



Northern Virginia NTRAK  
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NOVEMBER 1995

VOLUME IV NUMBER 10

### The President's Whistle *by Charles Greenacre*

It's show time again. I writing this after the first day of the Greenberg show at Upper Marlboro. It's been another fun show. Modules and members not able to make it--modules forgotten (my brother and I). Oh well! With all the changes in what modules were coming, Matt used his new layout design system-a Lego board. It's really neat!! You ought to see it. Lego sure beats my computer system based on Visio for Windows.

Another club record was set today-six diesels pulled a loaded coal drag of 142 hoppers and a caboose. Robert and Bernie had a great time setting up all those hoppers-then putting them away. Bernie and Matt had a long train running all day long on their high line. I believe it was Robert that a double headed steam coal drag, a pair of Norfolk & Western mallets were pulling almost fifty coal cars. Tony had an operational turntable, but it's not yet indexed (he plans to). You use your eye to align the turntable with a stall. A UP Rig Boy does not fit on a nine inch turntable-it hangs over. It was an impressive sight to see about twenty different steam engines in the roundhouse or in various stages of servicing.

Talking about Tony's turntable, I ran my GN S-2 Northern out of the stall onto the turntable, over to the coaling tower, and waited for the dispatcher to call for the GN Empire Builder. I then ran light on the blue line over to Edd's yard to pick up my passenger train. After an hour's run, the train was parked and the engine ran light back to Tony's engine servicing facility. This is a simple prototype operation. More complex prototype operations can be simulated with all of our sidings and industries. Several members over the years have been interested in running local freights in addition to express freights and express passenger service. Naturally, the locals could only run on the blue line. Dave Davies has volunteered to collect information about our modules: length of sidings and spurs, industries, and car loadings, etc. Once he has collected this information-perhaps we can have a small train on the blue line that switches cars on the various sidings.

Another comment on today's layout design. There were only two 2x4 foot modules at today's show. All other straight modules were part of a pair or a triple. The small, simple 2x4 foot modules are important. They are the pieces that fit in between the duplexes or triplets and complete the layout. Having these small, simple, lightweight modules in a layout, allows Matt to more easily fit the bigger modules in place. New members, if you haven't built a module, think about building one. Or, if you have a small module, bring it with your large modules. The more the merrier!

### From The Superintendent's Business Car *by Matt Schaefer*

UPCOMING SHOWS - Notice the scheduling of new shows, new places and new faces and more are on the back burner. Contact Dave for the details on the Rockville Lyons Club Show Nov 11-12. The Christmas Party is scheduled to be held in the Prince of Peace Church the third Sunday in December. For the Timonium Great Scale Show Jan 27-28 we have all but one module owner signing up. (One member, Monroe, copped out for a Caribbean boat cruise.) Gil will try for a complete loop of the mountain division so it will be fun to locate many of our modules in with the BANTRAK loop. That is the advantage of sticking to the standardized N-TRAK modules. For the Greenberg Chantilly Show in Feb I have requested a 30x50 area, enough for two loops. Keep me informed of any of your change in plans for any show as we need to lock our space in early on. We are also working with some new malls so keep tuned.

MER 50TH CONVENTION - The Hunt Valley Convention staff is to be commended for putting it all together in 4 months including all the nice MER touches like the welcome reception Thursday and complimentary refreshment table every afternoon. There were also tons of great clinics and home layouts. They had a registration of 207 delegates. We moved up on the learning curve a notch although our club was understaffed and could not take in all the activities going on. But we had fun.

A big event was our show at the MER 50th and our first use of two junction modules (using RR verbiage whenever we can -- "T" is not a common RR track term and sounds like a roadway term). The junctions worked great and we had Brian's 108 car train in 5 corner modules at a time running like a slick snake. Those that like lo0ong shows... at 11:30 PM were in the ballroom by ourselves running trains with all the vendor goodies all around us - like a vision of

*(Continued on page 6)*

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## Club Car Order to Deluxe Innovations

by Rodney Smith

NV NTRAK has decided to place an order for 100 custom painted club cars based on the Deluxe Innovations 110 ton aluminum twin tub gondola. We have an offer from George Johnson to print the NV NTRAK logo on these cars for a cost of approximately \$8.00 per car for a minimum order of 50 cars.

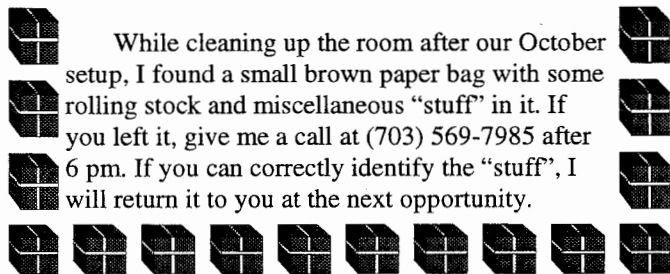
Based on a show of hands and a quick survey at the last general meeting, we have agreed to place an order with D E for 50 cars in the CSX black scheme with yellow lettering and 50 cars in the Norfolk Southern silver scheme with black lettering. We will attempt to get individual numbers printed on each car or the greatest span of numbers D E is capable of. The club will front the approximate \$800.00 initial cost with the cars sold to club members at whatever the eventual cost plus any applicable shipping charges.

Once we determine the per car costs, I will be taking reservations for these first 100 cars on a first come-first served basis. Your reservation should specify your choice of color scheme, quantity wanted, and include a check for the full amount. I have not yet been able to get in touch with George to place our order because he has been out of town. I anticipate placing the order before the next general meeting and will have a firm price to quote at that time. Stay tuned for further developments.



### Did You Forget Something???

Gil Brauch



While cleaning up the room after our October setup, I found a small brown paper bag with some rolling stock and miscellaneous "stuff" in it. If you left it, give me a call at (703) 569-7985 after 6 pm. If you can correctly identify the "stuff", I will return it to you at the next opportunity.

## Clinic for November

Gil Brauch

From time to time we need to be using our monthly setup meetings to learn new things and do some things together that individually we may not have the right equipment to accomplish. At the setup on November 19th at Prince of Peace Lutheran Church we will have a session on weighing rolling stock. Why a weighing clinic? Well, experience has shown that the most common cause of derailment for loooooong trains is having light cars at the head end and heavier cars trailing. If all cars are proportionally weighted, then you can "mix and match" your consists without having to worry about this factor. Granted, you may not be able to tote as many weighted cars behind a two-unit lashup as before, but then just how many loaded 50' boxcars could a pair of GP-18s handle anyway?

This will be a "moderated" do-it-yourself clinic. There will be a short discussion about car weighing to put us on a level knowledge base for starters. We will have handouts available on the NMRA recommended practice (RP 20.1). We will also have an electronic postal scale available for you to use, along with forms to fill out to record the weight of your cars. We will be using a sign-up schedule so everybody can have access to the scales. We will be working in pairs (one recording, the other weighting) to speed up the process.

There will be a place set up for you to add weights to your cars "on the spot". Then you can bring them back for reweighing after everybody has a chance to do an initial weighing. Fred O. will also bring some extra lead weight stock from the store in case you run out, but you are advised to bring your own just in case his stockage isn't enough. Brian reports having good luck using small fishing sinkers.

This is the first in what we hope will be a series of clinics to improve our collective knowledge of model railroading. If you have one you would like to share with the rest of the club, just contact Gil Brauch, or any member of the Board of Directors, and we will help you get scheduled and set up for business. If you have some suggestions on what we need to feature in these clinics, we would also appreciate a call.

## RAIL EVENTS TIMETABLE

Nov 2-5	Great Lakes Region NTRAK Convention, Louisville, KY	Dec 17	RunniN TraiNs Convention Committee, Prince of Peace Lutheran Church - after party
Nov 11-12	Rockville Lions Club Train Show - Setup Foreman: David Greenacre	Jan 21	Regular Monthly Setup - location TBD
Nov 19	Regular Monthly Setup at Prince of Peace Lutheran Church	Jan 21	RunniN TraiNs Convention Committee, location TBD - after teardown
Nov 13	RunniN TraiNs Convention Committee, Prince of Peace Lutheran Church - after teardown	Jan 27-28	Great Scale Train Show, Timonium, MD (in cooperation with BANTRAK) - Setup Foreman: Matt Schaefer
Dec 9 -10	McDade Mall, Glenolden, PA (in cooperation with DARN) - Setup Foreman: Brian Brendel	Jan 27-28	Greenburg Show, Upper Marlboro, MD
Dec 17	2 p.m. - NVNTRAK Christmas Party at Prince of Peace Lutheran Church - No module setup	Feb 17-18	Set up at Greenburg Chantilly "Place Center", VA - Setup Foreman: TBD
		Feb 24-25	Upper Marlboro, MD (POC: Carol Swanson) - Setup Foreman: TBD

# **RUNNING TRAINS IN '96**

## **N Scale East Convention**

### **CONVENTION CORNER**

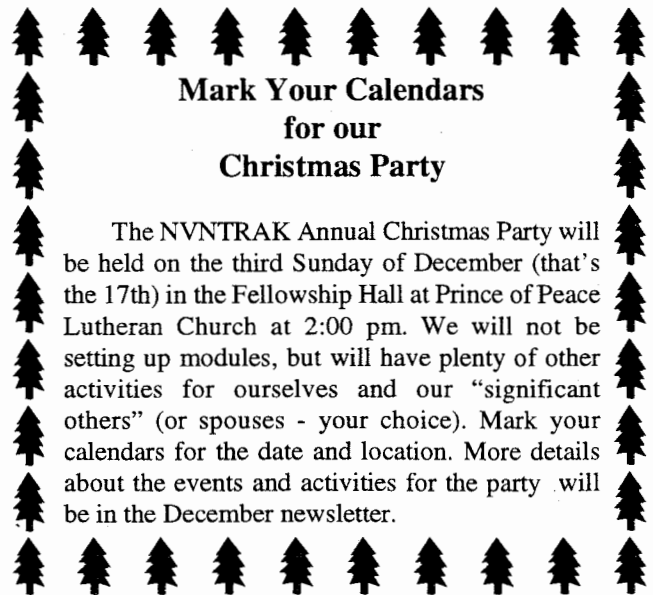
*by Rodney Smith*

As the leaves pile up in my yard, it is time we take stock of where we are and where we are going. At this time, we have 41 people registered for the convention (23 from NV NTRAK), 27 dealer tables and one manufacturer booth sold, and about 121 room nights reserved in the Radisson. These numbers, while good, considering we are still ten months out, are less than a quarter of what our minimums are for success. What are we doing about this? We are concentrating our efforts at getting our message out to the model railroading community in general, and to N-scalers and NTRAKers in particular. To draw in the model railroading enthusiasts, we are making our presence known at local and regional events, such as the recent N-scale Collectors Convention in Baltimore and the NMRA Mid-East Region Convention in Timonium. We will have a joint set-up with BANTRAK at the January Timonium Train Show. We are even sending a few brave souls to Louisville to the Great Lakes NTRAK Regional convention. Your enthusiastic participation, in these or any future events, is most heartily encouraged.

We will also be putting ads and submitting articles in the major model railroading magazines and newsletters. We have already seen several mentions in the NTRAK newsletter, mostly through Matt's efforts. Brian spoke with Keith Lyons, N-Scale Magazine; large ads will run in the editions leading up to the convention. We also had the opportunity to speak with Jim Hediger, Model Railroader's Senior Editor, who wants us to submit articles and Trakside photos.

While these offer us the opportunity to publicize our convention to those we wish to attract, personal contact is the best advertising. Most registrants and dealers have signed up because one of us talked to them. Therefore, we need every NV NTRAK member to learn about the convention and tell their model railroading friends, acquaintances, and model railroad dealers and manufacturers. Does your dad or brother run trains? Tell them. Are you calling and placing an order with a mail order dealer or manufacturer? Tell them. If they haven't heard of us, call Charles for a registration packet, Obie for a dealer/manufacturer packet, and follow up afterwards. You all can make a difference.

The next convention committee meeting will be at Prince of Peace Church immediately following our tear-down after the regular monthly set up. All are cordially invited to attend. The topics of discussion will be Outside Activities, possible participation by a Swiss NTRAK club, and the publicity campaign. We will also decide on the final design for the convention car at this meeting. All submissions must be turned over to John Cook by the end of the set up.



### **Mark Your Calendars for our Christmas Party**

The NVNTRAK Annual Christmas Party will be held on the third Sunday of December (that's the 17th) in the Fellowship Hall at Prince of Peace Lutheran Church at 2:00 pm. We will not be setting up modules, but will have plenty of other activities for ourselves and our "significant others" (or spouses - your choice). Mark your calendars for the date and location. More details about the events and activities for the party will be in the December newsletter.

## **Obie's Corner**

### **What's New?**

#### **ATLAS GP 7**

UNDEC	ERIE
MAINE CENTRAL	GREAT NORTHERN
BOSTON & MAINE	PRR
C.P.	SANTA FE
RIO GRANDE	SOUTHERN
CHICAGO & NORTHWESTERN	

#### **MICRO ENGINEERING**

CODE 55 N.S. RAIL #6 FROG

#### **MICRO TRAINS**

94060	CSXT 3 BAY COVERED HOPPER
20256	B&O 40' BOX CAR SENTINEL PAINT
58020	36' WOOD ICE REEFER
48030	50' GON S.P.
91012	3 PAC - N&W TWIN BAY HOPPERS
1039	KING PINS FOR MDC CARS
1000B	BROWN BETTENDORF TRUCKS

#### **INTER MOUNTAIN**

NRC/IC STEEL REEFERS  
1937AAR SINGLE DOOR BOX CNW

#### **CON-COR**

PA1 B&O ABA  
CORRUGATED PASS. CARS PA





## The Report from Down Under

*As told to Gil Brauch by Jim Krehmke*

When last we heard from Jim Krehmke about his adventures, he had just arrived in New Zealand. Since then there have been several E-Mail messages from him. From the sound of things, he has found out that model railroading is a lot safer, neater and cleaner than the real thing. It also sounds as if he has the opportunity to be the Jim Fitzgerald of NZ N Scale model railroading. Here are his latest communications, starting with his note of August 7th:

"Last weekend was an opportunity for our first train ride since arriving in New Zealand. We took a steam hauled excursion to Arthur's pass.

The last several weeks have been stormy, so the peaks were spectacularly snow capped. Arthur's pass is the lowest (2500 ft.) crossing of the Southern Alps. The ascent from Christchurch passes through 19 tunnels and several spectacular viaducts as it follows the gorge of the Waimakariri river. At Arthur's pass, the line enters the 8-mile Otira tunnel (electrified). The village at Arthur's pass had just received a snowfall, and, with the brilliant sunshine, we were able to enjoy a picnic in the snow in shirtsleeves!

The excursion train was hauled by a streamlined mountain class locomotive, the J1211. This locomotive is privately owned by the Manline Steam Trust. The streamlining is remarkably similar to that applied by the (Late) Southern Pacific to many of its mountain and northern class locomotives, most notably the 4449. This engine was in mainline service here until 1971, and has many features in common with late US steam, with the notable exception being no automatic stoker! Yes, it's hand-fired. Seems New Zealand Rail, as a government operation, also believed in full employment. The fireman must have been a bit rusty, as the engine ran low (150lb) on steam during the ascent. The tender is quite small, a problem, of course, when there are few servicing facilities. The Trust has constructed an ingenious auxiliary tender. It's built from a 50 foot tank car, with space at one end for several "skips" (large buckets) of coal. There's a hydraulic crane to allow these to be dumped into the tender.

Putting things into scale, this locomotive weighs 110 tons. Though narrow gauge, it's very well proportioned, with only the crew giving a hint of its true proportions. There were 15 coaches in the train, including a buffet and head end power car. The coaches are all wooden, ex-suburban service cars. The appearance is not unlike Bachmann's "old timers" truss rods and all.

Modeling ideas abound, but NTRAK would be difficult, unless there would be a way to hide the yellow and blue lines.

He closed off August by writing this on the 31st:

"The US postal system is a joke, even here in NZ. They have "Cliff" from "Cheers" as the spokesman for NZ post!

Average NZ coal train is 14 cars, 75 tons each. They are thinking big, and may go to SIXTEEN!"

No modeling yet. Still negotiating for space to set up shop. Prospects not encouraging. If I'm banished to the garden, may have to go to G!

This was followed by fairly long pause until October 6th, when this appeared:

"Now I know why the railroads were so anxious to dump steam engines for diesels. Steam is a pain. Pure and simple. Even in the best of circumstances steam engines are dirty, dangerous, labor intensive and generally a pain to deal with. After working on it, I lump steam engines with manual brakes and link and pin couplers, something best remembered fondly! Everything from boiler maintenance to fixing burns on coach roofs caused by cinders, it's bad. They look cute in 1:160, but 1:1 ain't so.

So I stay away from the steam group and concentrate on coaches and maintaining support equipment (compressors, sand blaster, welding, etc.).

Got the last newsletter, and glad to see the ball is rolling for the convention. Tomorrow is the spring model RR expo here in Christchurch, so I'll check it out. So far, I have found zero interest in modular systems, and little more for N. Hot ticket here seems to be Sn3-1/2. Lots of brass and scratch built NZ prototype models. They even do their unique (sorta like HO) prototype couplers in lost wax."

Finally, on the 9th of October he wrote:

"This weekend I attended the Christchurch Model Railroad Exposition (annual). There were several portable (as opposed to modular) layouts, in N, HO, Sn3.5, and 9mm(O narrow gauge). Overall, I'd say the quality of presentation and design aren't up to NVNTRAK standards. They DO do beautiful brass locomotives here, though. What caught my interest was the crowd control barriers they use. They are "hurricane" fence panels, about 1 metre high. They are framed with aluminum tubing and set up just out of arms reach from the layouts. They wouldn't stop a determined adult, but kids were totally controlled. When the panels were lashed together, the corner angles made an extremely rigid structure. Just some food for thought.

I'm thinking about building a complete NTRAK layout (small) 4 corners and 4 4' sections, probably showing the various details, and only partly scened."

Stay tuned for the further adventures of the NVNTRAKER Down Under!!



## INTERMODAL SERVICE IN THE EYES OF OUR CUSTOMERS

*Cynthia Archer, Senior VP-Intermodal Service Group, CONRAIL*

Thank you for this opportunity to address the Transportation Department via your electronic newsletter. I enjoyed my tenure in Transportation as the General Manager-Harrisburg Division, and returned to Intermodal to find the service expectations of our customers just as demanding, if not more so, than when I left Intermodal in 1993. I would like to cover three topics:

- Where is Conrail in service delivery to Intermodal customers and where do we need to be.
- What is our primary competition, the trucking industry, doing.
- What is the outlook for Intermodal.

### 1. Where is service today and where must it be.

The table below shows where Conrail is in Intermodal train performance and shipment availability to our customers:

<u>Measure</u>	<u>Year-to-Date</u> <u>Description</u>	<u>Performance</u>	<u>Goal</u>
Train Performance	Pct. of trains arriving at destination terminal on schedule.	89%	92%
Trailer/Container Availability at Destination	Pct. of "boxes" available for pickup by customers when promised, at the destination terminal.	92%	95%

From benchmarking we have done with other transportation companies, our service is good relative to other railroads. The Santa Fe and Conrail have the best reputation for Intermodal service. Compared with truckers, however, many large trucking companies consistently achieve on-time performance of 98% or better. Our most demanding customers are the parcel/package companies such as UPS (our largest Intermodal customer), the U.S. Postal Service and Less-than-truckload (LTL) companies. These customers provide more than one-third of our total Intermodal revenue.

### 2. What is the trucking industry doing:

The Intermodal Service Group recently reviewed our strategies for growth, especially recapturing business lost in 1995 to the highway ("over-the-road") truckers. Bear in mind that in 1994, with the economy booming, trucking capacity was exhausted: no drivers, no tractors, no trailers. As a result, Conrail and many other railroads had record years for Intermodal. For example, for the first nine months of 1994, Conrail's Intermodal business was up 21 percent over 1993, and our train service and terminal capacity were strained. In late 1994, trucking companies added drivers, tractors and trailers. With the business downturn in 1995, truckers are using their own recently-acquired assets and consequently the U.S. Intermodal business has suffered. The solution for Conrail: we must become a BASELOAD carrier to trucking companies rather than an OVERFLOW carrier. Otherwise, our Intermodal traffic will always be subject to big swings as the economy moves up and down. How do we do that? From the performance data you saw above, SERVICE is critical. To be a baseload carrier, Intermodal service must be transparent to over-the-road service by truckers. Intermodal has a cost advantage over truckers for "longer" hauls. There are studies that show the break-even distance of rail vs. truck for Intermodal is about 500-700 miles. Conrail's average haul in Intermodal is 750 miles, so our cost advantage is not huge. However, initiatives like double-stack, improved locomotive and fuel efficiency, better flat car and trailer utilization, and terminal technology all contribute to widening our cost advantage. Conrail has made enormous strides in cost efficiency. This has enabled Conrail's revenue from Intermodal to grow from \$302 M in 1981 to \$758 M in 1994. No other business on Conrail has grown like Intermodal.

### 3. What is the outlook for 1996 and beyond.

I think the future for Intermodal is excellent, absent an increase in legislated truck sizes and weights. First, truck rates will increase. To address high driver turnover, truckers will have to increase driver pay and consequently raise rates or shift more traffic directly to Intermodal. Trucking rates will also have to increase to cover the costs of new tractor investments. Second, interline service over our key gateways of Chicago and St. Louis will continue to improve, again making Intermodal service

*(Continued on page 7)*





## Superintendent's Car

(Continued from page 1)  
heaven.

I had complete plans in place for a Running Trains Contest and Gil made up a beautiful set of certificates BUT no other clubs joined us as planned and to help so we just had to drop the contest. John Plant and Jim Dahl cannot be considered as another club... John is a N V member and we treated both of them as such.

We overheard lots of good comments like "Look at that - we should be in N Scale" or "Look what you could have put in your basement!". The judging committee was also impressed by the modeling quality and persuaded members to enter the NMRA contests and John Cook and Bernie won lots of metals and ribbons I'm sure you will hear the beating of chests for awhile. We made contacts with modeling magazines representatives and with the organizer of the Great Scale Train Show resulting in new opportunities.

**PUBLICITY** - I was very disappointed to miss getting an article and photographs on our double loop layout in Jim Fitzgerald's Nov-Dec newsletter. I feel the multi-loops open up a whole new era, new operations, new multi-club shows and new excitement to N-TRAK. Although I sent an early draft and got the pictures in by the Oct 15 deadline it was too late to layout a major article. Jim will use it in the Jan issue and has given us space in the three previous issues including two full page articles. Send articles in as early as possible, there are no guarantees.

**NEW COMPUTER** - The club has applied a new technology over many times faster than the Intel P5. The system is in preliminary design and details will be improved

as we go. It can quickly design a layout and lock on modules dimensions within 1'. We know that layout alignment being off several inches is not a problem when setting up. Hard copies can be made on any copy machine. We owe Gil our thanks for building and introducing this system at the October meeting and we will be seeing it in use at all future set ups. Another benefit is quick on the spot reconfiguration of a layout. It works so well that sometimes it's hard to LEGO™.

**OFFICIAL NOTICE** - On Oct 15th a big announcement was made in our business meeting by Dave Greenacre - being of sound mind (although there has been considerable doubt). The announcement was that LeHarve would be finished, 'finis', or done for the '96 convention... and also running trains! Everyone note, LeHarve is a 24x4 matched set of modules.

**MOVING UP** - Note John Steitz, agent at Potomac Yard is moving up (he is now on the 5th floor) and his new address is 1021 Arlington Blvd, apt 510, Arlington, Va 22302 telephone (703) 526-0758. Update your records.

**LIST OF STATIONS & AGENTS** - Based on total modules in a club we are probably one of the larger clubs in the country. However, it is hard to tell as the Jim Fitzgerald's September 1995 N-Scale and N-TRAK Club Listing is not fully up to date. But we are getting bigger having over 350 feet of runable modules and 268 feet of sceniced modules all to N-TRAK standards at this time. More plans for more modules are blowing in the wind. We have scrapped Chase Marine and an 8 foot hump yard...that's progress.



### Member Help Line



You may have noticed on the masthead of the newsletter (that's the big stuff at the top of the first page) that we have listed a member help line. What's that all about? Well, it's a service initiated by your Board of Directors to help us all keep up to date with what's going on. It also serves as a way for the membership to get requests for information into the Board, so we can work on getting answers. Just call (703) 620-0812, Extension 3 and leave your message after the "beep". We are also adding an additional feature. If you call (703) 620-0812, Extension ??, you will hear the latest information concerning our next setup. We hope this service will help improve participation in our monthly setups, particularly since we will be "moving around" a little during the winter months. Pick up the phone! Give us a call!!





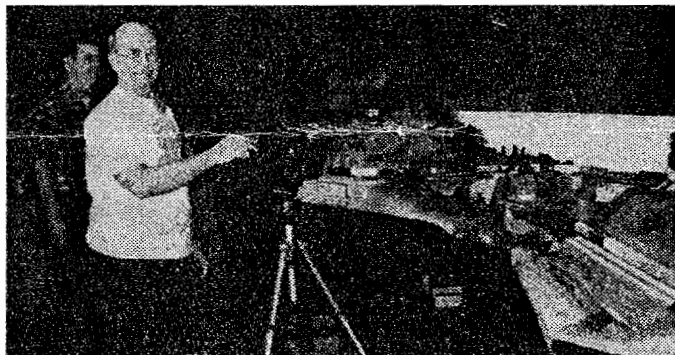
## BLINDERS ON, HEAD IN LOCK DEPARTMENT

*From newsgroup misc.transport.rails.america*

An article in the Sioux Falls Argus Leader reports that farmer Verdeen Lorenzen felt a bit of a jolt as his tractor crossed the railroad track east of Sherman, SD. "I thought the tracks were getting rough or something," he said. But it wasn't the tracks. He had just been hit by the train.

The impact ripped the left tire off his 1975 John Deere tractor and shattered the cab windows. "The cab is pretty soundproof and I had the radio on," Lorenzen stated. He was ticketed for failing to stop at the crossing and will appear in court this week. He was driving his tractor home from the repair shop. "Back it will go," he said. The BN train received minimal damage.

### Photo of the Month



Who's shooting who?

David Davies at work at our September photo session.

*(Continued from page 5)*

more transparent to our customers. The Conrail-NS service over Hagerstown, which was initiated in May of this year, continues to grow. Third, Conrail and the U.S. have significantly more Intermodal capacity than several years ago. Examples involving Conrail in the last two years are Syracuse, Harrisburg, Toledo, E-Rail (Elizabeth, NJ), Columbus, Chicago 47th Street, and the huge UPS facility at Willow Springs, IL, to which Conrail has direct access. A new terminal in Pittsburgh will be built next year.

Our Intermodal growth will come from three sources:

(1) Our cost structure must be competitive to allow us to attract many trucking companies who use little or no Intermodal, and be a BASELOAD carrier, as discussed above, to current users.

(2) We grow from products such as new trains to both interline partners as well as to interior points, based on customer demand. This explains why we are adding trains between certain points even though traffic is below last year—there are changing markets which we can serve profitably with existing terminal and locomotive capacity. The cooperation of Transportation in establishing these new services has been excellent.

(3) We are continually exploring ways to expand our franchise. We have an excellent double-stack network and a good service reputation. We must seek out market extensions where we can gain growth for Conrail.

Finally, Conrail has achieved a remarkable record of improvement in operating ratio, from 111 percent in 1977 to below 80 percent for 1995. Our efficiency improvement will continue, allowing us to be more competitive with over-the-road truckers.

For 1996, we expect growth of about 5-7 percent over 1995. We have good partnerships with some of the finest transportation companies in the nation, such as UPS, J. B. Hunt and Schneider National. We continue to pursue LTL companies and have proposals before several for traffic agreements. We expect import traffic to slow somewhat in 1996, plus our major East Coast ports face increased competition from South Atlantic ports and Halifax. We in Intermodal greatly appreciate the 'round-the-clock efforts of all members of Transportation, providing service in all climates and terrains.



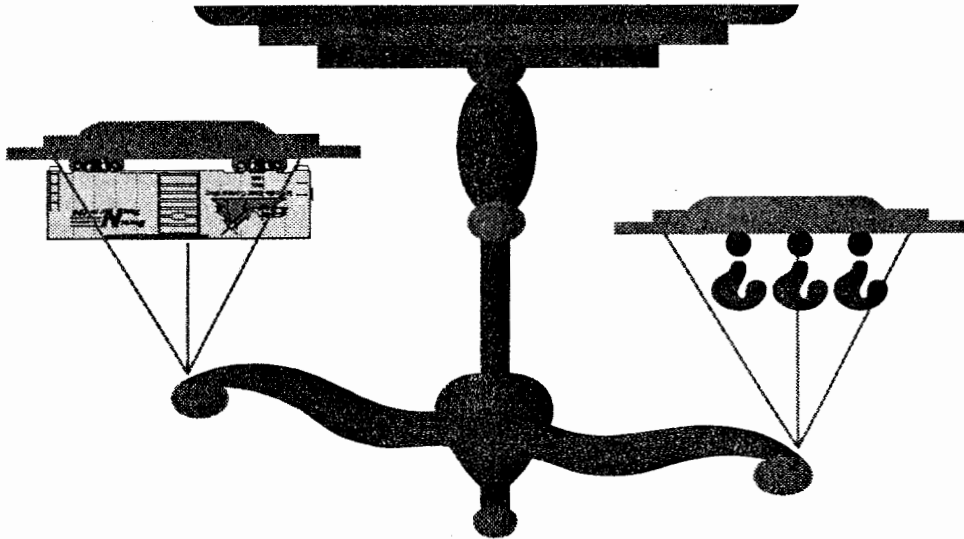
The Northern Virginia N-TRAK Newsletter is produced for and by the members of Northern Virginia N-TRAK. Membership is \$30/year or a Newsletter subscription for continental USA residents is just \$10/year for twelve issues. Send check: Treasurer, Northern Virginia N-TRAK, P.O. Box 1951, Herndon, Virginia 22070.

Submissions should be sent to the editor, Jackie White, 917 N. Van Dorn Street, Alexandria, VA 22304, by electronic mail to PNUM72A@Prodigy.com or faxed to 703-370-9682.

Please send articles for the October 1995 Newsletter by December 21, 1995. Thanks.

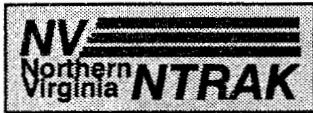


See inside for details of the car weighing  
clinic to be held at this month's setup.

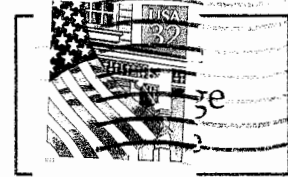


Quiz of the Month: How much should this boxcar weigh??

Nov '95



P.O. Box 1951  
Herndon, VA  
22070



Edd Braithwood  
2017 Wethersfield Ct.  
Reston, VA 22091-3602  
Exp 1/96

~~MONTHLY SETUP AT CHURCH~~  
~~LANDMARK SETUP CANCELED~~