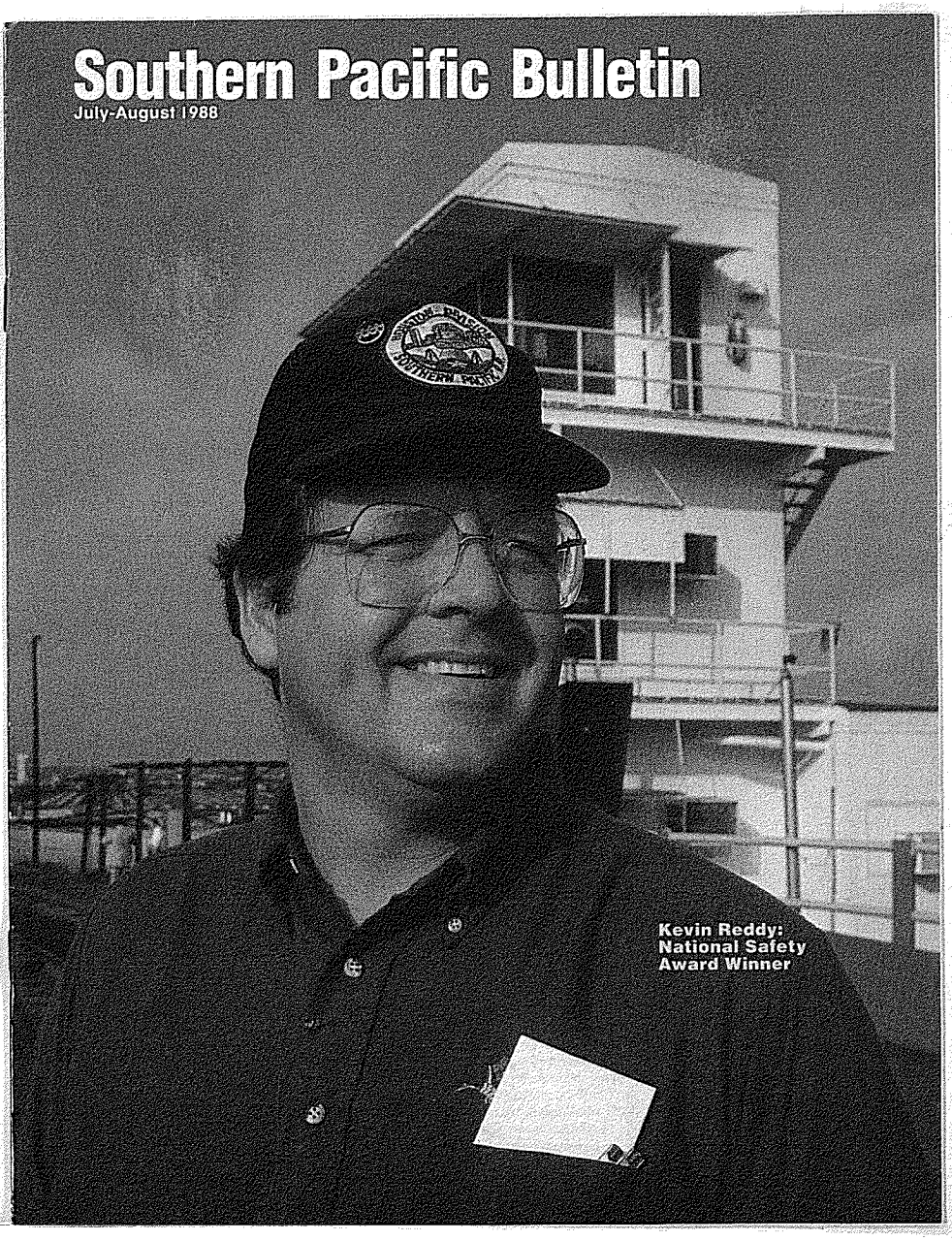
Southern Pacific Bulletin

July-August 1988



Kevin Reddy: National Safety Award Winner

SOUTHERN PACIFIC BULLETIN
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July-August 1988

COVER

Kevin Reddy, a switchman at Houston's Englewood Yard, was honored with the rail industry's top award for individual safety achievement at the E.H. Harriman Memorial Safety Awards' banquet. Reddy received the Hammond Award on May 17 in Washington, D.C. See page 8 for a story about the award. Photograph by Jim Johnson.

ROBERT B. HOPPE
Editor

EDITORIAL OFFICE
Southern Pacific Building • One Market Plaza
San Francisco, CA 94105 • (415) 541-1656

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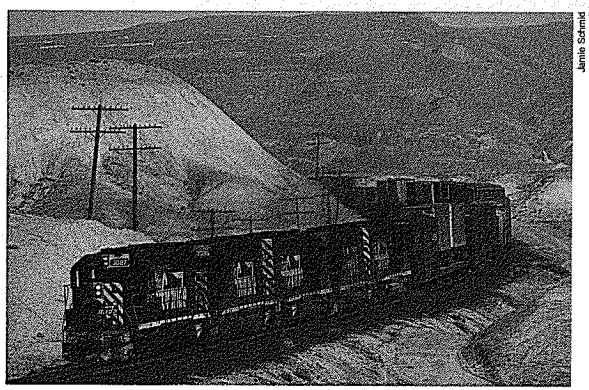


Jamie Schmid

ICC Approves Rio Grande's Application

The Interstate Commerce Commission unanimously approved Rio Grande Industries' application to purchase Southern Pacific on August 9.

The Commissioners voted 4-0 in favor of Rio Grande's application then unanimously rejected the Kansas City Southern application.

"We at Southern Pacific are very pleased with the decision which the Commission has made, and with its prompt action and expedited schedule for the proceeding," said Chairman Denman McNear. "We look forward to completing the sale, getting out of trusteeship, and moving forward again with a clear idea of Southern Pacific's future course and direction. Our alliance with Rio Grande Industries and with its Denver & Rio Grande railroad unit holds much promise for the future of our service to the public and the career opportunities of the men and women who work for Southern Pacific."

At a news conference following the ICC's vote, Philip Anschutz, of Rio Grande Industries, said that the combined systems will be headquartered in San Francisco and will operate under the SP banner.

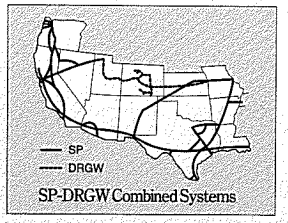
Together, the combined SP and D&RGW systems have 15,046 miles of track serving 15 states and will rank as the fifth largest railroad in the United States.

Management of the combined railroads will be drawn from the experienced ranks of both systems. Anschutz said the senior officers of the new Southern Pacific will be announced before the purchase is closed.

"The [ICC's] decision ends a difficult, protracted and often painful period of uncertainty that has clouded the efforts of both the Southern Pacific and Denver & Rio Grande Western railroads, especially SP, for the past four-and-a-half years," Anschutz said. "The people of both railroads are tired of being pushed around by the competition . . . and they want to start pushing back. The new combination will give them the tools to compete and to start pushing."

According to the ICC's expedited schedule, the final written decision may be out as early as August 20. It's from this document that all related events—such as appeals, requests for reconsideration, consummation of the acquisition—are based.

"At this time, it is unknown whether Kansas City Southern or any other party will appeal the ICC decision or try to block the purchase arrangement between Rio Grande Industries and SFSP in the courts," said McNear. "We hope that the closing will take place in late September without further delay."



SP-DRGW Combined Systems

What It Takes

George Woodward, senior vice president of marketing and sales, looks at SP's markets and discusses tactics the company must take if it is to compete successfully.

The transportation marketplace is full of competition and SP's right in the middle: fighting deregulated truckers, battling our more formidable western railroads, and competing against ocean carriers.

What, then, does it take for SP to compete? To rival the rates and service of the trucking industry? To stabilize our price structure? To compete in the boxcar/intermodal markets without direct access to Chicago, and without the benefit of lucrative coal and grain traffic?

Why does SP have to struggle so hard to be a profitable railroad?

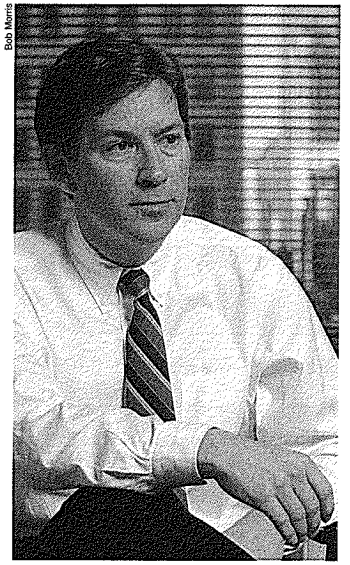
Because of our traffic mix. Over 50 percent of our revenue base comes from boxcar and intermodal traffic: the most truck-competitive segment for railroads. We have the highest percentage of boxcar and intermodal freight of any major railroad. We don't haul large volumes of coal and grain traffic, natural commodities for efficient railroad hauling, which our rail competitors benefit from. Trucks are our biggest competitors for boxcar and intermodal business. And because of the intense competition from trucks, these two traffic segments are at the heart of the central issue we have to face in terms of our productivity and our ability to make money in the transportation business.

What does it take to compete with a trucking company?

Competitive prices, reliable and frequent service. An owner-operator trucker produces over $100,000 per driver per year in revenue for his operation. By comparison, each SP employee currently produces around $90,000 in revenue per year. Given the capital intensity of railroading—the costs associated with locomotives, freight cars and track maintenance—we need to exceed the

"...Trucks are SP's greatest competition. . . . If we want more business and more jobs we have to be willing to be as competitive as trucking industry employees."

Bob Morris



George Woodward

trucking industry by a clear margin if we're to grow our business and job opportunities. If we are to do more than survive, we have to look to employees for productivity improvements that will stabilize the revenue base and provide the capital to reinvest in our rail network.

Is productivity out of line for other railroads as well?

Certainly not in the case of our two biggest rail competitors. UP and BN are now over $120,000 per employee per year in revenues in part because their more favorable traffic mix includes major movements of coal and grain.

Why doesn't SP have coal and grain?

Because we don't serve the major grain producing origins in the Midwest. Nor do we have the ability to provide single-line service from the coal fields in Wyoming, Illinois or West Virginia to utilities and coal-exporting facilities.

How can we get truck traffic back on the railroad?

The first step is to recognize that trucks are SP's greatest competition. Much more so than other railroads. About 70 percent of all traffic in the U.S. moves less than 700 miles and trucks move 90 percent of that business. If we want more business and more jobs we have to be willing to be as competitive as trucking industry employees.

What will it take to match or exceed their productivity—to raise the revenue generated per employee?

We need to bring our employment level into the 18,000 to 20,000 range with a modestly growing revenue base. We've got to be able to lower our cost structure so we can offer lower, truck-competitive prices. We have to work on the productivity of our linehaul operations—which means crew-consist flexibility. We have to work on the productivity of our administrative services—which means taking a hard look at some of the agreements we've developed over the past two decades, such as the TOPS agreement. We've got to be able to increase our frequency of service, particularly our intermodal service, so that we become an indistinguishable alternative to intercity trucking for our customers.

Why is there so much emphasis on cutting costs, streamlining jobs and reducing personnel?

Deregulation has changed the way railroads operate and market their services. To the extent that we do more than just survive in the marketplace, we have to provide the most cost-effective, highest quality transportation product out there. The majority of SP's business is subject to intermodal competition from other railroads, trucking companies or water carriers. We will have a long-term future only if we offer competitive prices while still maintaining enough profit to reinvest in the business and to pay employees a fair wage.

Have we had any success?

SP's expedited Track Star trains are a good example. By having crew-size and crew-district flexibility, SP lowered its costs and now competes directly with the trucking industry for short-haul business among eight city pairs, like Dallas-to-Houston and Portland-to-Los Angeles. Another example is our new contract with General Motors. SP faced some very aggressive competition for that business. But by addressing the issue of employee productivity and lowering our costs and prices with direct help from our employees, we won a new three-year contract.

Why are productivity improvements particularly important to SP?

SP is at a long-term, inescapable commodity disadvantage compared to UP, BN and Santa Fe. If we want to continue handling our truck-competitive freight, it's critical that we have employee productivity agreements that benefit only SP. SP productivity agreements will help our railroad gain a competitive advantage over other western rail and trucking systems. This will benefit SP employees and serve to preserve more jobs than agreements reached only as a result of national negotiations. Agreements reached through national negotiations would only serve to retain our position of lower productivity relative to UP, BN or Santa Fe.

How do we get our prices in line?

By taking advantage of technology. We're capable of operating trains with two- or three-person crews instead of four or five. Most clerical and administrative responsibilities can benefit from computers to process information.

What needs to be done?

All of us need to take a new look at the business we're in and to examine the labor productivity agreements that may be appropriate to that business. I urge all employees to keep that in mind. Our customers don't have to use SP. There are other rail, truck and water carriers that can do everything we do. If we're not willing to anticipate and adapt to that future, others are. To the extent that we face those issues and adapt to a changing world, we will succeed and provide for a long-term future for the greatest number of SP employees.

What changes have you made in your own department?

We are integrating the marketing and sales departments to provide our customers with responsive business development groups which can quickly get the answers and the products they need. Ultimately, we'll be looking at integrating all of the business development and administrative contacts. This could give the customer a more responsive way of doing business. SP representatives would serve as customer advocates and problem solvers.

Why is Marketing and Sales structured into three business development groups?

Our revenue base falls into three businesses: boxable freight, bulk commodities, and automotive and metals. Boxable freight includes all of our boxcar and intermodal business, both international and domestic intermodal business as well as forest and food products that move by boxcar or flatcar. Bulk commodities takes in petrochemicals, coal, grain and construction materials. The third group—automotive and metals—combines two industries that are major customers of each other.

We're often hear that SP is at a disadvantage because it doesn't reach Chicago. Why is Chicago so important?

Since deregulation, Chicago's become the hub of the nation's freight system. Trucking companies and railroads are using the Chicago area as a major load center. We are now the only major rail system that does not serve Chicago—that's a real disadvantage for our rail network. But we can overcome that to some degree through technology. Electronic data interchange programs, like Liberator, can make us appear as a national network to the customer.

(Continues on page 6)

Tony Schanuel

Getting Run Over By the Competition

When Craig Philip, vice president-boxcar/intermodal business group in Marketing and Sales, recently conducted a business review meeting with representatives from one of SP's important customers, he got some frank feedback about why business had moved off the rails and onto the highways.

For many years, this customer moved its products from California to the Pacific Northwest in boxcars. In 1986, SP originated about 100 boxcars a month and did close to $1.2 million in revenues for this customer. Today, it's down to a trickle.

Where has the business gone? Into trucks. Double and triple trailers to be exact. Why? Cheaper rates.

In 1986, SP charged $1,000 a boxcar to haul the business. Beginning to see a decline in the number of boxcars being loaded, SP lowered its rates by 25 percent at the end of 1987. In April, SP cut its rates again. But the carloadings kept declining.

When Philip met with the customer, he asked what it would take to get the business back on the railroad. The answer: $600. That's what trucks are charging to haul the product the same distance and the customer sees no reason to pay more.

"Such intense truck competition is, unfortunately, the rule not the exception," says George Woodward, senior vice president-Marketing and Sales. "Unless we can find ways to lower our costs to get SP's prices in line with trucks, we will continue to watch this business move over the highways."

What are the advantages of telemarketing and Electronic Data Interchange?

Both are important in the way we deal with our customers. EDI takes advantage of computers and the accuracy of the electronic environment. It allows us and our customers to pass information more efficiently. Telemarketing because it is a method of increasing the frequency of contact with a larger percentage of our customers to support our growth plans.

What business goals does SP have?

Our first goal was to stabilize the decline in SP's revenue base. From 1984 to 1986, carloadings dropped an average of 10 percent each year. Revenues and carloadings were stabilized in 1987 and now we have started a program of modest growth as we begin to regain market share from trucks and other railroads. Growing the market share back will take several years. SP didn't lose business to the trucking industry and other railroads overnight. It happened over a period of many years and it will take time to grow it back.

SP's first and second quarter results were very good. Can we expect the same throughout 1988?

We are looking for a good year, but certainly not a boom year. Our first quarter results were helped by a modest price increase that we took in January, but the number of carloads stayed about the same. During a presidential election year, consumers tend to be more cautious about major purchases. Since our revenue base is so closely tied to consumer purchases, including housing and automobiles, we may see some softness in carloadings toward the end of the year.

What advice would you give our employees to regain our position in the marketplace?

I'd urge everyone at Southern Pacific to put aside all the frustrations over the events of the past merger and divestiture process. Instead, let's focus on the future of SP. If we all approach each day and every contact with our customers as the most important contribution we can make, we'll recapture that spirit and dedication that should be synonymous with Southern Pacific. □

SP's Number One Customer Signs New Three-Year Contract

Winning General Motors' business was cooperative effort between labor and management.

When General Motors' contract came up for renewal earlier this year, SP was ready to talk business. So were Union Pacific and Santa Fe.

GM is SP's single largest customer. Needless to say, SP's competitors wanted this segment of GM's business.

Despite intense competition, SP reached an agreement on a new three-year contract which affords significant savings to GM in its transportation costs while bringing almost 30,000 carloads to SP's rail system each year.

"GM's business is very important to SP," says Bob Thruston, vice president-automotive and metals business group. "Their finished vehicle distribution to and from southern California and Arizona is a significant source of revenue. We were not about to lose it."

But winning it represented an enormous challenge to SP's Automotive Business Group.

"Even though we've had a longstanding partnership with GM, we needed to come up with a superior package to compete. Other carriers were aggressively pursuing GM," says Dick Rayley, assistant vice president-business development-automotive in Detroit.

"Service and price commitment—that's what counted," Rayley adds. "We showed GM how SP's freight transportation services were an integral part of their commitment to compete in the manufacture and distribution of a world-class product."

GM is faced with its own share of competition from both domestic and foreign auto makers. Like SP, they're looking for every option that can give them a competitive edge in their market.

SP's automotive business development representatives—Dick Middaugh and Norm Schlinger in San Francisco and Dick Rayley and Andy Strok in Detroit—worked on the contract proposal.

"We emphasized our service, quality control, facilities and economics, both past and proposed, to illustrate SP's desire to participate as an indispensable member of GM's team," says Bob Thruston.

Representatives from General Motors and SP who were involved in the contract negotiations included (left to right): GM's Ron Pezzoni, manager of vehicle transportation economics, SP's Dick Rayley, asst. vice president-business development-automotive; SP's Andy Strok, director of automotive national accounts; SP's Bob Thruston, vice president-automotive and metals business group; and GM's Louis Painchaud, Jr., sr. statistician/analyst in vehicle transportation economics.

Bob Hatfield (left), director of vehicle transportation for General Motors' Logistic Operations, and Mike Mohan, SP's executive vice president, sign a new three-year contract for handling the big automaker's business on SP lines. SP got the contract with the help of labor. UTU's Glynn Gallagher (center), general chairman for SP's Western Lines, was on hand for the contract signing ceremony in Detroit.

Over the past several years, SP has:

- Invested $3.6 million in improvements to auto transloading facilities at Phoenix and Marne.
- Purchased 375 new bi-level and tri-level auto carriers valued at $13 million.
- Operated dedicated trains and set service standards to ensure on-time performance.
- Reduced the claims ratio to less than one percent through innovative damage elimination programs.
- Retrofitted GM assigned multilevels with solid end-doors to significantly reduce vandalism. This $22-million program concludes in 1989.
- Equipped GM-assigned tri-levels with a new chock tie-down system which reduces stress to vehicles in transit. SP is spending $4 million on this modification program.

SP's investments and efforts to improve quality were strong selling points, but more was required. One of the challenges was cost reduction. That's when SP turned to labor.

"GM is a big part of our lives and a major provider of the income necessary for our continued employment," says Glynn Gallagher, general chairman for the UTU for SP's Western Lines and president of the SP general chairman's association. "We appreciate their business and union members recognize the necessity to make concessions if we are to meet both GM's competitive needs and to compete with other modes of transportation."

Gallagher's membership responded with an agreement that permits two-person crews, in addition to a locomotive engineer, to operate the trains.

This response helped SP win this important business from GM.

"Everyone at SP is to be complimented for this joint effort," says Bob Hatfield, director of vehicle transportation for General Motors' Logistic Operations.

At the contract signing ceremony held at General Motors' Detroit headquarters in June, Executive Vice President Mike Mohan expressed his appreciation to labor's response.

"Glynn Gallagher's presence here today is symbolic of the attitude of all SP employees, no matter what their craft affiliation. Each of them has helped meet the competitive challenge of holding and helping grow SP's business relationship with General Motors.

"From all SP people to GM, we say 'thank you' for the business and we hope you will favor us with more as time goes on." □

Accepting the 1987 E. H. Harriman Award for Employee Safety on behalf of SP was Bill Lacy, senior vice president-Operations. Secretary of Transportation James Burnley (left) and Mrs. W. Averell Harriman made the presentation in Washington, D.C.

SP Wins Again

1987 Harriman Award for Employee Safety Presented at Ceremony in Washington

The railroad industry's top award for employee safety in 1987 was presented to Southern Pacific in May.

Bill Lacy, senior vice president-Operations, accepted the gold medal E. H. Harriman Award from Secretary of Transportation James Burnley and Mrs. W. Averell Harriman during the annual awards ceremony held in Washington, D.C.

This was the second consecutive year that SP's outstanding employee safety won the top award.

The Harriman Award is based on the lowest casualty rate per 200,000 employee-hours worked. The formula takes into account the volume of work performed, and the number of fatalities, injuries and occupational illnesses reported to the Federal Railroad Administration SP, which competes in Group A (railroads whose employees worked a minimum of 15 million employee hours) posted a casualty ration of 4.20. The second-place silver medal was presented to the Chicago & North Western Railroad. Santa Fe captured the bronze third place award in the Group A category.

The Denver & Rio Grande Western won the gold medal award in Group B (4-15 million employee hours) and the Florida East Coast Railway was the top winner in Group C (less than 4 million employee hours). The Houston Belt & Terminal Railway won first place among switching and terminal companies.

The annual rail employees safety award was started in 1913 by the late Mrs. Mary Harriman. She established the award in memory of her husband, Edward H. Harriman—a pioneer in American railroading and a former president of Southern Pacific (1901-1909). □

Kevin Reddy: Tops in Safety

A lot of important people in the rail industry attended the May 17 luncheon at the National Press Club in Washington, D.C.

SP's Kevin Reddy was one of them.

Reddy, a switchman at Houston's Englewood Yard, was in the nation's capitol to attend the annual E. H. Harriman Memorial Safety Awards.

When Reddy walked into the National Press Club that day, he had no idea of the recognition awaiting him.

Earlier this year, SP had nominated Reddy for the Harold F. Hammond Award. The award, named for the chairman emeritus of the E. H. Harriman Awards' Selection Committee, was established in 1986 to recognize the outstanding safety achievements of individuals within the railroad industry. Each railroad nominates its most deserving candidate. All of the nominees are invited to attend the railroad industry's top safety awards ceremony where the Hammond Award winner is announced.

Following the presentation of the Harriman Awards, Mrs. W. Averell Harriman and Secretary of Transportation James Burnley presented the Harold F. Hammond Award to Reddy.

Reddy, who joined the railroad in 1970, is the first SP employee to win this award.

Reddy is chairman of the Englewood Accident Prevention Committee, was the catalyst for a cleanup program at the yard, helped start an "employee of the Month" program and developed an emergency response and evacuation plan for Englewood—just to name a few of his activities.

His "contagious enthusiasm" for safety is responsible for an improved safety record at Englewood and for the increased awareness of co-workers. □

Jim Johnson

Kevin Reddy displays the award presented by Mrs. W. Averell Harriman and Transportation Secretary James Burnley.

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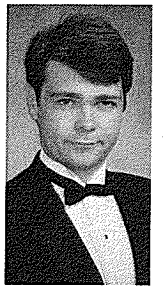


Cornett

Furnari

Price

Macalma

Direct Deposit Makes Payday Easy

More than 9,600 employees are having their paychecks electronically deposited.

More than 40 percent of the workforce has signed up for direct deposit.

"Generally speaking, direct deposit has been well received by those people talking advantage of the offer," says Paymaster Paul Ritter, "and we have had many compliments on the system."

More than 57 percent of employees in Arizona have their checks deposited electronically. Oregon has 50 percent participation. California, where more than 10,000 employees receive their paychecks, has signed up 43 percent for direct deposit. Texas, with more than 6,000 employees, has 37 percent participation.

Employees who have not already signed up for direct deposit may do so by obtaining authorization forms from the Paycheck Bureau in Room 666 in the General Office, or by calling either Ext. 1212 or Ext. 2080.

"Those who use direct deposit would never think about changing back," says Ritter. "It's just too easy and convenient." □

Scholarship Winners

Outstanding students receive college scholarships from SFSP Foundation

Five graduating high school seniors, all children of SP employees, are among the 15 scholarship winners announced by the Santa Fe Southern Pacific Foundation.

Three students received National Merit Scholarships and two won special scholarships.

National Merit Scholarships are awarded to students who become finalists in the National Merit Scholarship Corporation's Preliminary Scholastic Aptitude Tests/National Merit Scholarship Qualifying Test (PSAT/NMSQT). Their scores generally rank in the top one-half of one percent of those taking the exam.

Winners of this year's National Merit Scholarships are:

Jason Cornett, son of San Francisco conductor John Cornett. Jason will be entering the University of California at Berkeley this fall where he will major in physics.

Enrico Macalma, son of San Francisco train clerk Florencio Macalma. Enrico plans to major in electrical engineering at San Francisco State University.

Shannon Price, daughter of Lafayette locomotive engineer Richard Price. Shannon will be a pre-law major at the University of New Orleans this fall.

Special scholarships have been awarded to two students who performed well on the PSAT/NMSQT test but were not named National Merit finalists. Receiving these scholarships are:

Paul Furnari, son of Eugene equipment operator Vito Furnari. Paul plans to major in geology at the University of Oregon.

Derek Hinson, son of Cotton Belt locomotive engineer Lymon Hinson who works out of Memphis. Derek will major in engineering at the University of Arkansas.

New Director Elected To SP Board

Jack A. Gallas, executive vice president and senior trust officer of LaSalle National Bank in Chicago, was elected to the Southern Pacific Transportation Board of Directors on July 1.

Gallas fills the vacancy on the board created by the death of Richard B. Ogilvie, a former governor of Illinois. Ogilvie died in May.

Gallas is a graduate of the Northwestern University School of Law and is a member of the Chicago Bar Association, the Illinois State Bar Association and the American Bar Association.

New Officers *The Office Supervisors' Council at San Francisco recently elected its new leaders for 1988-1989.* ***Tonya Johnson*** *(left), manager miscellaneous bureau in the Operating Department, was elected to the Council's top post. Other officers are: Secretary* ***Mark Longton,*** *systems supervisor in Management Services, Vice Chair* ***Gloria Pacis,*** *chief clerk in Public Affairs, and Treasurer* ***Sandro Micocci,*** *administrative assistant in the Operating Department. Past Chairman* ***Don Carroll*** *(right), manager of BD communications in the General Office, is shown with the Council's new leaders.*

Business Report

Carloadings continue to look good in second quarter—up 6.2 percent

Here's how SP's major commodity groups performed during the second quarter of 1988.

Intermodal continued to show long-term growth potential with carloadings surpassing last year's results. Increased doublestack traffic through the Intermodal Container Transfer Facility—both import and export—contributed to higher carloadings.

Transportation Equipment, boosted by a second shift at General Motors' Van Nuys, Calif. assembly plant and a strong demand for domestic automobiles, showed impressive results during April, May and June.

Iron and Steel Products carloadings kept up the momentum from a strong first quarter. Increased production of steel pipe originating in the Southeast and Midwest and moving to Gulf Coast have resulted in carloadings as much as three times greater in some months.

Chemical and Petroleum Products showed a moderate but steady increase during the second quarter.

Forest Products remained generally soft, resulting in lower carloadings. Lumber and dimension stock, veneer and plywood, and particle board or hardwood reported major decreases. Other lumber, wood, forest products and paper products did improve.

Grain & Food Products are beginning to reflect the effects of the drought and, as a result, decreases in exports and federal government relocation shipments to California and Arizona.

System Indicators	April	Change '87	May	Change '87	June	Change '87
Net Ton Miles	6,753	+1.8%	7,106	+2.7%	6,886	+1.9%
Carloads	127,819	+5.0%	133,277	+6.6%	135,490	+5.0%
• Intermodal	29,884	+12.7%	31,765	+17.3%	33,175	+18.6%
• Transportation	7,862	+23.4%	8,655	+28.7%	8,525	+18.1%
• Iron & Steel	5,397	+59.8%	4,987	+49.2%	4,090	+34.1%
• Chemicals, Petroleum	23,745	+1.1%	25,250	+5.1%	25,812	+3.5%
• Forest Products	20,372	-7.2%	19,800	-8.2%	20,399	-5.5%
• Grain & Food	13,654	-5.8%	13,695	-7.2%	13,744	-18.0%

SP People

Paul Brown, manager of business development of the boxcar/intermodal business group in Houston, was named member of the year by the Transportation Club of Galveston, Texas.

Bill Buskirk, who retired in 1979 as area sales manager at Portland, was named Beaverton, Oregon's "First Citizen" in May. Buskirk was honored for his many contributions to the community, especially his efforts to provide food to the needy. Buskirk helped establish the Tualatin Valley Food Center which distributes purchased, donated and federal surplus food to needy families in Washington County. While serving as president of the Food Center's board from 1981 to 1986, the number of outlets tripled to 44.

Merle Kelly Retires

Merle Kelly, assistant vice president-sales, retired at the end of May, closing out a 46-year career with Southern Pacific.

Kelly started working as an extra laborer at the Aransas Pass, Tex., freight station while he was still in high school in 1941. Two years later, he joined the railroad full time as a yard clerk at Englewood Yard in Houston. Kelly moved up through a variety of commercial positions at Beaumont and Houston. He was promoted to assistant vice president-sales in 1986.

New Book Features SP

Southern Pacific Country by Donald Sims focuses on on the contemporary SP. The 200-page book published by Interurban Press includes 132 photos with eight pages in color. The 8½ by 11-inch hardbound book also features 10 division maps. *Southern Pacific Country* is available for $39.95 postpaid from NH Enterprises, 5020 Tottenham Court, Newark, CA 94560. □

Historic Highway Bridge Now Rests on Railroad Ties

The last known example of an historic highway bridge has been preserved by the Kansas State Historical Society with a bit of help from Southern Pacific.

The bridge, built in 1870, was being moved to the Kansas State Historical Museum near Topeka when it was discovered that a large number of timbers or railroad ties were needed to construct a support cradle to hold the bridge.

With only 24 hours left to locate at least 50 ties, historical society personnel began contacting railroads in the Topeka area. SP offered to help.

Cotton Belt maintenance of way employees picked up and delivered the ties to the museum just ahead of the bridge's arrival.

After the bridge completed its 100-mile journey to its new home, Connie Menninger, project archivist for the historical society, wrote a letter expressing her appreciation: "Thanks for your help in having the Cotton Belt play a small but essential role in this project."

—Jim Johnson

Jim Johnson

Richard Sartain (left), assistant director of revenue and customer accounts at San Francisco, and Benny Mauldin, manager of customer rating, present Johnny Long with a retirement gift and proclamation. The proclamation included the signatures of co-workers in Tyler, employees from Treasury and other departments in San Francisco and Chairman D. K. McNear.

So Long

John R. Long retired in June, just a couple of months shy of his 74th anniversary with the company.

The 92-year-old head clerk for the Cotton Belt's revenue accounting department at Tyler, Texas had more years of service than any other railroad employee in the nation.

Why would anyone work so long? "Well, I just liked my job because you never did know what to expect," Long said. "There was something new everyday. There wasn't a routine."

Former Cotton Belt President Robert M. Nall called Long a "remarkable railroad man."

Eric Johnson, vice president-Finance, praised Long for his loyalty and dedication. "He was one of the railroad industry's most knowledgeable revenue accounting specialists."

Long joined the St. Louis Southwestern Railroad in 1914 as a ticket sorter. He remained in Tyler throughout his 74-year career and was always employed in the Accounting Department.

Italine Long, his wife of 66 years, also retired in June after nearly 70 years with the T. B. Butler Publishing Co., publisher of the Tyler Morning Telegraph. She was the company's first and only treasurer.

The Longs are moving to Arlington, Texas to live near their son. □

Tom Dargis

Harvest Award *Southern Pacific received the 1987 Second Harvest Partnership Award. Houston's Wilburn Clayton (right), director of national accounts in the Bulk Commodities business group, accepted the award from Philip Warth, Jr., president and chief executive officer of Second Harvest, at a luncheon attended by more than 300 representatives of food manufacturers, retailers and food banks. SP was recognized for providing free transportation of various food items for Second Harvest, America's largest charitable feeding program which includes more than 200 food banks nationwide.*

Jim Johnson

Revenue Accounting co-workers at Tyler helped celebrate Johnny Long's send-off. Left to right: Patsy Williams, Brenda Cantley, Martha Lunsford, Kay Blow, Roy Trammell, AlJean Todd, Al Whitmer, J. R. Long and Sharon Leonardi.

SP's Sunset Discovered Down Under

A fire that destroyed most of a large engineering complex in New Zealand turned up an interesting piece of Southern Pacific history.

Russell Postlewaighte, a fireman in Lower Hutt, New Zealand, was checking other rooms within the big warehouse, when he noticed a large sign nailed to the ceiling. At first glance, he thought he recognized the faint outline of Southern Pacific's sunset medallion shining through the dirt and grime. He was right.

The following day the fire fighter returned to investigate further. What he found was a seven-foot-square, hand-painted sign that, indeed, did have the sunset medallion painted on it. A brick wall prevented the fire from spreading into the room where the old sign was located.

Postlewaighte arranged to take the sign to his workshop for further investigation. After removing years of accumulated soot and dirt, he discovered an advertising masterpiece.

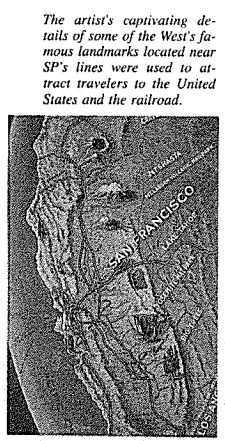
Postlewaighte thinks the sign dates from the 1920s and may have been a joint promotion sponsored by the Union Steamship Company of New Zealand and the American Embassy.

The handsome sign promoted Southern Pacific's lines as the gateway to the geographic wonders of the West and the United States. Scenic attractions are carefully detailed; city after city is painted in miniature. The artist, W. H. Bull, did other advertisements for Southern Pacific.

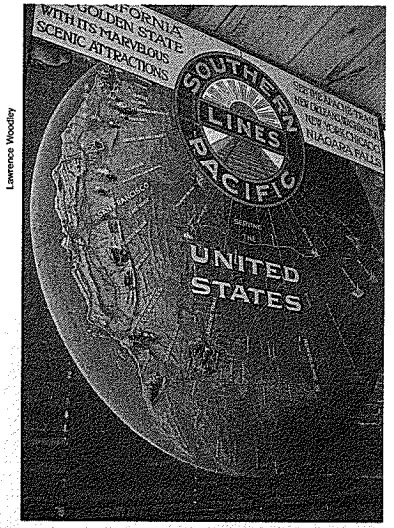
The sign, discovered 10 years ago, was sold subsequently to a private collector in New Zealand. Today, it's heading back to the United States and its new home at the California State Railroad Museum in Sacramento. Earlier this year, the sign's owner offered to donate the artwork to the railroad museum if the museum would handle the transportation arrangements.

Once the work has safely arrived, any needed conservation and restoration work will be performed before it goes on display. □

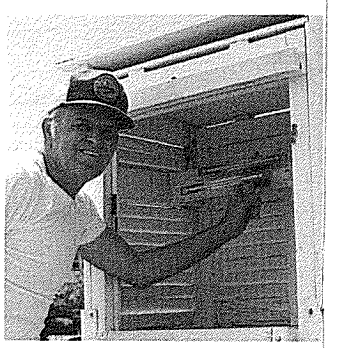
The artist's captivating details of some of the West's famous landmarks located near SP's lines were used to attract travelers to the United States and the railroad.



Lawrence Woodley



This promotional display, probably from the 1920s, was discovered half a world away in a burning warehouse in New Zealand. The large, hand-painted sign featured SP as the gateway to the West and the United States.



Fred French became Bowie, Arizona's weather reporter nearly 20 years ago and he's been keeping track of the daily high and low temperatures ever since.

Fred French Knows Highs and Lows of Being a Volunteer

Twenty years ago, Fred French put Bowie, Arizona on the weather map.

"Nobody was running the weather station, so I said heck, I'll do it," says French.

The National Weather Service recently recognized Fred and his wife, June, for their many years of volunteer service. The French's received the National Weather Service's Special Service Award.

For the past two decades, Fred and June have recorded Bowie's high and low temperatures, humidity and any measured amounts of precipitation. The daily reports are then filed with National Weather Service.

"I didn't know anything about weather when I started as the station manager," admits Fred, who moved to this small community on SP's mainline in southeastern Arizona 23 years ago. Fred's job as a welder for Southern Pacific brought him to Bowie and he's lived here ever since. Fred retired in January. He logged 100,000 hours on the job without a personal injury during his 36-year career with the company.

Over the years, Fred has been on hand to update the record books with new highs and lows: from a blistering 110 degree high established on June 30, 1969 to a bone-chilling low of two degrees recorded December 7, 1978.

All would have gone unrecorded if French hadn't decided to do more than just talk about the weather. □

Look to the Sky

Sharlee Beasely's taken a keen interest in some of the birds following the Pacific Flyway.

Most people make their way to the rolling hills just north of San Francisco's Golden Gate Bridge to enjoy the picture postcard view of the Golden Gate Bridge and the San Francisco skyline.

But for Sharlee Beasley the most breathtaking sight is directly overhead. Here, with field glasses poised for closer inspection, Beasley scans the sky for hawks and other birds of prey known as raptors.

Unbeknownst to the picture taking public that frequents the area, these rolling hills are part of the Pacific Flyway—a major migration corridor reaching from the arctic region of Alaska to the tip of South America.

For the past two years, Beasley has been among the volunteers counting and identifying raptors during their fall migration. "The season begins around mid-August and lasts until December," says Beasely. "Last year, the volunteers counted over 11,000 hawks heading south."

What makes this such a great spot for studying migration habits is the geography: a narrowing land mass surrounded by water.

"Most hawks are land lovers and don't like to fly over water," says Beasley. "As they approach San Francisco, the land narrows with water bordering both sides. It funnels the birds into a small, precise flight path that makes it easy for us to get a good count."

The narrow migratory flyway eventually leads to a water crossing: another aid to the field observers.

Beasley says the birds seem to hesitate before they get up the courage to fly across the mile-long stretch of water spanned by the Golden Gate Bridge. This hesitation gives observers extra time to identify different species.

Beasley, an energetic volunteer, gives 20 or more hours each week to two organizations studying the movement and migration of raptors: birds of prey such as hawks, eagles and owls.

Most of her volunteer time is spent at the Golden Gate Raptor Observatory where she created the post of administrative assistant in January. She recently organized 30 volunteer hawk watchers for the Observatory's first spring migration count. Now Beasley's gearing up for the 100 volunteers who participate in the big fall migration count.

Sharlee Beasley helps in the study and preservation of birds of prey, like this Great Horned Owl that resides at the San Francisco Zoo. In just three years, Beasley has become an enthusiastic and knowledgable volunteer for several organizations devoted to raptors, including the Zoo's Avian Conservation Team.

Beasley also volunteers at the Raptor Center of the University of California at Davis. This facility rehabilitates injured raptors and releases them back to the wild. They also have an extensive outreach program for educating school-aged children and the public about these birds of prey.

"Education is something I feel very strongly about," says Beasley. "Raptors are an endangered group. Their biggest threat is from habitat loss, but many others die in collisions with automobiles, from poisoning and by being shot.

"I think it's important that children see raptors close up. Once they've had a chance to observe these magnificent birds, maybe they won't go out and shoot them or take them from the nest."

Beasley became interested in raptors three years ago while on vacation in Tucson. "I visited a desert museum and held a Great Horned Owl. It was a very special moment for me and I knew right then I had to do more."

Returning to the Bay Area, Beasley began volunteering at the San Francisco Zoo and later got involved with the Golden Gate Raptor Observatory.

She admits that her job working as the swing-shift supervisor in the computer room at the General Office has been an important factor in her volunteer activities.

"I'm able to volunteer during the daytime when there's so much going on and so much to be done."

Although her volunteering activities account for 10,000 miles on her automobile in just five months and she doesn't get paid for the many hours she devotes to these groups, Beasley says she couldn't be happier. "The time I give is nothing compared to what I get in return. I believe I'm making a difference by contributing to the study of raptors as well as helping educate the public about them.

"If I can get other people interested, if I can make them aware of these birds—the importance of their habitat and their role in nature—I will be a very happy person." □

Informal Discrimination Complaint Procedure

A complaint of discrimination may be filed by all employees who seek redress from an action, decision, policy or condition which they believe discriminated against them by reason of their race, color, religion, national origin, ancestry, sex, age, handicap, Veteran status, or marital status. Employee discrimination complaints throughout the system will be handled by the Manager of Equal Opportunity in San Francisco.

1 Discuss the Problem With an Officer

Employees who believe they have been discriminated against should first discuss the problem with the appropriate officer(s), usually their supervisor or department head.

2 Contact the Manager of Equal Opportunity

If, due to the nature of the complaint, it is not possible to talk with the appropriate officer, or the discussion does not resolve the problem, contact Ms. E. M. O'Donnell, manager of equal opportunity in San Francisco. She can be reached at (415) 541-2629. The Manager of Equal Opportunity will hear the complaint and conduct a confidential inquiry to provide the employee with an informal analysis of the matter.

3 Complete a Complaint Form

After the Manager of Equal Opportunity provides an informal analysis, the employee can request an investigation. He or she must complete an informal complaint form which may be obtained from the Manager of Equal Opportunity. After the Manager of Equal Opportunity receives the completed form, an inquiry will be conducted and an attempt will be made to resolve the matter within a reasonable period of time.

Contact Ms. E. M. O'Donnell, manager of equal opportunity in San Francisco. She can be reached at (415) 541-2629.

The establishment of this informal complaint procedure is not intended to supersede regular grievance procedures or prohibit any employee from filing a formal complaint with an outside agency.

Employee Assistance Program

The Employee Assistance Program provide confidential assistance for troubled employees and their families. Help is available for problems with marriage, family, alcohol, drugs or law. Your, or any member of your family, may seek help without jeopardizing your job, future or reputation. Counselors are on call 24 hours a day. Contact the counselor for your area.

Bob Taylor
Oregon Division
(503) 484-4777

Cliff Melton
Western Division &
Bay Area
(415) 465-5436

Murray Eyford
Sacramento Division
(916) 483-2118

Don Walsh
Los Angeles Division
(818) 793-4275

Paul Richeson
Tucson Division
(602) 629-2255
San Antonio Division
(El Paso to Sanderson)
(915) 833-1616

Karen Neal
Pine Bluff Division
Kansas City Division
San Antonio Division
(Corsicana to Dennison)
(501) 534-4045

John Klein
Houston-Lafayette Division
(713) 868-6269
San Antonio Division
(Del Rio to Hearne)
(512) 222-8315

Appointments

ACCOUNTING: At San Francisco: **C. Wong** *to director of taxes;* **J. Otahal** *to asst. dir. of taxes-federal compliance;* **E. L. Peterson** *to asst. director of taxes-state & local;* **D. B. Munton** *to mgr. of taxes-accounting;* **R. E. Quain** *to asst. mgr. of taxes-federal audit;* **D. A. Veloria** *to asst. mgr. of taxes-state & local.*

OPERATING: At San Francisco: **R. H. Cauley** *to asst. mgr.-special projects;* **S. P. Micocci** *to admin. asst.;* **Ms. T. M. Johnson** *to mgr. misc. bureau.*

Regional Administration Center: At Houston: **E. N. Faulkner** *to sr. asst. supt.-admin.;* **M. P. Figaro, Ms. B. J. Reed and W. L. Reavis** *to mgr. division admin.;* **G. J. Bush** *to mgr. of bids, bulletin & assignments;* **E. J. Boudreaux, W. L. Kessler and Ms. C. M. Hall** *to asst. mgr. division DAR;* **Ms. N. S. Miller** *to admin. asst.;* **J. V. Sebastian** *to mgr. of materials;* **A. F. Cherico** *to mgr. of fleet leasing;* **L. P. Benoit** *to mgr. of safety administration;* **J. M. Rogers** *to asst. to supt. investigations & discipline.*

Regional Agency Service Center: At Houston: **A. P. Blanchard** *to mgr. RASC-Eastern Region;* **A. C. Highman** *to sr. asst. mgr. RASC;* **R. L. Young, F. D. Lopez and F. J. Famularo** *to asst. mgr. RASC;* **R. R. Gorman, P. W. Jordan, J. L. Sirles, M. D. Todhunter, L. L. Marshall and W. C. Dixon** *to supervisor RASC.*

MARKETING & SALES: ***Forecast Planning & Control:*** At San Francisco: **Ms. A. I. Estrada** *to admin. asst.*

Automotive and Metals: At San Francisco: **T. J. Hurley** *to asst. vice president-automotive & metals bus. group.*

Customer Service Development: At San Francisco: **B. E. Transano** *to asst. vice president-price admin.*

Boxcar/Intermodal: At San Francisco: **A. P. Chapman** *to asst. vice pres.-bus. dev.-boxcar.*

Bulk Commodities: At San Francisco: **R. W. Guelzow** *to dir. bus. dev.-grain & grain products;* **G. Jara** *to mgr. bus. dev.-energy;* **S. W. Anders** *to mgr. bus. dev.-inorganic chemicals;* **P. T. Cahill** *to asst. mgr. bus. dev.-organic chemicals;* **B. J. Clepp** *to mgr. bus. dev.-hazardous waste;* **R. F. Dunker** *to mgr. bus. dev.-grain products.* At Washington, D.C.: **N. D. Lambdin** *to sr. mgr. natl. accts.* At Houston: **C. K. Hall** *to mgr. bus. dev.* At Cincinnati: **R. B. Sullivan** *to mgr. natl. accts.*

Retirements

GENERAL OFFICE, SAN FRANCISCO: P. Madsen, *head tracing clerk;* **A. K. Robinson,** *clerk;* **J. B. Weaver,** *clerk.*

OREGON DIVISION: J. A. Cain, *conductor;* **G. B. Campbell,** *clerk;* **T. J. Chabot,** *conductor;* **V. G. Dickason,** *conductor;* **A. M. Eck,** *conductor;* **R. D. Hanson,** *signal maintainer;* **V. E. Kavic,** *motor car mechanic;* **H. W. Keefer,** *roundhouse clerk;* **R. J. Kellogg,** *laborer;* **F. P. Lambert,** *PBX operator;* **C. E. Lees,** *laborer;* **G. W. Lichte,** *drawbridge tender;* **J. E. Lloyd,** *locomotive engineer;* **W. Masters,** *clerk;* **L. W. O'Dell,** *conductor;* **S. C. Revolinski,** *clerk;* **H. R. Robinson,** *conductor;* **J. A. Schweizer,** *switchman;* **N. C. Shurtz,** *locomotive engineer.*

SACRAMENTO DIVISION AND REPAIR PLANTS: J. Alegria, *clerk;* **J. F. Arroyo,** *carman;* **A. R. Aske,** *train clerk;* **D. E. Bellew,** *dispatcher;* **A. M. Battistella,** *locomotive engineer;* **D. E. Baugus,** *conductor;* **A. H. Bermudez,** *laborer;* **L. M. Brink,** *locomotive engineer;* **D. Brooks,** *brakeman;* **P. Burton,** *machinist;* **L. F. Ceccarelli,** *equipment operator;* **H. D. Dugger,** *clerk;* **G. W. Fallrick,** *yardmaster clerk;* **G. P. Federighi,** *head file clerk;* **J. R. Fournier,** *conductor;* **T. A. Hertz,** *switchman;* **E. P. Jimenez,** *switchman;* **L. A. Johnson,** *machinist;* **J. P. Lebar,** *machinist;* **J. K. Ledbetter,** *brakeman;* **G. L. Meehan,** *foreman;* **R. C. Morey,** *signalman;* **R. Narayan,** *asst. head timekeeper;* **A. R. Nieto,** *equipment operator;* **J. I. Petrocchi,** *locomotive engineer;* **M. E. Poss,** *laborer;* **F. W. Vandrimmelen,** *crew dispatcher;* **R. C. Villagomez,** *laborer;* **W. Young,** *machinist.*

WESTERN DIVISION: F. H. Calderon, *machine operator;* **M. M. Cervantes,** *laborer;* **J. L. Douglass,** *carpenter;* **C. S. Lewis,** *conductor;* **W. R. McDaniel,** *roadmaster;* **P. B. Miles,** *conductor;* **A. Montano,** *carman;* **V. E. Rowland,** *conductor;* **W. G. Sweet,** *upholster;* **K. R. Taylor,** *switchman.*

LOS ANGELES DIVISION AND REPAIR PLANTS: R. H. Baun, *locomotive engineer;* **D. W. Bonneau,** *chief clerk;* **R. S. Bothun,** *clerk;* **E. B. Bryant,** *conductor;* **C. W. Colvard,** *brakeman;* **W. T. Coughlin,** *switchman;* **R. R. Crocket,** *station clerk;* **A. Debemedet,** *switchman;* **R. H. Dumas,** *carpenter;* **L. C. Goode,** *clerk;* **E. J. Hernandez,** *air compressor operator;* **C. Kirby,** *switchman;* **R. R. Knoltmiller,** *claim inspector;* **W. C. Mellon,** *locomotive engineer;* **L. J. Osep,** *engine foreman;* **D. M. Popejoy,** *conductor;* **L. D. Press,** *conductor;* **G. J. Reynolds,** *laborer;* **E. V. Rios,** *track foreman;* **L. Roberts,** *conductor;* **C. Watkins,** *switchman.*

SAN ANTONIO DIVISION: C. M. Beck, *switchman;* **J. D. Callahan,** *brakeman;* **R. C. Colon,** *clerk;* **P. G. Rodriguez,** *machine operator;* **W. L. Wells,** *locomotive engineer.*

HOUSTON/LAFAYETTE DIVISION: J. M. Bice, *yardmaster;* **D. Brooks,** *laborer;* **E. Broussard,** *machine operator;* **H. H. Faltysek,** *asst. signal supervisor;* **M. Kelly,** *asst. v.p.-sales;* **A. A. Norris,** *switchman;* **P. J. Perkins,** *rate clerk;* **J. O. Thibodeaux,** *mechanical foreman;* **E. C. Ward,** *mechanical foreman;* **G. L. Williams,** *locomotive engineer.*

TUCSON DIVISION: B. B. Brashear, *conductor;* **C. R. Buchanan,** *brakeman;* **M. Carreon,** *carman;* **E. E. Childers,** *conductor;* **J. F. Diaz,** *laborer;* **S. C. Hernandez,** *car inspector;* **M. C. Knake,** *electrician;* **C. L. Posey,** *locomotive engineer;* **S. S. Prosser,** *assistant engineer;* **G. C. Rojas,** *laborer;* **V. E. Shirley,** *dispatcher;* **S. E. Swenson,** *conductor;* **D. W. Turley,** *locomotive engineer.*

PINE BLUFF DIVISION: D. L. Clark, *rate clerk;* **W. L. Crowder,** *clerk;* **E. J. Davis,** *laborer;* **R. R. DeBorde,** *claim inspector;* **N. E. Hall,** *clerk;* **D. A. Hanks,** *key punch operator;* **E. M. Hemphill,** *cashier;* **E. H. Hemphill,** *clerk;* **D. L. Hulsey,** *general clerk;* **H. D. Hulsey,** *clerk;* **J. A. Johnson,** *chief clerk;* **L. O. Luster,** *machine operator;* **J. E. Lybrand,** *switchman;* **A. J. Magoni,** *IMS clerk;* **D. D. Mathis, Jr.,** *conductor;* **J. S. Miller,** *cashier;* **L. M. Montgomery,** *clerk-telegrapher;* **W. C. Roberts,** *telegrapher;* **H. H. Schmid,** *chief clerk;* **D. W. Scott,** *rate clerk;* **M. N. Senter,** *statistical clerk;* **H. L. Sommers,** *agent;* **H. D. Steelman,** *chief clerk;* **G. P. White,** *secretary.*

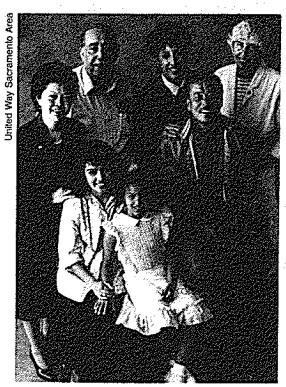
KANSAS CITY DIVISION: W. L. Belknap, *clerk;* **J. L. Bell,** *track foreman;* **I. F. Board,** *laborer;* **J. D. Hartnett,** *cashier;* **E. A. Keopke, Jr.,** *switchman;* **C. M. Kleyh,** *clerk;* **F. May,** *janitor;* **D. F. Sauer,** *laborer;* **L. C. Schweitzer,** *clerk;* **J. R. Tolin,** *assistant agent.*

Deaths

GENERAL OFFICE, SAN FRANCISCO: K. F. Dunlop, *clerk.* **Pensioners: J. H. Adams,** *special accountant;* **D. A. Barbour,** *clerk;* **F. Batiste,** *elevator operator;* **J. C. Bougaert,** *engineer;* **U. M. Breeding,** *secretary;* **R. Coleman,** *clerk;* **J. deJong,** *asst. supv. of car service;* **E. DeLuca,** *asst. chief of tariffs;* **B. Faraudo,** *asst. mgr. contract;* **H. H. Fink,** *asst. freight claim agent;* **R. W. George,** *secretary;* **W. P. Herbert,** *appropriation engineer;* **C. B. Jackle,** *special asst.-Gen. Claims;* **H. M. Nannini,** *head clerk;* **B. A. Palmer,** *industrial engr.;* **R. Piercy,** *asst. to gen. frt. clm. agt;* **T. H. Rud,** *clerk;* **R. L. Torriggino,** *asst. chief special agent;* **V. Z. Weidel,** *steno-clerk;* **R. G. Wimp,** *asst.engineer.*

OREGON DIVISION: Pensioners: W. R. Callantine, *road foreman of engines;* **J. B. Chiles,** *locomotive engineer;* **H. E. Crooks,** *fireman;* **W. H. Davis,** *telegrapher clerk;* **L. W. Dixon,** *signal maintainers;* **J. D. Doyle,** *car inspector;* **C. R. Elkins,** *locomotive engineer;* **G. V. Ford,** *conductor;* **R. O. Hafdahl,** *engine foreman;* **M. T. Hubbard,** *machinist welder;* **R. G. Livengood,** *clerk;* **N. P. Oathes,** *asst. signal supv.;* **R. B. Phillips,** *locomotive engineer;* **R. M. Prochnow,** *clerk;* **C. Schmidt,** *foreman;* **R. A. Sorensen,** *clerk.*

SACRAMENTO DIVISION AND REPAIR PLANTS: D. A. Layton, *conductor.* **Pensioners: M. W. Alvord,** *conductor;* **V. L. Arenivas,** *laborer;* **W. R. Ayres,** *lead carpenter;* **C. A. Barbero,** *electrician;* **O. A. Burchfield,** *asst. foreman;* **J. L. Cunningham,** *dist. supv. car svc.;* **R. L. Harris,** *electrician hlpr.;* **D. R. Jones,** *carman;* **J. G. King,** *electrician;* **J. W. Lloyd,** *clerk;* **L. T. McQuillen,** *boilermaker;* **J. R. Middleton,** *locomotive engineer;* **C. O. Murray,** *water service mechanic;* **I. I. Odle,** *conductor;* **E. P. Pendergast,** *asst. chief chemist;* **J. K. Pollock,** *asst. B&B supvr.;* **F. T. Porter and G. Pucci,** *foremen;* **H. A. Rolfe,** *carman helper;* **L. S. Stitt,** *dist. frgt&psgr agent;* **A. G. Slider,** *conductor;* **R. B. Stone,** *grinder operator;* **A. M. Torres,** *machinist;* **K. C. Vinton,** *master car repairer.*



United Way Sacramento Area

Your neighborhood depends on you. Supporting United Way is the way to care, not just a way to give.

WESTERN DIVISION: J. A. Fatseas, *engineer.* **Pensioners: J. B. Adams,** *conductor;* **A. A. Anderson,** *locomotive engineer;* **E. C. Andrade,** *car inspector;* **P. A. Bagot,** *trucker;* **J. G. Belmonte,** *laborer;* **E. M. Byrne,** *clerk;* **C. W. Culbertson,** *carman;* **R. M. Dawson,** *conductor;* **J. V. DiSalvo,** *locomotive engineer;* **E. L. Finley,** *clerk;* **H. E. Gamble,** *chief clerk;* **F. L. Horspool, Sr.,** *section stockman;* **E. Hunter,** *head foreman;* **C. Jacobs,** *cook;* **J. J. Mannion,** *carman;* **V. S. Martinez,** *laborer;* **E. C. Mavy,** *engineer;* **M. Montes,** *machinist helper;* **C. V. Nordberg, Sr.,** *machinist;* **F. A. Patrone,** *car inspector;* **H. Rainey,** *switchman;* **A. B. Ralston,** *carman;* **M. E. Sanchez,** *laborer;* **H. C. Smith,** *locomotive engineer;* **M. Soo and L. B. Stringfellow,** *coach cleaners;* **J. H. Stroughter,** *clerk;* **I. A. Tyson,** *switchman;* **E. Q. Villanueva,** *tractor-crane operator;* **D. S. Whitley,** *telephone operator;* **W. F. Yale,** *agent telegrapher.*

SAN JOAQUIN DIVISION: Pensioners: C. Alavezos, *foreman;* **G. L. Carney,** *roadmaster;* **J. Dalzochio,** *lead carpenter;* **W. E. Dimmer,** *investigator;* **E. A. Fromm,** *locomotive engineer;* **P. N. Gonzalez,** *laborer;* **W. V. Plummer,** *conductor;* **L. C. Thompson,** *switchman.*

LOS ANGELES DIVISION AND REPAIR PLANTS: Pensioners: J. Acevedo, *laborer;* **J. R. Albert,** *conductor;* **C. W. Arnold,** *machinist;* **E. F. Casazza,** *clerk;* **D. E. Cook,** *switchman;* **R. R. Cooper,** *laborer;* **H. W. Crider,** *machinist;* **T. R. Day and E. D. Edwards,** *conductors;* **M. C. Field,** *locomotive engineer;* **C. H. Folck,** *conductor;* **H. H. Fulton,** *secretary;* **H. F. Grant,** *switchman;* **C. K. Harris,** *red cap porter;* **A. P. Hecker,** *engine foreman;* **W. O. Hemphill,** *clerk;* **R. W. Holmes,** *switchman;* **R. R. Kisor,** *water & fuel supv.;* **J. A. Laizer,** *secretary to trf. mgr.;* **H. R. Lakin and R. T. Lawrence,** *clerks;* **R. W. Leisz,** *conductor;* **G. P. Lilliquist,** *locomotive engineer;* **E. Luna,** *machinist helper;* **J. C. Meece,** *sheet metal worker;* **H. K. Norris,** *clerk;* **C. W. Parker,** *trainman;* **J. D. Ray,** *switchman;* **E. A. Rick,** *stenographer;* **J. A. Torres,** *track supervisor;* **H. T. Sabens,** *locomotive engineer;* **P. L. Saenz,** *stevedore;* **J. Salguero,** *machinist:* **E. A. Scherer,** *crew dispatcher;* **J. B. Steadman,** *coach cleaner;* **F. W. Swain,** *locomotive engineer;* **G. J. Szarek, Sr.,** *clerk;* **N. M. Topping,** *switchman;* **J. A. Torres,** *track supervisor;* **R. C. Turnquist;** *carman:* **V. E. Watson,** *telegrapher clerk.*

TUCSON DIVISION: J. T. Merritt, Jr., *brakeman;* **A. F. Vega,** *freight carman.* **Pensioners: P. F. Arriola,** *coach cleaner;* **N. Campbell,** *traveling auditor;* **W. H. Cawood,** *asst. head clerk;* **W. E. Critchley,** *conductor;* **M. P. Cronin,** *asst. B&B supv.;* **J. S. Espinoza,** *asst. foreman;* **E. W. Gibson,** *conductor;* **C. C. High,** *locomotive engineer;* **L. Juarez,** *car inspector;* **R. R. Hansberry and A. A. Harp,** *locomotive engineers;* **E. Quintana,** *machinist;* **M. Reyes,** *pitman;* **P. Shockley,** *conductor;* **J. E. Shofner,** *electrician;* **C. L. Steiner,** *road foreman of engines;* **E. Torres,** *laborer;* **A. C. Whitaker,** *switchman.*

SAN ANTONIO DIVISION: Pensioners: R. V. Allred, *conductor;* **L. L. Baldridge,** *asst. chief clerk;* **F. W. Brown,** *stevedore;* **R. C. Carter,** *switchman;* **C. A. Dotson,** *conductor;* **L. A. Engelhardt,** *locomotive engineer;* **F. E. Falke,** *asst. cashier;* **A. H. Hill,** *chief clerk;* **L. V. Hoehne,** *asst. division engineer;* **B. G. Mrazek,** *welder;* **M. A. Murphree,** *carpenter;* **E. K. Newman;** *conductor;* **E. Ortiz,** *water service mechanic;* **J. M. Santellan,** *carpenter;* **B. W. Saunders,** *industrial engr.;* **N. Williams,** *locomotive engineer;* **L. L. Wren,** *foreman;* **C. D. Yencer,** *switchman.*

HOUSTON/LAFAYETTE DIVISION AND REPAIR PLANTS: H. J. Bergeron, *freight carman;* **W. C. Curton,** *brakeman;* **B. F. Scott,** *bridge tender.* **Pensioners: O. C. Arnold,** *conductor;* **C. V. Batot,** *locomotive engineer;* **N. W. Beeson,** *general foreman;* **G. L. Boudreaux,** *machine operator;* **B. F. Brown,** *secretary;* **J. Canul,** *laborer:* **T. H. Carson and E. B. Colton,** *clerks;* **W. L. Cowan,** *asst. gen. mgr.-labor rel.;* **T. E. Dillon,** *carman welder;* **A. R. Falkenberg,** *switchman,* **W. P. Faucheux,** *trainmaster;* **R. C. Fernandez,** *carman;* **F. C. Garfield,** *asst. head timekeeper;* **E. J. Harrington,** *engine foreman;* **J. W. Jordan,** *electrician;* **E. J. Lecoq,** *yardmaster;* **S. J. Lindsey,** *porter;* **E. W. McGowan,** *motor trackman;* **J. S. Mansilla,** *clerk;* **E. Mireles,** *pipefitter;* **L. Moses,** *truck mechanic;* **S. Moreno and J. Perez,** *laborers;* **M. H. Read,** *chief dispatcher;* **W. R. Rice,** *laborer;* **R. A. Striebeck,** *machinist;* **S. Trotta, Jr.,** *clerk.*

COTTON BELT: R. Lambert, *engineer;* **E. R. Overfield,** *brakeman;* **R. D. Schurle,** *switchman;* **W. H. Weber,** *machinist.* **Pensioners: B. J. Barron,** *asst. vp-t&d;* **J. H. Coffey, Jr.,** *locomotive engineer;* **H. L. Dyer,** *switchman;* **L. A. Hayden,** *asst. engineer;* **H. W. Henderson,** *clerk;* **B. L. Hinkle,** *cashier;* **J. R. Hutton,** *mgr.-eng. dept.;* **H. Johnson,** *laborer;* **R. B. Miller,** *locomotive engineer;* **N. G. Morgan,** *blueprinter;* **J. C. Renfrow, Jr.,** *plant mgr.;* **L. E. Smith,** *gen. foreman;* **J. V. Watkins,** *laborer;* **C. W. Workman;** *brakeman.*

PACIFIC FRUIT EXPRESS: Pensioners: R. Cimmarusti and F. R. Crow, *carmen;* **F. S. Gilbert,** *laborer;* **C. M. Johnson,** *iceman;* **H. T. Johnson,** *shift foreman;* **D. B. Martin,** *laborer;* **G. P. Maytorena,** *carman/A.B. mechanic;* **M. S. Olsen,** *inspector clerk;* **H. S. Perez,** *shift foreman;* **J. Rau,** *track sweeper opr.;* **R. T. Saenz,** *carman welder;* **A. P. Sanchez,** *truck driver;* **C. J. Schoonover,** *clerk;* **W. C. Sprague,** *lead mechanic;* **R. D. Ward,** *agent clerk;* **M. F. Wright,** *shift foreman.*

OTHERS: Pensioners: A. T. Benson, *agent-SD&AE Ry. Co.;* **R. J. Bushner,** *admin. coordinator-SP Land;* **E. K. Carter,** *sr. stenographer-PE Ry.;* **C. D. DeWitt,** *mgr.-Bravo Oil Co.;* **K. D. Frye,** *dist. trf. rep.-San Diego;* **J. D. Ingle,** *terminal mgr.-PMT;* **E. E. Jarvis,** *supervisor-Pacific Electric;* **M. H. Melchor,** *track foreman-Visalia Electric RR;* **O. R. Newhouse,** *bus operator-Pacific Electric;* **B. L. Smith,** *mgr. property accts-PMT;* **E. T. Smith,** *admin. asst.-SPPL;* **O. V. Taylor,** *foreman-PMT.*

These new fuel-efficient General Electric B40-8 units are part of a fleet of 50 diesel locomotives SP is adding to its fleet this year. The order also includes GP60 models from the Electro Motive Division of General Motors.

Second Quarter Results Announced

Net income for SP's second quarter climbed to $86.8 million, compared with $37.2 million reported for the same period in 1987. This includes a pre-tax gain of $56.9 million from the sale of 34 miles of right-of-way to Dallas Area Rapid Transit.

Operating income rose to $50.3 million, up from $23.9 million last year. Operating revenues during the period were $641.1 million, compared with $592.8 million in 1987.

Carloadings rose 6.2 percent in the second quarter. Shipments of iron and steel, transportation equipment, chemicals and intermodal vans and containers were particularly strong.

Net income for the first six months was $104.5 million, compared with $47.1 million last year. Operating income was $71.2 for the first six months versus $31.5 in 1987.

Carloadings reached 766,366 during the first six months, compared with 729,930 in the same period in 1987. □

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