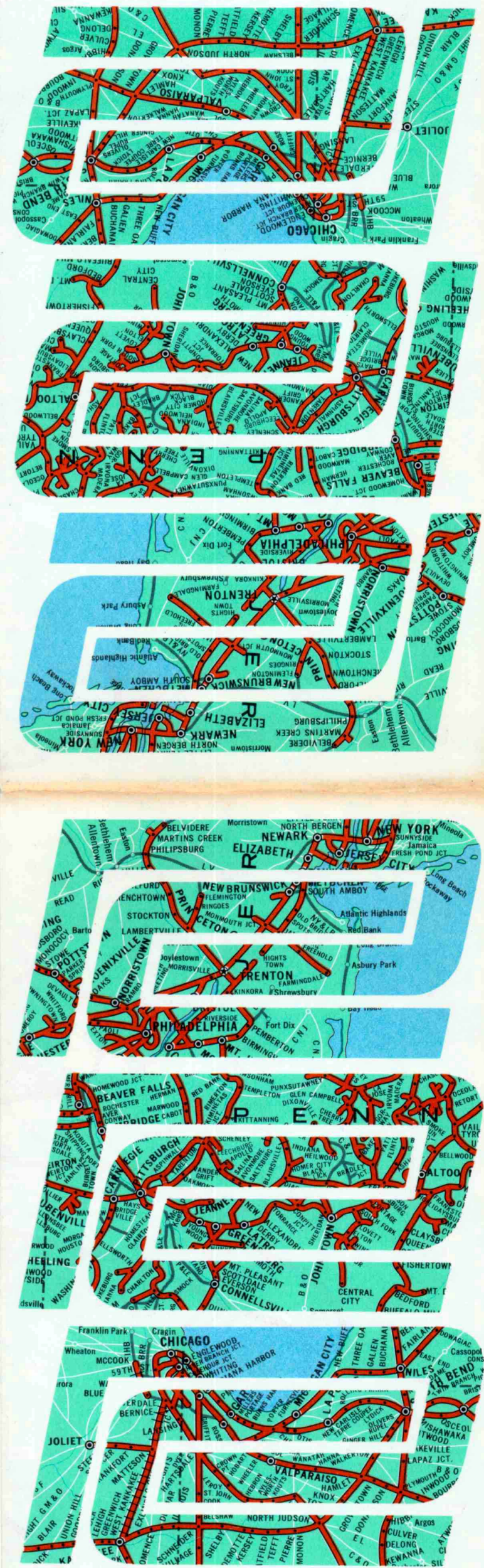


System map of
Penn Central
Transportation
Company

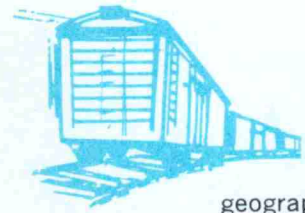


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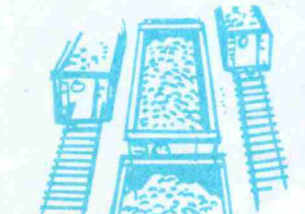
*Ready to meet
the needs of shippers
and passengers.*

Wherever you look on the Penn Central you'll discover new ideas, new energy, new enthusiasm and new equipment . . . with one objective: better service for shippers and passengers.



FREIGHT SALES

Efficiency was the keyword in reorganizing the freight sales department. There are ten geographical sales regions. Each on-line region is directed by an Assistant Vice President to insure high-level attention to sales and service requirements. Offices are maintained in 82 cities. And in addition, a national accounts group is now functioning. Sales executives in this unit are responsible for giving full attention to the special transportation needs of major industries. Backing up the sales activity is a program of additions and physical improvements. Included are new terminals, hundreds of new Diesel locomotives and more than 4000 new freight cars being added each year.



COAL

Coal continues to be the single most important source of freight traffic for Penn Central. The unit train concept, upon which a large portion of our coal traffic is based, continues its evolutionary progress. An increasing number of unit trains is composed of cars owned by utility and other large-volume customers. Privately owned cars operated by Penn Central are now moving coal at an annual rate of more than 11 million tons. We expect to haul more than 20 million tons in non-railroad-owned equipment by 1975.

Unit trains and volume rates have stimulated development of extensive coal properties. This, along with additional rail facilities, has made possible long-term contracts between coal producers and consumers which generate a large amount of additional traffic.



MARKETING

Emphasis is placed on research, planning and pricing with the purpose of building new transportation services and increasing volume. Our marketing group has divided major segments of the freight market into logical groupings for specialized management care. Specialists are engaged in such key markets as automobiles, agricultural products, metal, chemicals, consumer products, construction materials and food products . . . as well as in such specialized activities as Flexi-Flo (for dry and liquid bulk freight) intermodal and international freight services.

INDUSTRIAL DEVELOPMENT

This department continues to assist industry in finding new opportunities by establishing plants or warehouses adjacent to Penn Central lines.

Penn Central's Industrial Development staff can handle any problem from site layout to community relations, as well as supplying specifics related to taxes; zoning; finance; utilities; labor; and maintaining liaison with local and state governments.

Our territory contains over 50% of America's population and produces 55% of U.S. total value added by manufacture. We own over 18,000 acres of prime ground available for industry. And serve over 300 industrial parks offering a variety of marketing opportunities in a planned environment.



PASSENGER SERVICE

Penn Central operates 35 per cent of the nation's railroad passenger service and nearly two-thirds of the service in the East. Most notable development in this phase of Penn Central's operations are the new METROLINERS. These trains have introduced passengers to a whole new world on wheels, abounding in comfort, convenience and luxury. Over 600,000 passengers in the first year of service attest to their success and acceptance. They are part of "The Ground Shuttle"—34 trains a day between New York and Washington.

