



## TALK AMONG FRIENDS

October - November - December 2014



Working Trackside

### Still Moving

In our October-November-December 2013 “Talk Among Friends” (TAF), we talked about a 3-step approach to moving NWHS forward. Our third step in the approach was keeping everyone informed about what we were up to. It has been a year since we outlined an approach, so it is a good time to review where we are.

The first step we took was to conduct a survey of the membership. We did that so the members had an opportunity to tell the Board of Directors (BoD), officers and other members what their interests were and what they wanted to see from the organization. We published a preliminary report on the survey in the October-November-December 2013 TAF. The complete survey responses were published to the

NWHS website in November 2013 so all of the members could review the questions and all of the responses.

Our second step in moving the organization forward was to develop plans consistent with implementing the NWHS Vision Statement, which is posted at [www.nwhs.org](http://www.nwhs.org) and says:

*“Over the next 20 years we intend to implement the steps necessary to establish and maintain the Society and its Archives as the recognized, authoritative sources for information about the history and operations of the N&W and VGN railways and their respective places in the development of the Central Appalachian region and in the development of rail transport in general. As our resources permit, we intend to put in place up-to-date, proven research technologies to make our collections available to the wider history and research communities.”*

We went on to state that the BoD was working on a NWHS 5-Year Plan that considered all parts of the organization (archives, membership, commissary, convention, and building) and how each part contributes to the vision. In effect, this is a progress report about what we have done over the past year, what we have learned from what we have done, and what we plan to do.

### ARCHIVES

The most visible part of the NWHS is our Archives. Our objective for the NWHS Archives is to make the Archives the equivalent of a university archive with respect to searchable data base, equipment, procedures, access and fees.

NWHS Archives are predominantly housed in the NWHS building on Salem Avenue in Roanoke. Part of our Archives are jointly housed with a portion of the Norfolk Southern (NS) Archives at the NS-owned GOB-East building in Roanoke. The third portion of our Archives is maintained on the web and can be accessed at [www.nwhs.org](http://www.nwhs.org). These distinctions are important because our archive volunteers work at both our building and the GOB-East building, but we only have to maintain the NWHS-owned building on Salem. Our maintenance of the NWHS-building includes not only the physical structure, but the property and all of the electronic equipment associated with the physical and web-based archives.

**Searchable Data Base:** In October 2013 we set two measurable goals for the Archives. The first was to have 100,000 items in the database by the end of 2014. At the end of the September Archives work session on September 14, 2014, we had 100,066 items in the data base. We have established a goal of 107,000 items in the data base by the end of 2015.

Archive research and data base entry is performed by volunteers, not all of whom belong to the NWHS. We consider anyone who attends two or more Archive work sessions in a three month reporting period to be in the Archive cadre. We established this definition because, even though most of our volunteers attend all three work sessions, someone will occasionally miss a session during a reporting period. Our second measurable goal for the Archives was to add two volunteers to our consistent cadre of 16 volunteers who showed up at most of the archive work sessions. In our September – November 2013 reporting period we had 21 cadre members, in the December 2013 – February 2014 Archives reporting period we had 18 cadre members, there were 18 cadre members in the March – May 2014 reporting period, and there were 15 cadre members in the June – August reporting period. The average for the four reporting periods was 18. Our goal for 2015 will to achieve an average cadre of 19 volunteers over the four reporting sessions.

**Equipment:** Over the last 12 months, using \$33,851 donated by the N&W Historical Foundation and our own funds, we replaced worn-out or obsolete equipment, upgraded and added research stations, and added new equipment. Specifically we did the following:

- Replaced our over 10-year old KIP Starprint 200 laser printer with a new wide-format HP Designjet T790 printer, which is linked to all of the workstations. We could no longer get parts for the KIP printer.
- Bought a new Contex Color Scanner that can scan documents up to 42 inches wide with direct copy to an inkjet printer.
- Purchased and installed three new research work stations. Upgraded our older work stations such that all seven



## **Working Trackside continued**

- of our research work station have Microsoft Windows 7 or Windows 8 and are equipped with LCD displays.
- Purchased a high speed 35mm slide scanner
  - Purchased a 50 inch TV and DVD player to replace our three combination TV/VHS players.
  - Purchased two freezers to store old negatives
  - Purchased four surplus rotary presses to replace one failed unit. These presses are used to flatten drawings.

Among the mundane cost items we have to deal with are keeping a supply of acid-free Hollinger boxes on-hand for file storage and special printer paper for reproducing drawings.

While not exactly equipment we developed a new Archives brochure to replace our 10-years old Archives brochure.

**Procedures:** While we have procedures in place for Archives operation, we are evaluating them to see if they are adequate to meet our objective of an university-equivalent archive.

**Access:** One of the issues every archive faces is access. Currently we have an open access policy during Archive work sessions. That is expected to change over the coming years, and visitors will be restricted to the front room when we upgrade our building. At the same we are reviewing procedures that will offer access to visitors at times other than work sessions (with prior arrangements).

**Research Fees:** An archive is both a repository of data and an active search engine. Items that have been entered into the data base are relatively simple to research, while others can be labor intensive. Effective January 1, 2015, a research fee of \$25 per hour will be charged for all commercial research requests and may be applied to difficult non-commercial research requests. This fee is consistent with both university and state historical archive practices. Members and visitors who come to the archives to do their own research will not be charged a fee.

## **MEMBERSHIP**

The objective of NWHS with regard to membership is to create a dynamic organization with multiple types of outreach programs that attract members because they want to belong.

Over the past few years NWHS has increased the Arrow pages from 144 pages per year to 160 and gone to a heavier paper with an all-color format, added a website, launched two electronic mailing lists, added a Facebook page, and added an electronic newsletter.

Over the past year NWHS members have manned tables at the Bluefield, Chantilly, Harrisonburg and Lynchburg train shows as well as the 611 Send Off in Roanoke and the Streamliners weekend in Spencer, North Carolina. We have also designed and purchased two vertical banners to advertise NWHS at events we attend. Our efforts are having a measurable effect. Over the next 12 months we intend to add additional electronic means to contact members.

Our membership analysis from several years of data indicates that the NWHS averages about 1288 members on a yearly basis, but the membership trend was downward. Average membership fluctuates by quarter as renewals are sent out on a quarterly basis. We have new members join, and some old members not renew. NWHS Membership Chairman, Hunter Atkinson, has instituted a program to follow-up with members who do not renew to discuss why they did not renew.

The metric we use for membership is how many Arrow Magazines we send out each quarter. Over the past four quarters, beginning in October 2013, we sent out 1188, 1155, 1175, and 1237 issues to members. After a low of 1155 Arrow issues sent out on January 1, 2014, the numbers indicate an increasing trend in membership.

We also keep a record of how many times the electronic TAF (eTAF) is viewed on-line. Our July 2014 eTAF issue (as of September 15) had 282 more views than our January 2014 issue and 407 more views than the April 2014 issue.

The January 2014 TAF noted that after the membership related bills were paid there was about 50¢ left over from each regular membership to go toward paying the operating expenses of the NWHS. In June the Membership Account "borrowed" \$10,000 from the Development Fund Account to pay the invoice for the 30-3 issue of "The Arrow."

After considerable discussion and financial analysis of all the NWHS revenue streams during the last three board meetings, the BoD voted on June 26, 2014, to raise regular membership dues from \$35 to \$45 per year and sustaining membership dues from \$50 to \$60 per year effective January 1, 2015. This will be the first membership dues increase in at least 12 years. The dues increase will allow us to continue to increase membership services and have a member's dues provide a larger contribution to the operation and maintenance expense of the NWHS.

The BoD also voted to adopt a different approach to late membership renewals. Late renewals have been costing the NWHS approximately \$7.00 per late renewal as we would send out an "Arrow" package when a member renewed late. The BoD decided to close out the renewal date 30 days earlier to account for the "Arrow" packaging date. A member with a late renewal can still get a copy of the "Arrow" by adding an appropriate fee (which will be on the renewal form for the late renewal). This action was taken because late renewals were costing the membership account approximately \$1,000 per year.

## **COMMISSARY**

The profits from the NWHS Commissary are the major funding source for the organization. Over the past 19 years (1995-2013) the commissary has generated \$2.045 million in revenue and in excess of \$500,000 in profit which has funded the operations of the NWHS. The rolling average of the past 5 years of revenue is \$97,561. However the commissary



## Working Trackside continued

revenue for 2013 was \$80,405, and the revenue for 2014 is currently projected to be approximately \$84,000. In addition, the commissary is both carrying lower profit items like the branch line books and offering them at a 33% discount to members rather than a 10% discount. The lower commissary revenues and the lower profit items in the commissary both contribute to the commissary contributing less to the operating costs of the organization.

Our largest potential for revenue and profit comes from NWHS-developed products such as books, calendars, data disks and models. While volunteers produce our books, calendars, and data disks, NWHS pays for the production. NWHS is currently analyzing the costs associated with producing a DVD of a full-set of the Norfolk & Western Magazine, which was published from 1925 to 1982.

As we get farther into the digital age we expect more digital orders, and some people are already requesting digital items by email. We have been researching this issue and find that some organizations will not send items via email. We expect to have a digital purchase policy in place by January 1, 2015.

### CONVENTION

The convention is an annual event for the NWHS, and it is one that members need information on as early as possible. Last year we instituted a policy to announce the convention in October, provide preliminary information about the expected convention program in January, and provide the registration package in March. We met those dates, and the 2014 Convention in Roanoke came off relatively well.

However our convention practices have been under discussion by the BoD for the past couple of years for a variety of reasons. First and foremost, four of the seven conventions prior to 2012 did not break even, and two of them lost substantial amounts of money. The 2012, 2013 and 2014 conventions were all structured to ensure they did not lose any money, and they all made a slight profit.

Roanoke 2004	131
Williamson 2005	86
Strasburg 2006	88
Bluefield 2007	92
Marion 2008	63
Roanoke 2009	120
Front Royal 2010	72
Norfolk 2011	41
Lynchburg 2012	64
Twin Falls 2013	51
Roanoke 2014	104

Having demonstrated that a convention can be structured so as not to lose money, the BoD has taken up the question of the best way to plan a convention to meet the desires of the convention attendees. The table to the left shows the convention and attendance. It is obvious convention attendance is down regardless of where we go. We are losing 10 people at Roanoke every five years. It is also obvious the farther we get from Roanoke the less attendance we get. At the same time it should be noted that when we went to Marion we had 11 first time attendees out of the 63 registered.

Our second step was to ask the following four questions to the 15 people who have attended the most conventions:

1. What do you want to/expect to see at a convention?
2. Why do you go to conventions?
3. Would you consider going to an NWHS sponsored event that had no banquet, no photo contest, no modeling contest?
4. Would you go to a convention that did not have any tours?

All 15 people replied and the collected responses, without attribution, were provided to the BoD and officers. While there was variance in the responses everyone agreed they went to conventions to see old friends and make new ones. Convention Planning and Procedures are on the October 2014 BoD meeting agenda with the objective of updating our Convention Manual to meet the desires of our members.

### BUILDING

Over the past year we have spent approximately \$10,000 to fix various parts of our building to meet fire code requirements, put on a new roof on part of the building at a cost of \$22,000, and pressure washed and painted the three street-visible walls of the building at a cost of \$6,000. We also hired a monthly cleaning service to keep the Archives presentable. Our yearly operating costs associated with the building are budgeted at \$14,000. The operating costs will go up when a planned storm water tax is levied against all commercial buildings in Roanoke.

### A CAPITAL CAMPAIGN

While this *Working Trackside* column is long, we wanted to let you, the membership, know what we did over the last year and what our overall objectives are. We also wanted to point out where our revenue comes from and what we spend our revenue on. While we currently have over \$120,000 in the bank, given our revenue projections, we don't think we can accomplish our objective of a university-equivalent archives in a modernized building without raising additional funds. To that end we will announce a one-year \$100,000 Capital Campaign in the January 2015 TAF/eTAF that will outline our modernization plans for the NWHS Building on Salem Avenue. We look forward to your support for your organization.

*NWHS Directors and Officers*

## NWHS 2015 Convention

The NWHS 2015 Convention will be held June 17-21, 2015 in Marion, Ohio

## NWHS 2014 Convention

Photographs from the The NWHS 2014 Roanoke Convention can be found at:

<http://www.nwhs.org/convention/2014roanoke/photos/>

The 30th Anniversary edition of the NWHS's annual convention was held in Roanoke June 26-29. There were 104 pre-registered participants and an additional three registered at the convention. Participants enjoyed the opportunity to visit the NWHS Archives, go on four tours (that visited six places), listen to 10 seminars/clinics, attend a cookout at the Virginia Museum of Transportation (where you could photograph multiple trains that went by and take a short trip on a train operated by the Roanoke Chapter of NRHS), and attend a banquet and breakfast. Or just visit and renew old acquaintances and make new friends.

The seminars/clinics were balanced between five historical presentations, two modeling clinics, a photographic tour of the N&W lines that radiated from Roanoke, and in-depth seminar of signal operation on the N&W. The most talked about seminar was the presentation by John Velke on the Baldwin-Felts Detective Agency which acted as special agents for the N&W. William Baldwin, founder of the detective agency, was Velke's great-uncle and Velke's grandfather was one of the agency's detectives. The NWHS Commissary will have a limited supply of Velke's books to sell in August.

Rather than a traditional banquet speaker, Ron Davis, Rick Stone and Jim Brewer delighted the crowd with a presentation on the NWHS that covered the 30 years of the organization's existence.

The convention also honored those members who volunteer so much of their time to keep the NWHS one of the top railroad historical societies in the world. Award recipients were:

The *Precision Transportation Award* was given to Steve Summers and John Munson

Charlie Schlotthober received the *Brakeman Award*

H. Reid Memorial Award was given to Landon Gregory

Frank Bongiovanni received the *Golden Arrow Award*

The NWHS Annual Membership Meeting was held Sunday June 29, 2014, at the Hotel Roanoke in Roanoke, Virginia. Much of the discussion that went on in the membership meeting is presented elsewhere in this TAF. An item of note is that Ron Davis commended Bob Bowers, who has announced his retirement in 2016, for his long-time contributions to the Society running the Commissary and serving as day to day business manager. Ron noted that Bob has generated over two million dollars of merchandise sales for the Society.

A second item of note is two members commented on past convention venues, and preferences of activities at conventions. Those members' comments resulted in a mini-survey about convention practices and a detailed email discussion by the BoD and officers following the Roanoke Convention and a change in planning for the 2015 Marion Convention.

### Commissary Announcement

**New Commissary Shipping Rates**  
Effective September 15, 2014  
Rate increase due to increase in  
United States Postal Service shipping rates

**Membership Pricing**  
\$0.00 to \$19.90 - \$5.90  
\$20.00 to \$49.95 - \$10.10  
\$50.00 to \$74.99 - \$11.75  
\$75.00 to \$99.99 - \$12.65  
\$100.00 and up - \$18.95

#### Web Site Pricing

Order up to \$20.00, Ship Charges - \$6.90  
Order up to \$30.00, Ship Charges - \$7.90  
Order up to \$50.00, Ship Charges - \$10.90  
Order up to \$1000.00, Ship Charges - \$13.90  
Over \$100.00 Ship, Charges - \$18.90

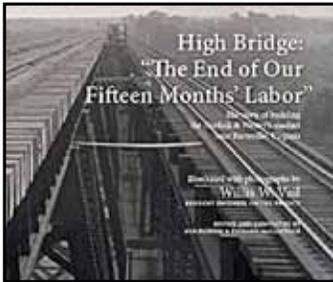
### NWHS Calendar of Events ~ 2014

Oct 9- Archives work session  
Oct 25 NWHS BoD meeting (Princeton)  
Nov 6-9 Archives work session  
Nov 6 NWHS Open House at Archives  
Nov 8-9 Pocahontas NRHS train show  
(Bluefield)  
Dec 11-14 Archives work session

### Commissary Notice

The NWHS Commissary is open between 10 a.m. and 2 p.m. on Thursday and Friday of the archives work session. With prior arrangements orders may also be picked up Saturday between the same hours. You may place your order by calling 540-342-0575 or on the NWHS website. Please note your choice of day for pick up. No shipping charges apply when you pick up your order at the Archives.

## New Book Available at Commissary



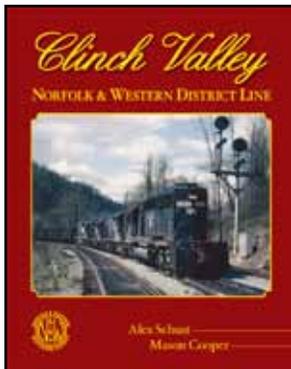
### High Bridge: "The End of Our Fifteen Months' Labor" The story of building the Norfolk & Western viaduct near Farmville, Virginia

This 9 1/2 x 8 inch, soft cover book has 96 pages, and is published by Friends of High Bridge Trail State Park. The book commemorates the 100th anniversary of the completion of N&W's "High Bridge" over the Appomattox River in Prince Edward County.

The book has been edited and annotated by Bob Flippen, Education Specialist at High Bridge Trail State Park, and Richard McClintock, PhD., Director of Publications, retired, Hampden-Sydney College.

Ron Davis, President of the Norfolk & Western Historical Society notes, "This book chronicles the construction of one of the most significant bridges on the N&W Railway. Photos of the project by Resident Engineer Willis Vail show each step in the construction of this engineering marvel. The text does a masterful job of describing construction methods and techniques used over 100 years ago without being overly technical." ~ SKU 138.186

## Book Review – "Clinch Valley - Norfolk & Western District Line"



Children of the '60s probably remember the book "Everything You Always Wanted to Know About Sex\* (\*But Were Afraid to Ask)." The latest publication from the Society, "Clinch Valley: N&W District Line," could be considered to be "Everything You Always Wanted to Know about the Clinch Valley Line." The book is another in the series of books about main and branch lines of the Norfolk & Western and follows that same format.

*Clinch Valley* is not a complete history of the line, with details of facts, figures, finance, people, and operations. Rather, it is the engineering and construction history of the line from Graham (Bluefield), Virginia, to its terminus in Norton, Virginia. Extensive mining of the historical society archives and other sources produced the data that created a field guide to this line. In addition to rail historians, this is a book for modelers and for local historians who want to know the origins of some of the "wide spots" along the road. The book should not remain on a shelf, but should be carried trackside to determine what was where.

The authors worked from the original 1886-1892 construction ledgers to lay the groundwork for the genesis of the line. The first chapter gives a brief history of how the line came to be, details the surveys and location of the right of way, then tracks the construction. There is information about costs; contractors by section; construction of bridges, tunnels, and structures (depots, section houses, tool houses); and the construction of the initial four branch lines. A brief description of how surveys work, with an explanation of how stations (i.e., station 165+09) are established makes it easier to understand locations throughout the rest of the book. The 1916 Resurvey and 1917 ICC Valuation are the other sources of data that was used to produce the rest of the book.

Chapter 2 (Bluefield to Richlands) and Chapter 3 (Doran to Norton) make extensive use of plans, photos, track charts, topographic maps, and the field notes from the 1916 Resurvey/1917 ICC Valuation to cover the line mile by mile. Bluefield (Graham), Tazewell, Richlands, St. Paul, and Norton each have several pages that cover the history, industries, and N&W presence in each town. Other towns and locations where there was a depot, siding, or junction are located by mile post and survey station with a description of the history and what was there – be it a building, switch, or stock pen. The information is supplemented with entries from N&W Industrial Guides. There are pages that give a mile by mile description of the line with grades, curvature, and tangents, pulled from the 1916 Resurvey and vintage track charts.

In Chapters 4 and 5, the numerous branch lines receive the same treatment, with locations, construction details, communities, structures, coal companies and coal operations, and ultimate status of each branch. Chapter 4 covers Clinch Valley No. 1 Coal District (established by the N&W "Coal Districts and Mines" map published in 1927), which covered the area from Cedar Bluff to near Artrip. Chapter 5 covers Clinch Valley No. 2 and Tiller Coal Districts. Clinch Valley No. 2 ran from St. Paul to Norton, while the Tiller District, established in 1956, covered the Dumps Creek Branch.

The maps, plans, charts, and photos that supplement the text all work together to give a picture of how an often overlooked part of the storied Pocahontas Division came to be, grew, and functioned. All that information also shows how extensive the N&W Historical Society Archives are and how useful they can be in filling in gaps and holes in the broad history of the Norfolk & Western.

*Bruce Harper*

*Clinch Valley, Norfolk & Western District Line - 8 1/2 by 12, soft cover book, 224 pages, 95 pictures, 183 drawings (includes pictures of Field Note Book drawings), 47 maps, 27 data tables and time tables. SKU 139.19*

# **NORFOLK & WESTERN HISTORICAL SOCIETY PRESS RELEASE**

## **Norfolk & Western Historical Society hits important milestone**

### **The all-volunteer historical group cataloged its 100,000 entry into its archives in Roanoke, Virginia**

On Saturday, September 13, in a non-descript building on the western edge of Roanoke, the Norfolk & Western Historical Society, an all-volunteer group of rail enthusiasts and historians, cataloged the 100,000 entry into its archival collection.

"Twenty years ago, we couldn't imagine that a group of historians and rail fans could accomplish so much," says Ron Davis, president of the Norfolk & Western Historical Society.

The Society was founded in 1984 with a photocopied newsletter mailed to fans of the Norfolk & Western Railway, sharing stories and information about the Norfolk & Western Railway and the Virginian Railway. The Society's archives was started in 1995 when the Society received a sizeable number of mechanical drawings and related files from the railway's car shops in Roanoke.

Today, the Norfolk & Western Historical Society is the sole keeper of the history of the Norfolk & Western Railway and Virginian Railway – from drawings of every locomotive and passenger car designed and built by the Norfolk & Western, to photographs, to company publications, correspondence, civil engineering surveys and more.

*The Arrow*, the Society's quarterly magazine, is mailed to its 1,300 members worldwide, as well as over 80 libraries and museums. The Society also publishes books on the history of the two railroads and the development of the Central Appalachian coal region.

"The railroads brought industry and commerce to Virginia's and West Virginia's Appalachian Mountain regions, while transporting the states' mineral wealth, east and west to fuel the country's steel furnaces, build the Panama Canal and heat the nation," says Alex Schust, chairman of the Norfolk & Western Historical Society. "By preserving, archiving and sharing the history of these two railroads, we're helping the public understand the impact of these railroads on the development of the Central Appalachian region and the nation."

### **The challenge: Finding and collecting important documents**

According to Ron, the challenge isn't sorting, cleaning, archiving and cataloging the documents and photographs; it's finding them in the first place. Consolidation and mergers in the railroad industry meant that many of the documents went lost.

"Changes in the rail industry meant that important documents weren't needed anymore," Ron says. "So, in many cases, those documents were either thrown out or an employee brought them home as keepsakes. Important, historical, irreplaceable items could be sitting in a retiree's basement or in a box in someone's office."

Some of those items are proving to be priceless. A case in point is the restoration of the Class J 611 Steam Passenger Locomotive currently underway. The Society is providing mechanical drawings to the restoration team so that they can check, restore and rebuild essential parts that need replacing.

"The drawings are helping the restoration team keep true to the Norfolk & Western's original design and engineering," Ron says. "Norfolk & Western locomotives were the pinnacle of steam locomotive technology. Unlike many other railroads, the N&W designed, built and maintained its own steam locomotives at its shops in Roanoke, VA. These locomotives were powerful enough to move coal trains over the mountains, move passenger trains over 100 miles per hour, yet they were efficient to operate and maintain. This permitted the N&W to continue to build and operate their fleet of modern precision steam locomotives long after most railroads had retired theirs."

Society volunteers meet for four days each month to collect, preserve, sort and catalog items into its archives.

### **The goal: Providing an important resource to historians worldwide**

"We feel that we're a leader in sharing and making our archives accessible to our members and the public," Ron says. Over a quarter of the cataloged collection has been digitized and can be viewed by the general public on the Society's web site ([www.nwhs.org/archivesdb](http://www.nwhs.org/archivesdb)). Copies of many of the items listed can also be ordered through the web site.

The Society's archives provides first-hand information for researchers developing exhibits and displays for museums and other venues, historians writing books, and rail heritage partners wanting to learn from detailed mechanical drawings.

"Today, our database is 100,000 strong, and we have at least 200,000 documents to go before the entire collection of these two historic railroads is available to the public at large," Alex says.

**Norfolk & Western Historical Society Open House  
November 6, 2014 - 2 PM to 6 PM  
2101 Salem Avenue SW in Roanoke, Virginia  
Help us celebrate cataloging our 100,000th data item!  
Refreshments will be served**

## Archives Report for June - July - August Work Sessions

We had 15 attendees at the work session in June, 17 in July and 17 in August. There was a cadre of 15 members who attended two or more of the work sessions at Salem Avenue. This cadre included: Jim Blackstock, Harry Bundy, Ron Davis, Landon Gregory, Gordon Hamilton, Larry Hill, Chris and Harold Hunley, Roger Link, Louis Newton, Skip Salmon, Charlie Schlotthober, Ben Shank, Joe Shaw, and Dave Stephenson.

Hunter Atkinson, Larry Evans, Brad Fischer, Jimmy Lisle, Eddie Mooneyham, Rick Rader, Tom and Judy Salmon, and Aubrey Wiley attended one of the three work sessions.

All NWHS members are welcome to attend the Archives work sessions, which are held on the second weekend of each month. Session hours are 8:00 a.m. - 4:00 p.m. Thursday through Saturday and 12:30 p.m. - 4:00 p.m. Sunday

### Specific Research Requests

Archive volunteers handled 31 specific research requests over the May, June, and July time period. We have handled 145 specific requests over the past 12 months.

### General Archives Activities

There was considerable database work over the three month work period. (1) Joe Shaw worked on the HS series drawings for B117 and B122 box cars and HC16 and HC69 covered hoppers. Additionally Joe worked on line profiles from the Virginia Tech collection, including a map of Roanoke facilities to be electrified after the VGN merger. (2) Ron Davis and Jim Blackstock worked with the HS series drawings which included the N&W/VGN station at Merrimac, VA and items from the VMT collection. (3) Tom Salmon entered Virginian HS series drawings from Deepwater Ry, Tidewater Ry and Virginian. These included HS series drawings from the SRHA donation and Ogle Construction buildings at Sewalls Point, Brookneal and Matoaka. (4) Roger Link added photos and negatives from the Mark Higenbotham, Tom Dressler, Charlie Schlotthober, and Wright collections. Roger also added some mechanical department drawings and more of the HS series to the data base. (5) Dave Stephenson entered Fairbanks Morse parts manuals, all-time rosters developed by Bob Bowers (N&W diesels, cabooses, M/W equipment, and NS Passenger equipment (see Hol-00965.01 to 965.03 and Hol-00966.01 to 966.03). (6) Hunter Atkinson data based items from the Walter Schuchmann donation, and VMT Mike Cather and Charlie Schlotthober collections.

Harry Bundy and Landon Gregory continued processing HS series drawings. Harry saw a drawing that showed the location of the removed bolts from the turnout to the middle track at Union, OH, where K2a no.133 was deliberately derailed in 1932. It was a case of sabotage and the perp realized that if he moved the switch points, the automatic block signal would drop to stop, so he removed the bolts that held the switch points in place.

Charlie Schlotthober and Larry Hill scanned and printed drawings for sales orders and scanned drawings from the archives collection for insertion into the data base.

Harold Hunley continued his long-term project of correcting errors in photo captions. Reviewing the list of corrections indicates that we need to develop a standard nomenclature for "left, right, front and rear." For example, on a steam locomotive, is the designation "right" determined by (1) facing the front of the locomotive (right would be the fireman's side), or (2) should it be from operating position in the cab (right would be the engineer's side)? Common usage seems to favor the latter. Diesels are a lot more complicated.

Eddie Mooneyham researched air brake cylinder packing sizes for 611's rebuilding. He also caught up with drawing refiling

Louis Newton researched information for his upcoming articles in The Arrow during all three work sessions.

Larry Evans delivered additional drawing flat files. Eddie Mooneyham and Rick Rader assisted with the unloading. Larry also researched whistle control configuration of the Class J's. The first lot (600-604) initially had both dual hand cords and dual air valves for whistle control. The air valves were removed in 1952.

Ben Shank worked on slide copying for Gordon Hamilton. He has an impressive setup using a DSLR with a macro lens, an extension tube, and a couple of adapters to get from the lens to the slide copier from the old film days. He uses a computer tethered to the camera or a remote display that plugs into the camera. He also has a small LED for a light source, all mounted on a board to keep everything lined up.

Dave Stephenson worked on research requests, processed most of the donations off the donation table and entered new books from the library into the database. He also moved the Webber donation from a pallet to warehouse shelves R3A13 and R3B13 to replace broken boxes and get rid of a pallet in the warehouse.

### GOB East Archives

There were May and July work sessions at GOB-East. There was no June work session because of the convention. May attendees were Landon Gregory, Brad Fischer, Roger Link, and Ron Davis. Rob Ervine, John Gardner, Landon Gregory, Gordon Hamilton, Roger Link, Tom Salmon, Alex Schust, and Joe Shaw attended the July work session.

At the May work session, Landon Gregory flattened drawings and Brad Fischer sorted them by size. Ron and Roger did data entry.

Tom, Rob, Joe and Landon moved, arranged, and emptied pallets by shelving materials to optimize space and recombine collections. Roger and John worked on flattening drawings from the VT collection. Joe performed some data entry of HS-series rolled drawings. Gordon and Alex both focused on their own research for upcoming *Arrow* articles and NWS books.

### May - June - July Visitors

Both Stephen Ward Brooke Simons visited the Archives in July. Stephen was looking for track maps near Roanoke Station. Brooke was looking for drawing from our website, HS-10068, Dismal Creek Branch, ca 1927.

We saw five visitors in August - Cecil Jones, Steve Warren, Anne Beckett, Jimmy Lisle and Raymond East.

Cecil Jones came by to work on archives activities and Steve Warren stopped by and talked with Ben Shank about the camera setup he was using.

Anne Beckett was looking for information to develop a National Register of Historic Places nomination for the Tazewell, Virginia station. Dave Stephenson and Harry Bundy assisted finding station floor plans and dates for modifications to the current structure and definitions of various words and phrases used to describe the typical operation of a station.

Jimmy Lisle visited the Archives to check on his posts to the NWS Mailing List. He looked up the ICS books we had in the library and later forwarded an on-line index to all of the ICS manuals with emphasis on railroad-related material. He and Dave Stephenson found a book on the UP 9000's and several tractive effort/drawbar pull curves that were later posted to a Trains Magazine discussion board.

### May - June - July Donations

Hunter Atkinson donated 14 N&W ads, several railroad books for the library and envelopes of N&W correspondence



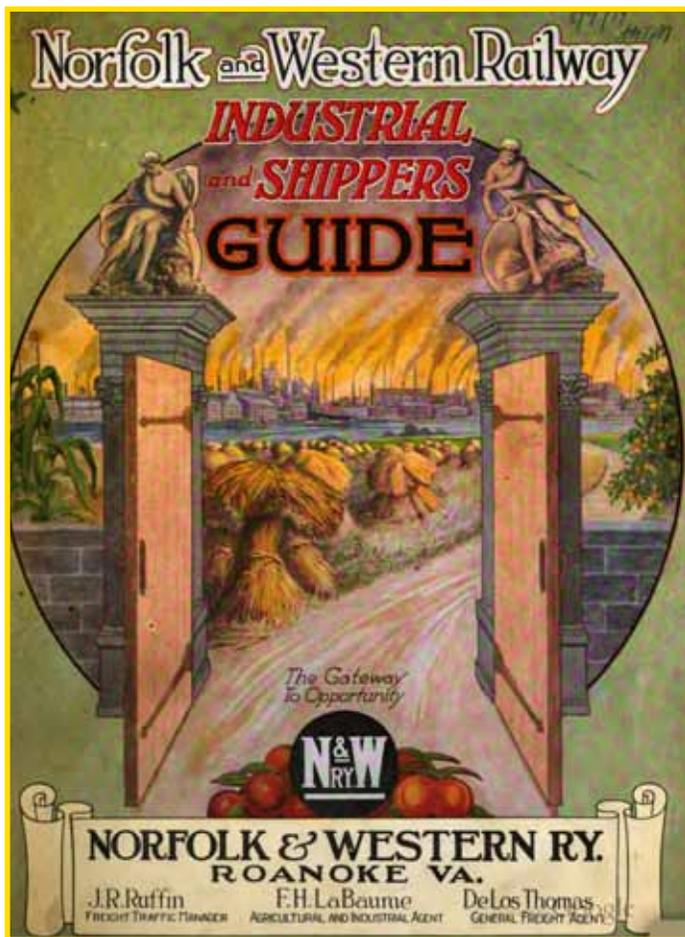
At our August NWS Archives Work session, we had a very special visitor, Raymond East, retired Norfolk Southern Yard Engineer. He started his service October 15, 1955 as a Fireman on the Virginian Railway at Roanoke. Raymond is one of the few remaining Virginian Railway Firemen who actually fired a steam engine. Raymond was Fireman for a summer on the last remaining VGN RWY Steam engine, Class SA No. 4 now in the Virginia Museum of Transportation in Roanoke. He fired old No. 4 in the Suffolk, Virginia area, working the peanut plants. He was promoted to Engineer June 10, 1957, and retired from Norfolk Southern in 1986 with 35 years service. During his tour of the Archives, Raymond noted he did not like the N&W Alco diesel locomotives. He said "For a company who made great steam locomotives, Alco didn't make a diesel for humans to operate".

Raymond, who will turn 80 in October, tried the throttle one more time on the NWS control stand.

*Text and photo courtesy of Skip Salmon*

## Musing at the Archives

### Industrial Guides



#### GRAHAM, VA. Tazewell County

ALTITUDE 2,395—POPULATION 3,000

**Opening for Automobile Factory, Box Factory, Bakery, Creamery, Excelsior Mill, Farm Machine Agency, Hosiery Mill, Produce Dealer, Shirt Factory, Wholesale Dealers**

Graham is in reality a suburb of Bluefield, West Virginia, being connected with that city by an inter-urban line. It also is the junction point of the Clinch Valley Extension with the main line of the Norfolk and Western Railway. Has electric lights, telephone, telegraph, R. F. D., city delivery, express, macadam streets, sewers and sidewalks. Contains twenty general stores, two banks, fine graded primary and high school system, five churches, one wholesale grocery, wholesale hardware and numerous other establishments of a similar character.

The industries located at this point consist of two mattress factories, building block factory, flouring mill, foundry and machine shop, broom factory, ice factory and a number of other plants, giving employment to upwards of two hundred and fifty men.

Surrounding Graham is a good grazing territory while trucking has been developed to a marked degree—supplying the coal fields of Virginia and West Virginia.

On account of the available raw material, shale, clay, limestone and being near an unlimited fuel supply, Graham should become a very important manufacturing city.

Railroads are built to transport commodities, that is how they make a living. The more industries located along a railroad the more money the railroad has a chance to make. The Norfolk & Western, like most companies in the transportation business, did not wait for shippers to come to the railroad, the railroad went out and sought industries to locate along the railroad. Part of the railroad's advertising pitch was to publish industry and shippers guides to show what was located on the railroad and what types of industries could be supported by a local community.

The cover of the 1916 *Norfolk & Western Railway Industrial and Shippers Guide* is shown to the left, along with an excerpt about Graham, Virginia. The excerpt presents a general description of the community, what industries are located in the community, what potential industries might consider locating in the community, and what types of natural resources are available. It is interesting to note that in 1916 Graham was considered a candidate for an automobile factory.

The 1916 N&W *Industrial and Shippers Guide* concentrated on industry locations in counties in Virginia, Maryland, West Virginia, Ohio, Kentucky and North Carolina served by the railroad. The broad categories of industries included:

- Manufacturers, Wholesalers and Brokers
- Farmers, Stock Raisers and Stock Dealers (by name)
- Canneries
- Real Estate Dealers
- Fruit Growers
- Blast Furnaces
- Coal & Coke Operators
- Banking Institutions
- Real Estate Dealers
- Newspapers
- Colleges and Universities

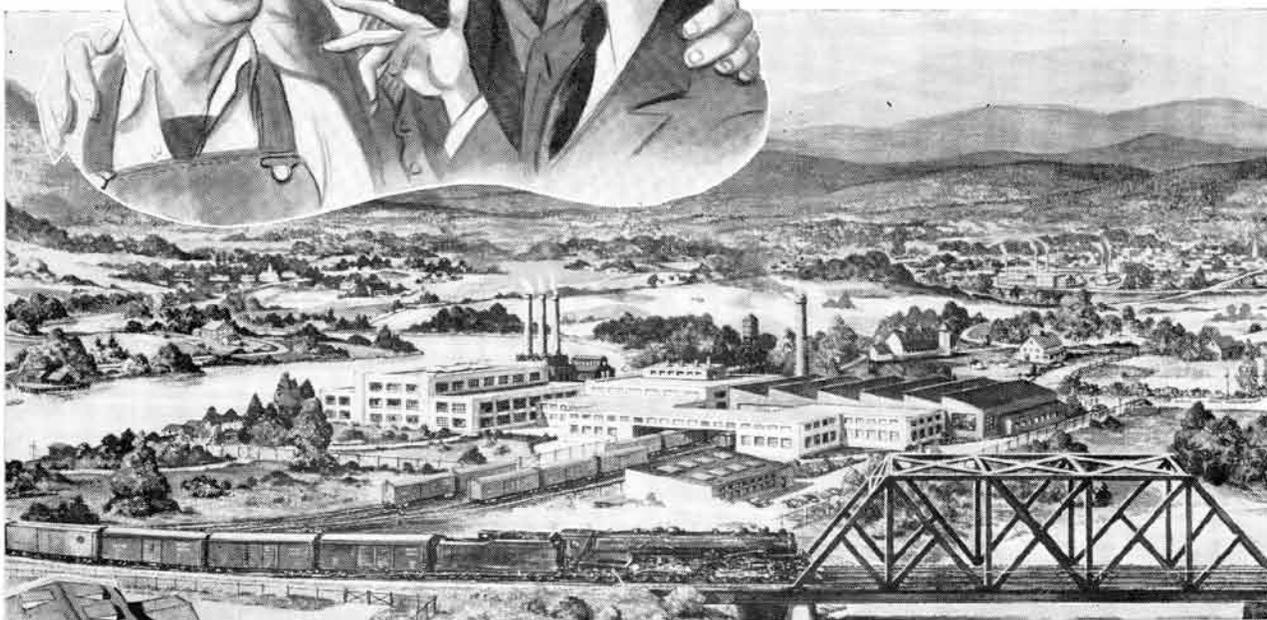
Industrial guides are an important resource when trying to establish why a railroad was built to a certain place. The guides tell what industries were served, what natural resources were available, what type of community existed and what the potential was for further development.

Two N&W advertisements indicate the importance of continued industrial growth to the railroad. The advertisement on page 10 is from June 1947. The one on page 11 is from August 1955. These two ads are in the industrial development category. Other types of ads dealt with coal development, agricultural products, shipping ports and a myriad of other subjects.

Both the industrial guides and advertisements were all designed to generate revenue for the railroad.

IT'S ALWAYS FAIR WEATHER

*And there's Always Room  
for Another Friend*



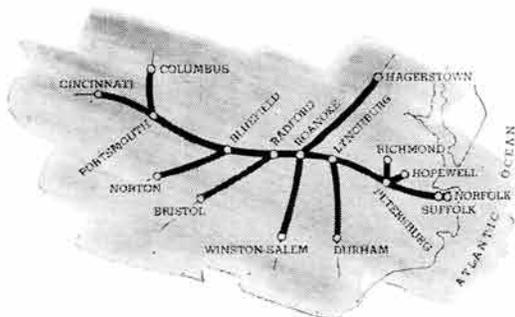
Here, in the land served by the Norfolk and Western Railway, a mighty industrial empire is growing. This is a land for industry, answering industry's demands.

It is a land of abounding raw materials, with streams of pure water and power facilities for varied types of manufacturing. Here dwells industrious, intelligent native labor, skilled and unskilled, in pleasant communities, in scenic beauty and in healthful climate. Here is a land of forward-looking local and state governments. In the heart of this N. & W. territory is a supply of superior, all-purpose Bituminous Coal which will not be exhausted for thousands of years.

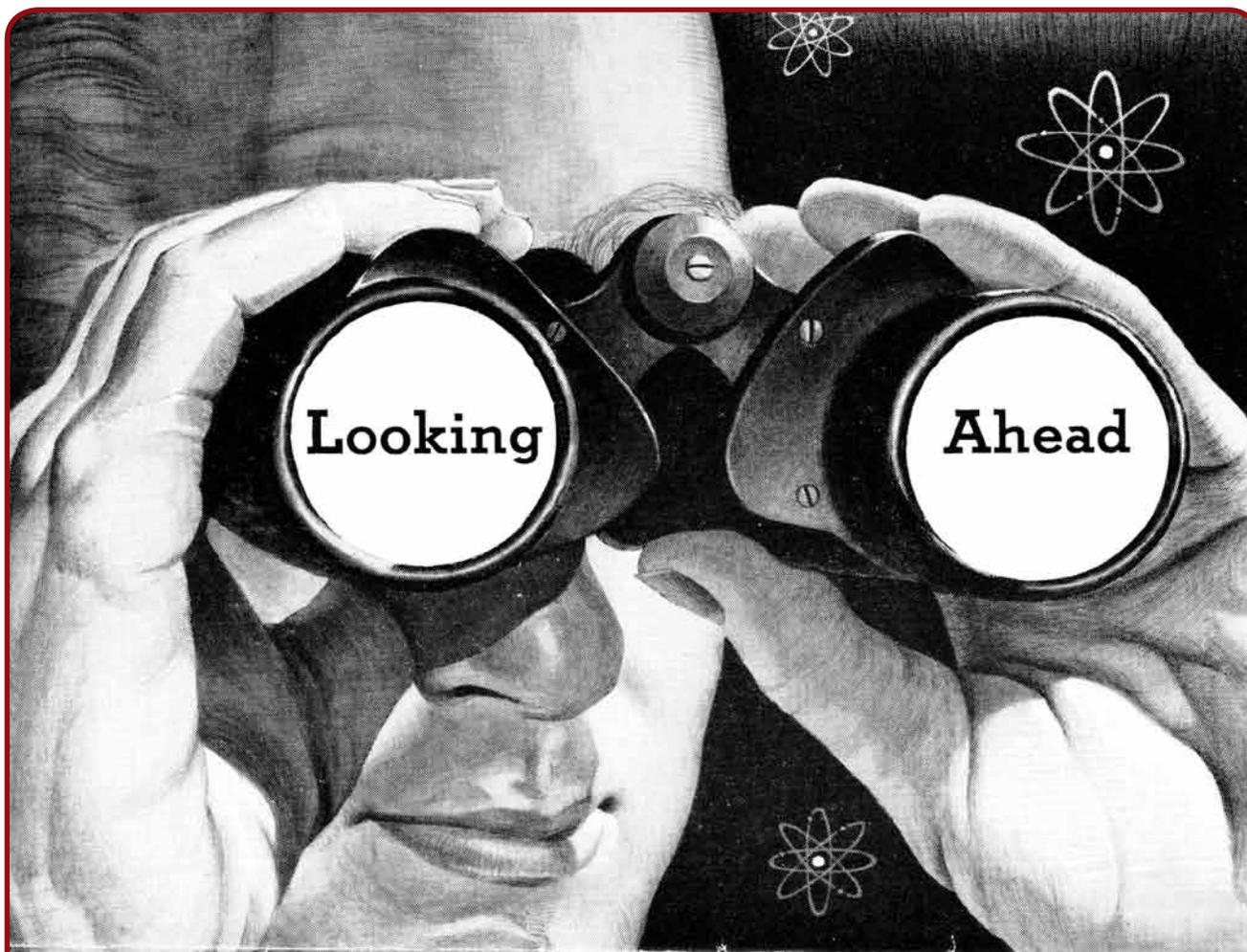
The artery that feeds life-blood into this territory, the Norfolk and Western, offers industry fast, sure *Precision* Transportation to and from the markets of the nation and — through the Port of Norfolk — to and from the markets of the world.

Here, good friends have "gotten together." Industrial might is teamed with the natural advantages of the land and with the service of the Norfolk and Western. "It's always fair weather when good friends get together" — and there's always room for another friend. If you're looking for an ideal location for your plant, *join us!*

For detailed, confidential information about any section of the Norfolk and Western territory, communicate with the N. & W. Agricultural and Industrial Department at Roanoke, Virginia.



**Norfolk  
and Western  
RAILWAY**



## ...By Looking Back

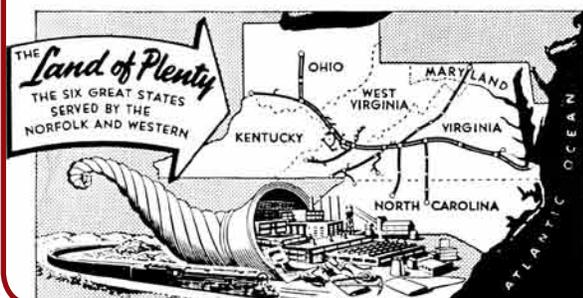
Looking back, the past 15 years have produced a tremendous industrial growth in The Land of Plenty, the six great states served by the Norfolk and Western. In a way, this look into the past is a look into the future for other companies who in the years ahead will also locate factories here.

The plants which have moved into The Land of Plenty represent all types, and all sizes — from nationwide concerns to small 50-employee operations — manufacturing a wide range of different products and meeting a wide range of specific problems. The fact that such plants have found the industrial advantages they require in The

Land of Plenty is a promise that others will have the same high grade advantages if they build in this great area.

If you'll write, wire or telephone the N & W's plant location specialists, they'll be glad to tell you, without obligation or pressure, exactly what this growing industrial area offers to meet your specific requirements.

By looking into *The Land of Plenty's* past you'll see that many of the nation's most progressive manufacturers and marketers have put their roots down in *The Land of Plenty*. Looking ahead indicates there's a bright future for your plant here.



WRITE, WIRE OR CALL —

INDUSTRIAL AND AGRICULTURAL DEPT.  
 Drawer N-684 (Phone 4-1451, Ext. 474)  
 Norfolk and Western Railway  
 ROANOKE, VIRGINIA

# Norfolk and Western RAILWAY