

NEWSLETTERS



MONON RAILROAD

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March, 1964

MEET - J. B. CONN

Joe Conn was born in Lafayette, Indiana on November 26, 1918. He attended Linnwood Elementary School and graduated from Jefferson High School in 1937. Joe also graduated from Executive Development Program at the University of Illinois in July, 1959 and successfully completed a Railroad Administration Course with the International Correspondence School.

He served in the U. S. Army, 20th Armored Division, from May, 1942 to December, 1945.

Joe Conn was employed by the Monon Railroad as switchman on January 10, 1946 and since that time was promoted to the following positions - Train Service, April, 1946; Engine Service, August, 1946; Assistant Road Foreman of Engines, January, 1955; Road Foreman of Engines, Southern Division, February, 1956; Superintendent, September, 1960; Director of Safety & Claim Prevention, June, 1962; Superintendent, April, 1963 and on October 1, 1963, Joe was promoted to General Superintendent, which is his present position.

Joe is married and has two sons.

BIRTHDAY CONGRATULATIONS

March 1 Helen M. Chrisman, Asst. Secy., Legal Dept., Chicago, Ill.
March 9 Gus Schumacher, District Sales Manager, Milwaukee, Wis.
March 9 Jack Tierney, Sales Representative, New York, N. Y.
March 11 Theresa Miller, Chief Clerk, Detroit, Mich.
March 15 Knute Booth, Jr., Sales Representative, Pittsburgh, Pa.
March 15 Ruth Falick, Clerk, Treasury Dept., Chicago, Ill.
March 16 Roy Becker, Asst. Freight Traffic Manager, Chicago, Ill.
March 19 Harvey Kitson, Sales Representative, Chicago, Ill.
March 26 Joe Kolarczyk, Chief Clerk, Chicago, Ill.
March 30 Pat Nagle, Sales Representative, Chicago, Ill.
April 6 Su Arlene Vance, Asst. to Eastern Sales Manager, New York, N.Y.
April 6 Kathie Martin, Secy. to Vice President-T&M, Chicago, Ill.

Cold facts make hot prospects

OLD MONON ANNUAL?

Mr. Jack B. Welles of "The Railroad Time Forgot", 502 Elm Avenue, Long Beach, California 90812, asks for help on his collection of old-time passes. If any old-timer is willing to part with a Monon annual of vintage prior to 1929, will he please send it to Mr. Welles, who will appreciate it very much.

Be grateful for luck, but don't count on it

NEW ARRIVALS

Mrs. Cecelia Zurek Kleber, mother of Connie Zurek, Secy. to Freight Traffic Manager, gave birth to a baby girl on February 12, 1964. Rose weighed in at 7 lbs., 4 oz. and is the 8th child in the family. Mother and baby doing fine.

Bennett W. Goodspeed, Director of Marketing Research and New Account Development, Chicago, is the proud father of Bennett, Jr., born February 6th, weighing 8 lbs., 5 oz. Toddy (Mrs. Goodspeed) and Ben, Jr. are doing fine.

Create an appetite when the buyer doesn't seem hungry

DEEPEST SYMPATHY

Mrs. Viola Murphy, wife of H. R. Murphy, passed away Thursday, February 27th, in Lafayette, Indiana. Mr. Murphy, retired General Chairman of the Brotherhood of Railway Clerks, was also a former Monon employee for many years.

We offer our sincerest sympathy to the Murphy family. A floral arrangement was sent on behalf of all in the Traffic Department.



"What did the boss have to say?"

AVERAGE CARLOADINGS

<u>Month 1964</u>	<u>Average Loads Handled Per Day</u>
JANUARY	467
FEBRUARY	474

Earnestness is enthusiasm tempered with reason

PASSENGER DEPARTMENT

25 members of the National Guard, Milwaukee, Wisconsin, enjoyed the ride on Train No. 5, February 21, Chicago to Louisville enroute Fort Knox, Ky. These men were starting their training program for 1964.

Did you know that not a single steam locomotive has been built for American Railroads since 1953?

We were honored to have 14 Golden Gloves Boxers from Kansas City, Mo. on Train No. 5, February 22, Chicago to Louisville, where they participated in the National Tournament. Here's hoping they had success in their bouts.

Railroads in 1925 transported 1,269,913,000 passengers, the greatest number carried in any year on record.

Courage at the critical moment is half the sale

BACK TO WORK

Bill Jones, General Coal Sales Manager, returned to work March 2nd looking better than ever after having an operation during February. Good to have you back.

"Mac" McCulloch is back on the job as Messenger-Mail Room, after surgery, which brought about the good news that he will be "good for another thirty years",

Ginger Martin of the IBM Department, is back to work after a three month's leave of absence. Ginger had a good excuse though - a baby.

Not failure, but low aim, is the crime

AGENCY RATINGS

	<u>JANUARY</u>	<u>DECEMBER</u>	<u>NOVEMBER</u>
Atlanta	5	7	13
Birmingham	2	13	9
Boston	7	11	11
Charlotte	6	14	12
Chicago	15	8	3
Cincinnati	1	10	10
Detroit	12	3	2
Indianapolis	16	6	1
Milwaukee	4	9	7
Minneapolis	10	5	8
New Albany	11	16	4
New Orleans	9	15	15
New York	14	2	5
Orlando	3	4	16
Pittsburgh	13	1	6
Seattle	8	12	14
<u>Divisional Ratings</u>			
Eastern	2	1	3
Mid-Western	3	2	1
Southern	1	3	4
Western	4	4	2

There is always time for one more call

TO TRAFFIC DEPARTMENT EMPLOYEES:

I know all of you will be happy to learn that all immediate transfers have been completed. We do not anticipate any more moves being necessary in the foreseeable future.

The most gratifying aspect of all recent moves is that it was not necessary to go outside of the company for a single employee. All promotions and transfers were made with our own people.

Unfortunately, there were several outstanding, lone time employees who chose to resign rather than to be transferred. Not one man was asked to leave the employ of the company, and we sincerely regret the decision of those who departed, for they would have been a continuing asset to the Monon.

Our economic survey has revealed that some of our agencies are doing exceptionally well, while others have considerable room for improvement. However, don't despair, for it will always be necessary to have a bottom agency. If we were to eliminate each bottom agency in turn, we would eventually end up with only one that would be both bottom and top. I'm sure you can see how ridiculous that would be.

It might be interesting to you to note that not one agency has remained in the same rated position for the quarter reported in this letter.

Keep working to place your agency No. 1. No one need ever to fear for his job when he is doing it.

Wm. C. Coleman, Jr.

MAKES DEAN'S LIST

Austin Eisemon, son of Owen W. Eisemon, Asst. General Coal Sales Manager, Chicago, a member of Sigma Chi Fraternity, made the Dean's List this year at Case Tech College.

A prudent question is one-half of wisdom

INDUSTRIES

Track lease and land lease for the White County Farm Bureau Cooperative Assn., Inc. have been renegotiated. The location is Smithson, Indiana. The Farm Bureau is installing a fertilizer set-up and will modernize the elevator. An estimated 22 cars of anhydrous ammonia will be handled at this point and will come from the Terre Haute plant of the Farm Bureau. Our revenue is estimated to average \$125 per car.

A track lease for Buschman Fertilizer Company has been negotiated to store nitrogen cars at Monon, Indiana. It is estimated there will be 6 cars of nitrogen solution arriving from Calumet City, Illinois. Average earnings are estimated to be \$90.00 per car.

Sangemon Chemical Company, a Division of W. R. Grace and Company, operating out of Decatur, Illinois, is locating at Romney. A track lease has been negotiated and an engineering agreement to unload nitrogen solution is being processed by the Engineering Department. It is estimated that there will be 8 to 10 cars the first year from Memphis, Tennessee. Our average earnings are estimated to be \$115 per car.

RCA has announced the expansion of its Monticello cabinet manufacturing plant. It is estimated that the increase in volume when this expansion is completed, will be about 50%.

Really "big" people do the "little" things

WELCOME TO THE MONON!!!

John C. Tower began working for the Monon Railroad in the position of General Attorney on February 10th. John graduated from Northwestern University School of Business in 1954 and from the University of Michigan Law School in 1957.

Mary (Sun) Wood commenced her position of Chief Clerk with the Monon in Atlanta, Ga.

Marie DeVito, sister of Toni DeVito, Chief Clerk in Orlando, will join the Monon as Chief Clerk in Boston.

Judy Martin is our Chief Clerk in our newly opened office in Seattle, Washington.

Peggy Jo Pearson opened up our new office in Nashville, Tenn. as Chief Clerk.

RETIRED

R. E. Irons, Special Representative, Chicago, retired February 29th after 37 years of service with the Monon Railroad. Jack will be retiring to his farm in Houston, Minn.

O. T. Collett, resident District Sales Manager, Knoxville, Tenn., will retire on March 29th. O.T., as he is known to his many friends, has been with the Monon since 1947.

We all wish O. T. and Jack continued good health and the best of everything in their much deserved retirement.

Weak men wait for opportunities; strong men make them

RESIGNED

R. T. Johnson and R. E. Foster, Sales Representatives in New Albany, Ind. both resigned from the Monon recently. H. M. Boyd, Sales Representative in Mobile, Ala., also resigned. We wish them success in their new ventures.

Your toughest competitor is yourself

REMEMBER?

How many of you old timers recall George H. Williams, retired Chief Clerk at New York? We understand George was 80 years young on January 10th and has been married 56 years this year. George retired December, 1949. How about that!

***The one sure thing wrong with the younger generation is that a ***
lot of us don't belong to it anymore.

RECUPERATING

Mrs. Marney Coleman, wife of W. C. Coleman, Jr., is doing fine after having undergone minor surgery recently.

Mrs. Cathy McCarthy, wife of J. R. McCarthy, Southern Sales Manager, Atlanta, is back home feeling much better after a short stay in the hospital.

Nothing interests a buyer as much as himself

LUCKY!

Dennis Maslon, Tariff Mailer, Jr. in the General Freight Office, is mighty proud of his mother for winning \$100 from a Sears Roebuck drawing contest. Congratulations!

We stumble oftenest when we look down, not up

CLERK'S CONFERENCE

If you have noticed a change in your office since the Clerk's Conference, it is a purposeful one.

Don't be upset, for that change is properly in compliance with a revised Subject Manual issued, cussed and discussed at our meeting. Whatever you say still goes with them, however, they have been asked to bring it to your attention if it conflicts with what they learned here.

Aside from picking up many new tricks and procedures in a most interesting and educational IBM course on secretarial procedures, filing, typeing, etc., and learning many new and important procedures from the Bell Telephone Company, I am sure that everyone enjoyed the trip up and down the Monon.

There is nothing like a meeting where you get to know your contemporaries, particularly when you might have been talking to, or corresponding with, them for years without having ever met them.

The new vigor and enthusiasm for the job and the Monon is bound to shine through, whatever you do to dampen it.

THE ART OF GETTING ALONG

Sooner or later a man, if he is wise, discovers that life is a mixture of good days and bad, victory and defeat, give and take.

He learns that it doesn't pay to be a sensitive soul - that he should let some things go over his head like water off a duck's back.

He learns that he who loses his temper usually loses.

He learns that all men have burnt toast for breakfast now and then, and that he shouldn't take the other fellow's grouch too seriously.

He learns that carrying a chip on his shoulder is the easiest way to get into a fight.

He learns that the quickest way to become unpopular is to carry tales and gossip about others.

He learns that most people are human and that it doesn't do any harm to smile and say "good morning" even if it is raining.

He learns that most of the other fellows are as ambitious as he is, that they have brains that are as good or better, and that hard work, and not cleverness, is the secret of success.

He learns that it doesn't matter so much who gets the credit so long as the business shows a profit.

He comes to realize that the business could run along perfectly without him.

He learns to sympathize with the youngsters coming into the business, because he remembers how bewildered he was when he first started out.

He learns not to worry when he does not make a hit EVERY time, because experience has shown if he always gives his best, his average will break pretty well.

He learns that no man ever got to first base alone and that it is only through cooperative effort that we move on to better things.

He learns that the fellows are not any harder to get along with in one place than another, and that "getting along" depends about 98 per cent on himself.

YCSF SOYA