

# The Norfolk & Western is run by the numbers... and GM locomotives make the numbers add up.

Every year since 1901, the NW has paid consistent dividends to its stockholders. An impressive feat in light of skyrocketing costs and ever-increasing taxes. Last year alone the NW accrued more than 88 million dollars in taxes and still turned a profit.

One major asset the NW has used to maintain its steady growth is GM motive power. With GM power the NW can come closer to its operating goal: Run a locomotive 24 hours a day so it can make more money.

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## Special duty is general purpose for the NW.

A constantly changing mix of geography and shipments is a standard assignment for the NW locomotives. Long runs and short. Coal, grain, and general merchandise. Heavy tonnage. High speeds. Flat lands and mountain grades. That big variety of assignments is why the NW needs the versatility of the SD40-2.

These "Dash Two" locomotives provide the right amount of tractive effort to adapt to all operating conditions. They deliver full horsepower capacity anywhere from 12 to 65 mph and are compatible with older power in the fleet. So the NW can use them in consists with GP 38's and GP 9's.

## "Dash Two" locomotives pay off in availability.

The SD40-2's availability is 8% better than the average of the rest of the fleet. And running repair maintenance per traction motor mile is one-third that of the remaining road power fleet.

These features combined with a 3000-hp Diesel engine help one SD40-2 do more work than one old locomotive. As a result, the NW can retire 1½ older, four-traction motor locomotives with each six-traction motor SD40-2 added to the fleet.

## GM motive power helps the NW grow.

Presently the NW serves 225 coal mines along its more than 15,000 miles of track and handles 25% of the grain movement through the Eastern United States. But this railroad doesn't stand still for anyone. With the opening of 13 new mines along its routes, the NW estimates it will be carrying 100 million tons of coal per year by 1981.

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*Top: Automatic fueling facilities such as this save the NW over 1,000,000 gallons of fuel per year.*

*Center: The NW manufactures its own coal hopper cars.*

*Left: Coal cars awaiting routing from the dispatching yard in Roanoke.*

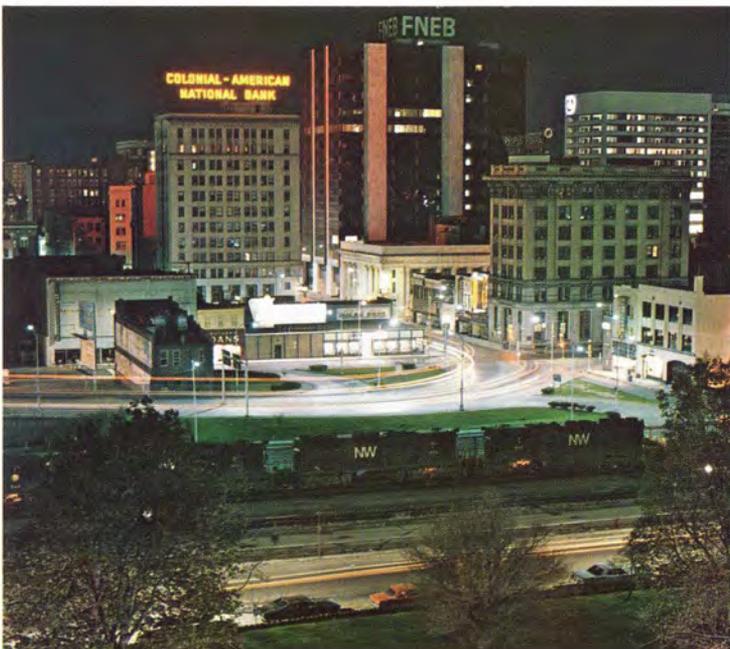
*Right: Eastbound coal winds through the Wyatt Cutoff on its way to the NW coal pier in Norfolk—the largest facility of its type in the world.*





*Grain from the Midwest moves eastward behind an SD40-2 consist.*

*The NW's main line passes through downtown Roanoke, right next to corporate headquarters.*



With GM motive power the NW can be equal to that task. That's why it has taken delivery of 66 more SD40-2 locomotives. For increased availability, less maintenance, and a higher return on its investment for the future.

Ask your Electro-Motive representative to give you additional facts on GM locomotives at work. Or, write to Electro-Motive Division, LaGrange, Illinois 60525.



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