicate the importance of a smile. In no other area of human relations, to paraphrase Sir Winston Churchill, can so little return so much."

"A business can go forward or backward, BUT IT CANNOT STAND STILL.

"If it moves backward, it is tagged as a failure. If it moves forward, it is dogged by determined competitors seeking the same goals in the same market. Success in this race is not always to the swift. The victory goes in the long run to the company with the conscientious, informed, helpful, enthusiastic and friendly sales organization."

Every employee on our road is a part of the Northern Pacific sales organization.

Paul MacFarlane

FARGO --

ALL-AMERICAN CITY

Fargo, North Dakota, is located 250 miles northwest of Minneapolis and St. Paul, is on the eastern boundary of North Dakota and on the Red River of the North which flows into Hudson Bay.

Fargo had its beginning back in 1870 when eager fortune seekers were dashing up and down the Red River trying to outguess each other as to the probable location where the Northern Pacific would cross. Land company men, being stockholders of the railroad, had been informed about the location of the real crossing, and to lead alert "boomers" off the scent they ran several survey lines from the east to the river, then made a sudden dash for the real site on the evening of July 4, 1871.

In September of that same year Moorhead, Minnesota, was platted on the east bank of the Red River and that winter the rails reached this location. High prices of Moorhead real estate forced home and fortune seekers to pitch their tents on the west side of the river, creating a settlement soon called "Fargo in the Timber." A post office named Centralia by G. J. Kenney, an early settler who became the first postmaster, was renamed Fargo, after William G. Fargo of the famed and colorful Wells-Fargo Express Company.

June 8, 1872, marked the first crossing of the Red River by locomotive and the Time Table of May 25, 1873, contains the footnote: "Trains will not exceed 4 MPH across the Red River Bridge."

Fargo's town plat was surveyed in 1873 and lots were laid out miles to the north and west by "land speculators" who hoped to unload them at a great profit. The U.S. Land Office was also moved to Fargo from Pembina at this time.

The town continued to grow and incorporation as a city occurred during the winter of 1874-75, and on April 12, 1875 the first city government was formally organized.

Growth continued from a population of 600 in 1876 to 2,693 in 1880, and by the establishment of banks, (Continued on Page 4)



NORTHERN PACIFIC'S FAMOUS FRUIT CAKES AGAIN PLACED ON SALE FOR THE HOLIDAYS

Northern Pacific Fruit Cakes, baked as a holiday delicacy for dining car patrons on the Vista-Dome North Coast Limited and other NP trains will again be available for sale to the public.

Baked in the Company's St. Paul Commissary, the Fruit Cakes contain the finest of ingredients. For Yuletide gift giving, they are packed in colorful Christmas-designed metal boxes. The 3-pound cake is \$3.90 and the 5-pound cake \$6.50, Express or Parcel Post prepaid. For shipment outside of the U.S. add \$1.50.

Orders should be sent to W. F. Paar, Dining Car Department, Northern Pacific Railway, St. Paul 1, Minnesota.

RAILROAD Y.M.C.A. WILL CONDUCT ANNUAL MEMBERSHIP CAMPAIGN IN OCTOBER

The Railroad Y.M.C.A., organized 90 years ago to meet the recreation, health, educational, religious and personal needs of railroad workers, will again conduct its annual Continental Membership Enrollment during the month of October.

Keyed at all times to the physical and spiritual requirements of the men who operate and maintain the steel ribboned life-line of the nation, the Railroad 'Y' has but one destination -- a practical, cooperative fellowship. The railroad YMCA's of today, as of yesteryear, with over 121,000 members, are working partners with management and labor.

Tomorrow's leaders are being made today. The Railroad YMCA program is developing the kind of leadership which we need in our society. Join your Railroad YMCA!

JUNIOR ACHIEVEMENT OF SEATTLE



NORTHERN PACIFIC JA ADVISERS (SEATTLE) Left to right: Robert D. Bartell, Freight Traffic Department; - Sales; Glenn Bagley, Industrial Development Department, Sales; Tom W. McClelland, Timber & Western Lands Department, - Business; Bruce M. Rice, Industrial Development Department, - Business; Armond T. Joyce, Timber & Western Lands Department, - Production.

The Northern Pacific will be counselling a Junior Achievement company again this fall and the above pictured NP employees will be the advisers.

As you may know, Junior Achievement is a non-profit corporation which gives high school sophomores, juniors and seniors an opportunity to learn more about business. Under the guidance of adult advisers, the students form miniature businesses which they actually own and operate. They manufacture and sell products, keep records and in general, do the same things any business would do. These companies begin meeting the week of October 8 and meet from 7 to 9 p.m. one evening a week for thirty weeks. Junior Achievement has the endorsement of educators and businessmen and is highly recommended to all 15 to 19 year-olds.

The Junior Achievement staff will be conducting assembly programs in the Seattle area high schools during September for the purpose of giving students an opportunity to sign up for the program. If you have eligible teenagers be sure to discuss this program with them. There are no teenage membership fees as the program is financially supported by the Northern Pacific and over three-hundred other Seattle businesses and organizations.

J. A. GRUNDHAUSER, Relief Wire Chief at Livingston, won the first Montana State Annual Left-handers' Amateur Golf Tournament held in Bozeman, Montana, July 28 and 29.

**AN ACCIDENT THAT
OCCURS IN A FRACTION
OF A SECOND CAN PUT
YOU IN A FINANCIAL
HOLE FOR MONTHS**

And, after joining, increase the value of membership of yourself and others by becoming active in the program and service of the Association.





VIEWING NORTHERN PACIFIC RAILWAY FACILITIES RECENTLY were six officials of Yugoslav railroads and their two interpreters. They are here as part of a training seminar in Transportation and United States Railroads, sponsored by the Agency for International Development, Department of State and the Transportation Center at Northwestern University. Their stop here is part of a six-weeks cross country field trip visiting several cities and railroads.

The group arrived in St. Paul from Chicago. Northern Pacific is the first major railroad scheduled on their trip.

Northern Pacific C. L. Harding, Assistant to the Vice President in Charge of Operations, briefed them on NP operations. Later they met with the engineering department for a short history of NP, winding up by touring the accounting department for a first hand view of the advanced giant computers and data processing machinery used by a modern railroad.

After lunch with NP officials the group toured the Mississippi Street diesel shops, Como car shops and the mammoth NP Northtown yards.

During their six-weeks field trip, the group will visit Seattle, San Francisco, Salt Lake City, Denver, St. Louis, Pittsburgh, Cleveland, Buffalo and terminating their tour in Washington, D.C., September 16.

The above picture shows the group at Mississippi Street Shops, St. Paul, with the following NP officials: Superintendent J. O. Davies, Superintendent Motive Power O. J. Murphy; Master Mechanic C. J. Wirth; Trainmaster R. O. Hammerstrom, and General Foreman E. D. Cantwell.

FARGO-- ALL-AMERICA CITY *(Continued from Page 2)*

hotels, newspapers, stores, a courthouse and a school, from this modest beginning and through this continuous and progressive growth, Fargo has become a thriving, aggressive city and an important rail, business and agricultural center in the Northwest and has played an important role in the development of the west.

Fargo is now the largest city in North Dakota with a 1960 population of 46,662 and boasts fifty churches of various denominations, a new Civic Memorial Auditorium (shown in the foreground of the aerial

photo), excellent educational facilities from nursery school through North Dakota State University, a cultural program of FM Community Theater and FM Symphony Orchestra, among others.

For the sports-minded, Fargo offers golfing, swimming in two beautiful pools, tennis, hunting, ice skating and local baseball fans enthusiastically support the Fargo-Moorhead Twins, a professional Northern League team affiliated with the Cleveland Indians.

As a matter of fact, Northern
(Continued on Page 5)



Effective August 16, G. A. Webster (left) was appointed Superintendent Car Department, with headquarters at St. Paul, succeeding H. E. Brakke, who left the service at his own request.

J. D. Krohne (right) was appointed Assistant Superintendent Car Department, succeeding Mr. Webster.

J. L. Lind was appointed Assistant to Mechanical Engineer, St. Paul, to succeed Mr. Krohne.

L. M. HUNTER was appointed Trainmaster, Fargo Division, with headquarters at Jamestown, succeeding J.C. Bergman transferred.



PERSONALS

The following appointments were announced recently:

- G. A. HUFFMAN, Trainmaster, Idaho Division, Pasco
- W. J. CONDOTTA, Trainmaster, Idaho Division, Spokane
- E. R. ANDERSON, Trainmaster-Roadmaster, Lake Superior Divn, North Bemidji
- M. G. THOMSON, Division Roadmaster Tacoma Division, Tacoma
- R. D. SCHLAPPY, District Roadmaster Tacoma Division, Tacoma
- E. L. MATZKE, Branch Line Roadmaster Fargo Division, Jamestown
- J. C. BERGMAN, Trainmaster, Tacoma Division, Centralia
- W. F. SJOBERG, Assistant General Foreman, Communications Dept., St. Paul
- L. C. OLSEN, Traveling Passenger & Freight Agent, Chicago
- A. J. CANTWELL, Night Roundhouse Foreman, Glendive

NORTHERN PACIFIC PURCHASES NEW WORK EQUIPMENT

These views show Truck Crane #70, a Bucyrus-Erie 14-B, 1/2 yard, 15-ton capacity (crane, dragline, clam shell, shovel or hoe) being used to raise concrete from ready mix trucks and install an encasement around the abutments of bridge #17, over Greenhorn Gulch, Rocky Mountain Division.

#70 is one of six similar units recently purchased by the Northern Pacific and numbered 67 through 72. These have so far been assigned to the Lake Superior, Tacoma, Idaho, Rocky Mountain and Yellowstone Divisions.

Each unit weighs approximately twenty-one and one-half tons, costs approximately \$39,000, and is equipped with flanged wheels for increased versatility on the rails as well as the tires for off-track use.



(Continued from Page 4)

Pacific employees and other Fargo citizens think their city has just about everything and has earned the designation of "Transportation Hub of the Northwest."



17TH ANNUAL NATIONAL TROUT DERBY was held in the Yellowstone River adjacent to Livingston, Montana, August 12th.

At left is shown H. O. "Mitch" Mitchell (Trainmaster's Chief Clerk) and President of the National Trout Derby Association, presenting the first prize winner G. CEBUHAR, of Laurel, \$1,000.00 - 62 pounds of silver dollars.

RETIREMENTS SINCE LAST ISSUE OF TELL TALE

NAME	OCCUPATION	LOCATION	YEARS SERVICE	NAME	OCCUPATION	LOCATION	YEARS SERVICE
Alfred M. Harris	Conductor	Spokane	45	Gavin S. Dixon	Boilermaker	Auburn	39
Frank X. Pitre	Roundhouse Laborer	St. Paul	36	Alice Mackenzie	Claim Reviser	St. Paul	50
Earl H. Marcellus	Conductor	Forsyth	45	James B. Pittman	Conductor	Pasco	46
William F. Nesmith	Conductor	Jamestown	44	Carl H. Warne	Coach Builder	St. Paul	39
Henning Johnson	Baggage Agent	Billings	34	John J. Bodick	Clerk	Minneapolis	47
Walter T. Parsons	Store Clerk	Brainerd	44	T. M. Trocinsky	Roundhouse Foreman	Glendive	42
W. J. Shaughnessy	Night Rdhse Frmn	Pasco	39	Walter C. Hille	Locomotive Engineer	Minneapolis	49
Loyd E. Schmoll	Ticket Clerk	St. Paul	46	Robert M. Spencer	Agent	Coeur d'Alene	43
Leonard C. Hosking	Asst Car Foreman	Tacoma	39	George P. Haas	Carman	So. Tacoma	36

RECENT RETIREMENTS ON IDAHO DIVISION



CONDUCTOR HAROLD R. THURSTON is shown with a group of his friends in the lunchroom at Spokane when he arrived on Train No. 26, July 30, his last run before retiring. Mr. and Mrs. Thurston and Dianne Thurston are shown in the front row (center). Mr. Thurston had a clear safety record during his many years of service with NP.



CARMAN P. G. LAPANO, who retired July 31, is shown with Mrs. Lapano and their son.



Recently retired Idaho Division conductors ROY NESBITT (left) and A. M. HARRIS are pictured with their wives.

MR. AND MRS. SAM MONACO (right) and their daughter, Mrs. Chandler, are shown with Master Mechanic W. W. Larson. Sam recently retired as locomotive engineer.



MISSISSIPPI STREET SHOP EMPLOYEES held their annual retirement party, August 16. Employees retiring during the past year are: A. A. Yaeger, Thorsten Johnson, C. H. Johnson, J. F. Tyminski, J. W. Turner, and F. X. Pitre.

E. L. WANG, machinist at Brainerd Shops, retired August 1 after twenty years of continuous service without a reportable injury.



NATIONAL SAFETY COUNCIL



Northern Pacific Beneficial Association



ST. PAUL HOSPITAL PICNIC

St. Paul Hospital employees and their families gathered at Como Park the evening of August 16th for their annual picnic. After a delicious buffet supper, those present became participants or spectators for the various games arranged for their amusement. Children hunted through sawdust for pennies and ran sack races, while the adults engaged in ice cube throwing and pie-eating contests and other activities.

Entertainment was presented by a group of talented youngsters, and then guests were given the opportu-



ity to obtain one of the many prizes on display by qualifying as the oldest person present, the tallest woman or man, the woman with the smallest waistline, the man with the biggest waistline, and the individual with the ability to identify hospital employees from a list of brief clues.

Prizes included a transistor radio, plastic chairs, footstools and other very worthwhile items.

Once again we commend those who worked so hard to provide an evening of enjoyment for the N.P.B.A.'s St. Paul "family".

GENERAL OFFICE NURSE RETIRES



Miss Marie House

August 17th was a busy day in Room 604 of the St. Paul General Office Building as the many friends of Marie House, Building Nurse, stopped to say "good-bye" and wish her well in her retirement.

N.P.B.A. General Office employees presented a gift to her at a luncheon in her honor.

Miss House spent more than 40 years in the nursing field and devoted over 25 of them to service with the Association. She served as a General Duty Nurse, O.B. Supervisor and Receiving Room Supervisor at St. Paul Hospital prior to her appointment as General Office Nurse.

"THANK-YOU"

The following letter was received from Hazel Cornell, B&B Clerk, Minneapolis, concerning a friend and former Northern Pacific Clerk in the District Accounting Office, St. Paul:

"I wish to contribute \$35.00 in memory of my very dear friend, Miss Kathryn Schmitz, who died December 4, 1961, because she was so dependent on and appreciated so very much what our St. Paul Hospital offered her and did for her. I sincerely thank you for her. My personal check is enclosed."

A number of "her babies" were among her patients in the building, their mothers having been patients at St. Paul Hospital when she was O.B. Supervisor.

Her keen sense of humor and sympathetic understanding of problems of her friends and acquaintances will be missed. We know her days will be filled with varied activities, including travel, visits with her many friends and creating more of her beautiful afghans.

We wish her many years of continued good health and happiness.

In addition to the above contribution, we have received: St. Paul Hospital: - \$30.00 in memory of Jennie Lindberg, deceased Clerk, St. Paul, from Amanda Lindberg, retired NP Clerk, and Mrs. K. F. Korby, sister and niece, respectively. \$25.00 in memory of Gustave W. Johnson, Retired Accountant, St. Paul, from his wife. . . \$10.00 from Isabelle Lawther, PBX Operator, St. Paul. . . . \$5.00 from R. L. Van Arnem, Retired Brakeman, Bemidji. . . . \$1.00 from Warren Cutler, Retired Telegrapher, Tujunga, California.

Glendive Hospital: - A hair dryer for patients' use from Helen Conrad, Steno-Clerk, Dickinson.

Missoula Hospital: - A portable radio from David H. Williams, Retired Traveling Auditor, Missoula.

We extend sincere thanks to each of these individuals for their thoughtfulness and generosity.

THERE AREN'T ANY RULES FOR SUCCESS THAT WORK—UNLESS YOU DO.

THERE'S NO HABIT LIKE A SAFE HABIT

The employee who has not formed the habit of working safely is a hostage of future misfortune.

Everyone thinks he is not going to be hurt and that he is not going to hurt anyone else, yet do we think sincerely enough about SAFETY to avoid taking any chances?

It is human to take a chance to save ourselves some effort or annoyance. However, our inclination to take a short cut is checked by the memory of the trouble experienced by us as a result of such action previously. This unhappy experience usually makes us safety-minded as far as that kind of chance-taking is concerned, but we certainly ought to be able to find some easier way to restrain our unsafe actions than through the hard school of experience.

Our SAFETY RULES outline a great number of situations which are hazardous. These unsafe practices were brought to light by the sad experiences of our fellow workers in times past. Why shouldn't we benefit and profit by their experience instead of trying to test them out ourselves?

It has been proven by state highway authorities that the majority of car drivers are restrained from taking chances, more by the possibility of being caught and the driver's license taken away, than by the possibility of personal injury. Sometimes we may be over-confident of our personal ability to get by without a scratch; however, if there is a patrol car right behind us we are mighty careful drivers.

It is the duty of supervisory officials to stop hazardous practices and correct any dangerous situations we see developing. If we do not take corrective action, through the foreman if possible, or directly, if it is critical, then it may be assumed that we approve the method, or are ignorant about the proper way, which is the safe way. Supervisors must set the right example and lead in the path we expect our fellow employees to follow. It is useless to caution an employee about some unsafe prac-

STATEMENT OF EMPLOYEES' REPORTABLE CASUALTIES BY CLASSES FOR THE PERIOD JANUARY 1 TO AUGUST 31, 1962										
	Divisions						Main Shops			
	Lake Supr.	St. Paul	Fargo	Yellowstone	Rocky Mtn.	Idaho	Tacoma	Como	Brainerd	Livingston
Enginemen	1	3		1	5	4	3			
Trainmen	3	7	1	1	7	14	9			
Yardmen	4	14	1	8	4	4	10			
Stationmen	2	4	1	2	1	2	1			
Trackmen	2		1	4	6	1	10			
B. & B. men					1	1	4			
Shopmen		2	2		3				1	2
Carmen	1	3		3	1		1	2	1	
Total	13	33	6	19	28	26	38	2	2	2
Rank	3	6	1	2	7	4	5	3	2	4
Store		1							3	
Dining Car										
Engineering										
Signal										
Chief Spl. Agent										
Communications Dept.										
Electrical Engr.										
General Office										
King St. Station										
Miscellaneous										
Grand Total	13	34	6	19	28	26	38	2	5	2
Casualty Rate per Million Man Hours (est.)	9.08									



Clinton, Montana

tice and then have him observe you committing an unsafe practice yourself. He may forget or ignore the warning, but he will long remember your violation.

Supervisors must keep up their interest in safety and know that the employee does his work safely, for if the supervisor will let his interest lag, those that he comes in contact with will lose their enthusiasm also.

The most effective method of training is by showing and telling a man out on the job, then correcting him quietly until he learns how and remember ---

**THERE'S NO HABIT LIKE A
SAFE HABIT!**

MAKING SAFETY A HABIT . . .

These ROCKY MOUNTAIN DIVISION SECTION CREWS, on Roadmaster H. J. Rojan's District, have completed ten years or more without a reportable injury.



Perma, Montana



Drummond, Montana