LCCA 2000 Stocking Stuffer
Up, up, and away into the wild blue yonder!

Create or complete the airport on your layout with this special limited edition Airport Terminal. Produced exclusively for the Club by Plasticville™, this orange and blue building is an ideal skyport for airborne travelers.

The total number of terminals available is very small and limited to the number of LCCA airplane hangers produced previously. Avoid any last minute rush and possible disappointment by placing your order now to make sure you get this official LCCA item.

Limit of two terminals per member. The LCCA airplane in the photo is shown for effect and is NOT INCLUDED in this offer. Orders must be received on or before November 1st. Delivery date is early December.

Photo by Michael Morris

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They will take care of: applications for membership, replace membership cards, reinstatements, change of address, phone number changes, death notice, commemorative orders, convention registration and club mementos.

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The Lion Roars
August, 2000

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Immediate Past President - Complaint against another member.
Secretary - Any administrative action not handled by LCCA Business Office.
Treasurer - Club finances only.
Librarian - Back issues of The Lion Roars.
Editor, TLR - “Make good” copy of The Lion Roars.

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P.O. Box 479
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They will take care of: applications for membership, replace membership cards, reinstatements, change of address, phone number changes, death notice, commemorative orders, convention registration and club mementos.
Our Year 2000 Convention

I am writing this report on July 17th in advance of our Dearborn Convention. As of this day, more than 1200 members are registered; more will register at the door. Tours are 95% filled up and the Hyatt Regency Hotel is totally booked up since May 1st. The October edition of The Lion Roars will contain all the pictures and stories of the Convention.

Year 2000 Engine and Caboose and Convention Cars

The scheduled delivery of the LCCA year 2000 locomotive and caboose and the year 2000 convention cars remains on track; that is, October 2000.

Year 2000 Election Results

Here are the results of our year 2000 election. Those elected to serve the club as officers and directors are indicated in italics:

Director for One Year (elect one):
  W. Button 1849
  E. Richter 625
  J. Loventhal 512

Director for Two Years (elect two):
  L. Caponi 1271
  W. Schmeelk 1147

Secretary for Two Years (elect one):
  D. Dennis 2050
  D. Clad 940.

Year 2000 Stocking Stuffer

The orders for the Airport Terminal Building, the year 2000 Stocking Stuffer, are coming in at a brisk rate. We have ordered a very limited number of these units. This building will be the last of our Airport Trilogy comprised of the airplanes, the airport hanger, and finally this terminal building. I suggest you get your order in early. Delivery of the terminals will be on or before December 1st in plenty of time for Christmas. Yes, Christmas is only four months away.

Local LCCA Train Meets

If you have not as yet contacted President Elect, John Fisher, about hosting a local LCCA-sponsored Train Meet in your area, please consider doing so. At the Convention, a special workshop will offer practical tips on how to be a great Train Meet host, and I hope the attendees will extend the reach of our hobby through club-sponsored Train Meets. Fisher can be contacted by phone at 651-454-6644 or at his e-mail address: <jftrains@aol.com>. Remember, the LCCA pays all the expenses of a local Train Meet.

Thank you for your interest and support of the Lionel Collectors Club of America. I offer my special thanks to all of you that voted in our recent election.

Al Otten — alo@aristotle.net

Toy Trunk Railroad

by Erik Sansom
A Passion for Trains

by Bill Laughlin  RM 20577

Being merely “interested in” versus having an “intense passion for” are two entirely different things! As members of LCCA, we favor three-rail, O-gauge trains. For those with an affinity for other gauges, most of this will apply, so stay tuned!

Most of us remember our fascination (perhaps even an obsession) with the latest Lionel catalog when it appeared. Many can recall visiting department store layouts at Christmas time or travelling (maybe on a real train) to see a major layout at a friend’s or relative’s house or at a museum. Some of us were fortunate enough to have seen one of the Lionel showroom layouts on East 26th Street in New York City. I wasn’t.

My most memorable experience as a child was travelling on a Burlington Zephyr passenger train to Chicago in 1961 and meeting my father who went to the city earlier in business. I saw the seemingly huge train layout at the Museum of Science and Industry. Later, we visited the large Marshall Field Department Store — the toy department, of course — and I came away with a brand-new Lionel NYC gondola (black with three orange cable reels) which I still have today. It isn’t particularly valuable in and of itself, but it evokes in memory those special unforgettable moments.

While in New York City on my honeymoon 17 years later, I took the subway to Brooklyn to see “Train World,” the largest Lionel store in the country at that time. That was a thrilling moment for this kid.

Most of you probably have similar stories to relate; many could tell much better ones. My point is, those who are really passionate about trains have deep feelings for and great memories of our toys. In earlier times when most of us were “surrounded” by the trains of our youth, we were typically indifferent to them. After all, didn’t a substantial number of our childhood friends either have trains or want them as the toy of choice at that time? Couldn’t we assume that the Lionel Corporation would go on forever? Of course there would be a new catalog to explore every year!

A boyhood friend had a great layout with #2343 NYC F3s, #3356 horse corral, milk car set, and other terrific items. It was only one of his interests, and he sold it all later on. That friend’s quiet indifference to trains is quite a contrast to the passion of Bill Taggart who built a magnificent layout with evident attention to detail as a skilled craftsman. And a contrast to the passion of Mark Mason who knows all the prototypical paint schemes and road rosters of many railroads. And a contrast to the passion of Henry Jones who literally “attacks” the latest hot-off-the-press catalog. They have a passionate approach to the hobby!

To really make a difference nowadays, we should show and share our passion for trains with those around us. People get excited and truly motivated by those who are genuinely and openly passionate about the train hobby. They will want to bring some of that excitement into their lives. I’ve seen this happen over and over; many times this year alone. Our personal enthusiasm for our trains and our ability to share it with others will bring others into our three-rail world.

I’d love to see more people — a lot more — get into the hobby, swell the ranks of our club, and engage the local market. It would be healthy for all of us. How can this happen? It starts with each one of us, and a little thing called passion.

WANTED

Articles with photos of Christmas layouts in progress from beginning to end; although we all know a layout is never “finished.”

Mike Mottler, Editor, TLR mottlerm@conwaycorp.net
Hobby Messages as “Vanity Plates”

A train show will bring out die-hard railfans, collectors, operators, and the just curious. One can tell a lot about the people you’re likely to meet at a show by “taking some license” as you walk through the parking lot on the way to the front door of the trading hall.

Look for supplemental information that can be gathered from words on vanity license plates or license plate frames; as I did recently at York, PA.

Some attendees labeled themselves as strictly generalists, but others felt the need to distinguish their general interest in trains. Still others left no doubt about their specific interest in a particular manufacturer, as: AF LINES, LIONEL, LGB. One cited a certain favorite engine: PRR M1. Another offered a helpful hint of a hobby preference with the clever OH GAUGE. Others expressed their enthusiasm for the hobby with NO 1ENGR or TRACK’N. Whether they drive a Ford or a Yugo, a domestic or an import, an SUV or a sedan, creative train guys or gals will find a way to let the world know about their hobby of choice.
By the way, when was the last time YOU hosted a train show in your community? It’s fun, easy to do, and the club helps you every step of the way, including covering the costs and providing door prizes.

Preserve Our Heritage License Plates

Pennsylvania is on the right track! If you hail from the Keystone State, you can purchase special Preserve Our Heritage license plates — first introduced in December, 1998.

Quoting from the Pennsylvania Department of Transportation web site: “Railroading captures the hearts of both young and old alike. The Preserve Our Heritage license plate commemorates the golden age of railroading which played a vital role in our state and nation’s economic and social development. Now you can have your very own license plate commemorating Pennsylvania’s proud railroading heritage. Whether you love trains, appreciate fine art, or like a unique license plate, you’ll want this distinctive PennDOT registration.”

The license plate features Grif Teller’s famous 1928 painting, “When the Broadway Meets the Dawn,” and depicts the Pennsylvania Railroad’s Broadway Limited on its Chicago to New York run as the first light of day breaks along the Juniata River in central Pennsylvania. The license plate reproduces the rich, deep colors of the original work of art, capturing the power and speed of the onrushing locomotive.

A Preserve Our Heritage license plate can be purchased for $35. Fifteen dollars of that amount underwrites the Pennsylvania Historical and Museum Commission’s educational and exhibit programs including the Railroad Museum of Pennsylvania in Strasburg, PA. In my view, Pennsylvania is on to something!

Photographs by Eric Fogg
Like many things in life, railroads come and go. Both to and from depots, and in and out of existence. My favorite, the Santa Fe — more properly known as the Atchison, Topeka, & Santa Fe Railway — is now a part of BNSF, which is really an amalgam of many earlier railroads. Often, this results in tearing up tracks and ceasing operations.

A quick question: Why is the AT&SF the favorite RR of a Long Island boy? The answer in a moment.

Over the last two years, this happened to two of my favorite railroads: my South Basement Lines, and the Nassau Lionel Operating Engineers of which I am a member.

The SBL closed down in conjunction with a job change. I planned to clean up the basement and re-lay the tracks on the floor, but I never got around to the second half of the project.

The NLOE loss affects far more people. The sale of the building where the club had rented the basement, deteriorating relations with the new owner, and a robbery led to the move. The club is heavily engaged in overhauling an even bigger basement, so the NLOE will, like the Phoenix, rise again. I’ll keep LCCA members informed. See the article on page nine.

But in the meantime, I still gotta play with my trains. So I have installed two loops in the basement: one O gauge, one Standard Gauge (yeah, I do wander onto Grandpa Nelson’s turf occasionally). For maintaining my own sanity and keeping the NLOE membership into trains while renovating a new space, I decided to run a few train clinics. For the NLOE, I presented a session on simple motor checks and how to set up a basic test track for the workbench. I felt I could build on that approach for readers of TPC in *TLR*. So here goes.

One of my personal favorites has long been the 252 electric. The same body shell came numbered 250. It’s harder to find a train with that number, so when I recently came across one in decent shape, I bought it. Whenever I buy an old engine, I overhaul it because I run all my trains. Hey, they have wheels and motors. They’re not supposed to sit eternally immobile on a shelf. The prewar Lionel motors are fairly straightforward and provide a good entry point to locomotive repairs. So let me walk you through the process.

Since the 250 has only a hand reverse, it’s even simpler than those with E-units, especially the early pendulum type. More about that on another day. I have to scrub my language first! I’ll refer to my 250 to show you how to recondition an old loco and get it running or make it run better, as well as review a little basic electricity.

*Photo 1* shows the 250 after the overhaul. Next time, I’ll take a “*before*” picture because

some of the process involved cleaning it and straightening out the little ladder under the door on the side. Repro parts are available, but I prefer to use the originals, if possible. In this case, I was able to apply some pressure carefully with a screwdriver blade to straighten it out. I could have taken it off to do this, but unbending and re-bending the tabs that hold it in place was my second option: there are only so many times this can be done before they break off.
First, take the body shell off the frame. Refer to photo 1. Put the reverse lever (the knurled knob right behind the headlight) in the middle of the slot and unscrew it. Remove the screws at each end of the body. You can see the one at the front, right below the door. Lift the body off. Unscrew the light bulb from the headlight.

Photo 2 shows the frame with the reverse unit and all the wiring. Look at the T-shaped fiber piece on the single wire. This is the light contact. From the inside of the body, pull it out of the slot carefully. You may need to unscrew a tin frame holding it in place (if it’s still there). If you do this, it will also free the headlight mounting. The reverse unit may be freed by unscrewing the single screw in the center of the unit. Don’t unscrew the wires. Just get all the pieces separated as shown. By the way, I keep all parts and associated screws lined up on the workbench, or placed in a small parts tray with dividers. It makes re-assembly a lot easier than trying to remember which screw goes where. For a loco as simple as this, it’s not a problem; but for others, especially steamers with all the side rods, etc., it could be a tough lesson to re-learn!

Referring to photo 2, the wire with the clear plastic on it is the field wire; the grungy one coming up from the bottom is from the pick-up. You already know the third is the headlight. And the last two go to the brushes. That lozenge-shaped black thing with two screws is the brush plate. Remove those two screws. Be careful as you lift the brush plate off — the brushes are spring mounted, and you don’t want to chase them across the floor. Also, while the fiber brush plate is not overly delicate, it is not as solid as the metal guides on which it is mounted, and you need to exercise some care so that the mounting holes are not damaged. You can now pull out the armature. This will leave you with the frame as shown in photo 3. Photo 4 shows the armature mounted in a small hand vise.

Next, clean out all the old grease/grunge. Using a small jeweler’s screwdriver and/or dental probes or some sort of pointed object, clean out all the gears. It’s a somewhat tedious, slot by slot operation, but it’s a one-time job. Remember, this loco has probably accumulated gunk for a longer timeframe than your lifetime. The next time it needs a major overhaul, your heirs will probably do it!

Next, polish the commutator using Brass-O or Magic Wadding or the equivalent. The commutator is the three section, copper-colored ring on top of the armature; it’s clearly shown in photo 4. After polishing it, clean out the slots between the three sections, using a small pick similar to what was used for the gears. Be careful. You don’t want to scar the metal. Next, check the brushes themselves. If they are too short, replace them; more critical, if they are not the same length, install two that are.

It’s now time to attack the wiring. Photo 5 shows the hand reverse unit with the old wires leading to the brush plate and the cloth-wrapped one from the pick-up. If you look closely at the brush leads, you’ll see why I replaced them: the old insulation becomes very brittle as it ages. Each break is a short circuit waiting to happen. To replace
the brush leads, back the screws off. Do not remove them. Otherwise you may have more parts floating around than you want. The inside of the reverse unit has a couple of plates that won’t move, but the internal springs and the contacts into which the screws attach may. Looking at photo 2 again, the red and dark green wires show how the reverse unit to brush holder connection is made. Notice that they are on the inside after the brush plate is re-attached. By the way, pardon the shadows in the photo. Those are all single wires, not double connections. In the same photo, the wire with the clear sheathing is the field wire. It had badly deteriorated insulation too, but it is more difficult to deal with. My solution is to leave a couple of inches of bare working wire, solder a fresh lead to it, and shield the bare section with clear tubing from a pet store — the stuff for hooking up an air pump to the fish tank. Soldering close to the field can be problematic, but this method has worked well for me.

Now look at photo 2 again. The old pick-up wire is still there. In this case, its insulation was fine, which is OK with me, because it is a pain in the neck to get to. If needed, I use the clear sheathing method here too. On the same screw as this wire, attach the headlight lead. The field lead attaches directly opposite the pick-up wire. The brushes go to the other two screws. Put it this way; the pick-up/headlight wires attach at 12 o’clock, the field at 6, the brush leads at 3 and 9. The guts of the reverse unit take care of the switching function. One of the nice things about this motor is that all of its connections are screwed, not soldered. Only the pick-up and field involve soldering.

You are now ready to re-assemble everything. Simple, since you kept all the parts lined up just as I recommended, right? Merely reverse everything you did while disassembling it. Put the armature back into the frame. Make sure the gears mesh. Put the brushes in their slots, flip the brush plate over, and try to hold the brushes in place. Make sure they stay there. This is the toughest operation in reassembly. Next, re-attach the reverse unit. Lightly grease the gears and oil the axle and gear bearings. There is a fine line between too little and too much. The former results in poor operation and wear; the later in a real mess on the tracks. At this point, I recommend attaching test leads and powering up. If it runs smoothly, go ahead and put the headlight assembly back together and put the body back on. If not, go back and see what’s wrong. Did a brush fall out? Are the gears meshing?

If you exercised reasonable care, you shouldn’t have a problem and you’ll have a “like new” operating loco. As an aside, I lightly wash and then polish the body before re-installing it. This accomplishes a couple of things, one of which is that my hands get clean — all that gear work is messy! I find Pledge furniture polish does a nice job. As far as the cleaning is concerned, stay away from harsh cleansers. There are several products on the market aimed at toy trains, and a mild laundry detergent solution can work. WATCH THE CLEANING CLOTH. IF TRACES OF COLOR SHOW UP, QUIT CLEANING. A little dirt beats the loss of original paint.

As far as replacement parts are concerned, this loco didn’t need any. Repro parts are available for all the trim, headlight, as well as the brushes and the reverse unit, plus the wheels, gears, and axles. So you can produce a nice-looking and great-running veteran loco on your layout. Like I said, they’ve got wheels. They outta be running!

And now, the quick answer to the question posed earlier. If you grew up in the 1950s, looking at Lionel catalogs and drooling over the top-of-the-line locos, you already know the answer!

*Photographs by Ken Morgan*
The Nassau Lionel Operating Engineers Railroad Club, in existence since 1983, has decided to disassemble its layout and move it to a new location. The train club was based at the Medical Arts Building located on Wolcott Road in Levittown.

“Kiddy Junction,” a nursery school, recently purchased the Medical Arts Building. The club’s Board of Directors approached the new owner to see what arrangements could be made to remain at this site, satisfying both the requirements of the new line of business of the owner and protecting the layout developed over the years by the club. A preliminary agreement was reached, but subsequent developments have precluded the club’s remaining at the Wolcott Road location.

In the hope of saving the fruits of 17 years of their labor, the club agreed to pay any extra cost involved in protecting their layout during the renovation period as well as modifications related to building code requirements for the new use of the building as a school. The club reached an agreement for a club member to be on hand to assist the contractors in determining how to safeguard the layout while crews worked over it.

However, after several delays in commencing renovations, work began over the layout without notice to the club. The club subsequently discovered significant damage to the layout, done apparently by the contractors. In addition, the club learned in late February that it had been robbed of several thousand dollars worth of Lionel accessories. The Nassau County Police Department investigated the incident, and the club filed a report.

Club members are now engaged in the process of salvaging whatever can be saved from their layout. A new home at a Levittown location will be announced soon. Unfortunately, after 15 consecutive years of brightening the holiday season for thousands of parents and wide-eyed children, NLOE members say it will not be possible for them to host an open house in 2000. The 1999 holiday season and promotional opportunity was lost because of construction preparations.

The Nassau Lionel Operating Engineers are looking forward to the challenge of developing an even larger and better layout with more viewing space over the next few years. The club has long enjoyed the support of the community, and it intends to maintain its association with the Levittown Community Council. During the transition, the NLOE will continue to be a sponsor for the Levittown West Little League Association.

Photographs by Ken Morgan
At Trackside

LCCA Members in Action

Real Scale Meets O Gauge in Tennessee
by Joe Glass RM 24204

The third annual Clinton, Tennessee, LCCA Train Meet continues to grow! A total of 347 attended the March 25-26, 2000, show; this included 18 LCCA members.

Through special arrangement with the Norfolk Southern, we placed engine #4610, repainted in the original Southern livery, at the locale. The engine was parked across the street from the Armory building of the train show. Kids of all ages were able to enjoy it in addition to attending the two-day train show. Photo 1 at right shows Joe trying to get the #4610 to respond to Command Control, but to no avail! Burned out circuit board, perhaps? Incompatible technology, maybe?
The Honeymoon Caboose
by Chuck Bryner    RM 9876

Four years ago I received this decorated Lionel Reading caboose as a wedding gift from a friend. A rather unique and wonderful surprise, it is the one train my wife allows me to display in the living room.

The caboose is detailed with flowers and white bunting, and my wife and I consider it the Honeymoon Express. The wedding date is emblazoned on one side. She added the two scale figures at the rear platform; both are repainted to resemble me in the Navy dress uniform I wore at the wedding and she in her bridal gown.

Photographs by Chuck Bryner
Texas & Pacific
4-6-2 Debut

by Griffin T. Murphey
RM 24585

Built by Lionel for J.C. Penney, the #18679 Texas and Pacific 4-6-2 is only the second T&P loco ever made by Lionel. It is a standard economy Lionel Pacific of O27 proportions with little effort made to emulate the actual T&P prototype.

T&P class P-1 Pacifics were originally straight U.S.R.A. locos, but in the 1920s they were converted to oil or built from scratch for oil. They sported stack caps and many had Elesco feedwater heaters. In my view, the piping on these locomotives was sometimes nightmarish and brutish.

This Lionel offering doesn’t display any of these typical T&P hallmark features. The color scheme appears to be a standard locomotive black, pre-1945 paint job in terms of the dull gold “Dulux” lettering. The decor designer was probably looking at a standard pre-1945 Pacific photograph. Instead of being black with “light Russian” or GN-type, gray-green boiler and red cab roof, the dulux lettering was applied to an overall blue color.

The post-1945 blue color scheme was actually a light blue and gray to match the “Eagle” streamliner paint schemes, and it reflected a growing association with the Missouri Pacific, with which Texas and Pacific merged in the 1960s. The blue and gray color scheme was the
passenger motif carried by many, but not all, T&P Pacifics and Mountains from ’45 until the demise of steam on the T&P in about ’53.

For comparison, I posed a T&P 4-8-2 made by another manufacturer with the Lionel Pacific 4-6-2. Although the 4-8-2 model has many faults and does not much resemble an actual T&P Mountain, it is painted fairly accurately.

To improve accuracy, the baby-buggy wheel trailing truck on the Lionel loco could be replaced with a slightly more appropriate Franklin truck from a Lionel #675. The spreader bar will rub on the motor flywheel, but it could be cut off to fit.

Still, it says “Texas & Pacific” on it, and it looks cute with my shorty Madison cars. I’ll keep it, but I’ll also keep working on plans to convert existing Lionel and other locos to Texas and Pacific.

Photographs by Griffin T. Murphey
Little Known Classic Freights

Most people who collect or ever owned Lionel standard gauge trains are aware that some trains in 2-1/8 inch wide gauge were manufactured and sold by other companies. Beginning in 1920, Ives converted its Gauge 1 trains to compete with Early Lionel in wide gauge, but they failed to meet the challenge of Lionel Classics after 1926. Three years later, Ives was in receivership, and its assets were divided between Lionel and American Flyer. Lionel got the lion’s share, and it continued to sell trains with Ives nameplates until 1934.

American Flyer also made and sold wide-gauge trains after 1926. Their first big freight cars were four of the obsolete Early Lionel 10 series, but new Flyer cars began to appear in the next year. By 1934, William O. Coleman had decided to abandon wide gauge. A. C. Gilbert bought the company on the eve of World War II, and replaced Flyer O gauge with the smaller, two-rail S gauge in 1946.

We have already compared Lionel standard gauge freights to Ives (TLR, August, 1999) and American Flyer (TLR, April, 2000). Now let us take a look at some wide gauge trains of two manufacturers in the pre-war Classic Era that may be unknown to many collectors.

Voltamp/Boucher Freight Trains

The least known standard gauge trains of the 1920s were made by Henri E. Boucher (boo-shay), a skilled mechanic, trained engineer, and artist. His company originally built scale models of ships for the United States and Brazilian governments. When he became interested in scale model locomotives, he bought the pioneer Voltamp Company in 1923.

Boucher built three of the best model steam locomotives in standard gauge: No. 2100 Atlantic 4-4-0,
No. 2222 Pacific 4-6-0, and No. 2500 Pacific 4-6-2. Although his six wheelers had blind or flange-less center drivers, they needed wide radius track. Therefore Boucher offered track and switches (turnouts) on wooden ties in both 50-inch and 80-inch outside diameters. His cars and the Atlantic could run on Lionel curved track.

The first Boucher train I ever saw and recognized was a “Blue Comet” with a big locomotive like the Lionel 400E but less impressive passenger cars. I have only the middle-sized Boucher locomotive in my collection; therefore, I must rely upon a TCA reprint of the 1925 and 1929 Boucher catalogs.

Boucher freight cars were simply Voltamp bodies, made for the two-inch Gauge II track which was common before World War I. Eight of them were offered as standard gauge in 1926. The flat car was made of wood, and the other cars had wooden bases. The early dump car was not listed in 1929.

The later cars were metal, as was the hopper body. The Boucher catalog says they were 3-1/2 inches wide and 13-1/2 inches long, including both couplers in car length as actual railroads do. The frame itself was about a foot long. The caboose was six inches tall, with three arched windows cut out of each side and two small windows in the cupola above.

Boucher claimed that its welded car bodies were sturdier than those with tabs inserted in holes and simply bent over. This criticism of Lionel practice apparently did not bother J. Lionel Cowen, as the Boucher catalog included two pages of Lionel accessories for sale.

Like Ives, Boucher disappeared in the Depression. His great locomotives required too much space and too much money for those times. The small Atlantic was cut from $35 to $29.50, and the huge Pacific from $65 to $55, but that was a lot of money in the 1930s. Don’t even ask what they would be worth today. I was lucky to find one that I could afford.

The nearest thing I have to a Boucher freight car is a reproduction of a Voltamp tank car by John Harmon. Its wooden frame measures 3-1/4 by 12 inches, and the single...
dome is nearly six inches above the track. It has flex trucks with cast bolsters. The wheel flanges are 1-7/8 inches apart for No. 2 gauge, but the 3/8-inch treads are wide enough to run on standard gauge track without modification.

**Dorfan — Last but not Least**

Dorfan was the last entrant in the prewar market for Classic standard and O-gauge trains. Duality as much as quantity should put Dorfan in the “Big Four” with Lionel, Ives, and American Flyer.

Two brothers, Milton and Julius Forscheimer, started Dorfan about 1924. Formerly, they were executives of Joseph Kraus and Company, the manufacturer of Fandor trains in Nuremberg. Kraus himself immigrated to the United States in the mid-1930s, but by that time Dorfan was no longer producing trains. The Forscheimer brothers and Kraus were cousins, and both the Fandor and Dorfan trade names were in honor of their aunts, Dora and Fanny. Otherwise, the American company in Newark, New Jersey, was completely independent of the German firm.

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Dorfan made and sold O-gauge electric and clockwork trains for a couple of years before they added 2-1/8-inch gauge to their line in 1926. Two features of their trains are remarkable.

1) Dorfan die cast locomotives were designed so a boy with a screwdriver could assemble them himself and take them apart quickly. A few years later Lionel promoted its Build-a-Loco motor on the same theory. It was supposed to be an educational experience, teaching the owner to maintain and repair his own engine. Unfortunately for Dorfan, they used a new alloy in the engine castings and in their wheel trucks — which often became brittle and disintegrated in a few years.

2) The bodies of the Dorfan freight cars were made of lithographed or printed sheet metal. Ives and others used this technique much earlier, but they did not achieve the beautiful results that make Dorfan cars a joy to behold 75 years later. They have extensive printed capacity and builder’s data, and their blues and greens rival the colors of Lionel’s most expensive passenger sets. Dorfan cars also have the best brass ladders, brake wheels, and trim of the “Big Four.”

There are only a half-dozen cars in a complete string of Dorfan freights.

1) The rarest car is a black log car with four pairs of red stakes and no road name. It is similar to the American Flyer flat car in construction. Mine had a load of “logs” cut from branches of a real tree or bush, not a sawed block of lumber.

2) The orange gondola (NYC 253761) has a load of hollow wooden drums, like those in the Lionel 512, which a child could take apart to fill with marbles, pennies, paper clips, or some small dry payload.

3) My blue Union Tank Car (UTLX 29325) with brass straps, ladders, and dome, may be the most attractive Classic freight car anyone ever made. It also came in other colors.

4) The red hopper (PRR 11701) opens at the bottom when a wedge that locks the doors is moved by turning a threaded rod with a “brake wheel” on one side of the body. Fortunately, Dorfan brake wheels have a small handle, as this must be turned 30 times to open or close the hopper doors.

5) The green boxcar (ATSF 121499) has two doors on each side, like the big Lionel 214. Its vertical wooden slats are beautifully lithographed and could be reproduced only by photography.
6) The brown caboose (PRR 486671) has a small red cupola, brass ladders, and railings at both ends. The brass inserts of the pairs of windows at each end are so close together that it suggests only two windows like the Lionel 217, with four panes in each like those of the Lionel 517.

The frames of these cars measure 13-1/2 x 3-1/2 inches, and ride 1-1/2 inch above the rails. Dorfan couplers are unique, and cannot be mated with those of Lionel, Ives, or American Flyer.

These freight cars are so big that they dwarf the Dorfan electric locomotives. My engine is a Dorfan Line 3930, a 4-4-4 “Centipede” which is the largest one they made. It is not quite as big as the Vanderbilt oil tender behind the Lionel 400E steam locomotive. Original Dorfan engines are very scarce today; there were never very many. Most of them have turned to dust because of the poor alloy used in the castings.

Boucher and Dorfan passenger cars are described in Chapter Six of Peter Riddle’s book, America’s Standard Gauge Electric Trains (1998), with pictures of my locomotives and freight cars. Many of my other trains are in Chapter Eight, “The Resurrection of Standard Gauge.”

Photographs by Grandpa Williams
When it comes to mega-theme parks, I’ve been very fortunate to have experience with all of them. However, if it were possible to wrap-up all those visits in one neat package, the end result wouldn’t compare to the joy and excitement of a single visit to Carail by this 1950s kid.

This authentic wonderland of toys and automobiles owned by the father of Modern Era Lionel, Richard Kughn, will, I predict, have the same effect on you. Carail is to train hobbyists what visiting the giant redwoods of coastal California is to naturo-tourists.

The toys and souvenirs specifically created to honor this unique museum are “wishworks” — the stuff from which male adolescent toy train dreams are made. Of all the production line rolling stock masterpieces created during Lionel’s Modern Era, the first Carail toy train is the rarest and the most difficult to obtain. Produced in 1994 at the height of Lionel’s classy LTI period, #6-52054 is a genuine uncataloged car made exclusively for Mr. Kughn and factory-stamped with his signature. The fact that this boxcar was not made available for sale to the public fast-tracked this souvenir to the top of the rarity list. To honor the wishes for privacy of those concerned, I cannot share with you the number of boxcars made or the identity of Mr. Kughn’s friends who received this cherished keepsake.

The next-best place to start your own Carail collection of mementos is with #6-52053 — the Toy Train Operating Society’s Dearborn, Michigan, Convention Car. Decorated in Carail colors, the 900 boxcars made in 1994 proudly carry both the Carail logo and the factory-stamped signature of Mr. Kughn. Despite its low production run, this souvenir can be found with a reasonable price.

I make no secret of my love for Lionel tractor-trailers, and there’s no better way to share hobby fever with visitors to my Lionelville than with #6-52069, the Carail tractor-trailer. Also created in 1994, the 900 rigs crafted by Lionel in Carail colors are a must-own item of all the Carail reminders.

When first introduced, the #52069 Carail toy reached a value of $100, but now it can be found in a $40-50 comfort zone.
Another Carail treasure you simply must have is a second Carail rig. This one was made by the 1st Gear Company and sold by Eastwood Automobilia. Numbered 19-1599, this well-made 1:34 scale model of the Mack B61 tractor-trailer is a sight to behold in Carail colors.

For lovers of Carail, it was a long four-year wait for the next Lionel item. With #6-52168 — the Carail trailer on flatcar (TOFC) — I can honestly say that the wait was much shorter for the next Carail memento — #6-52188. The year 1999 marked Carail’s 25th anniversary and there was no better way to celebrate it than with a new Lionel toy. The birthday theme was applied to an auto display boxcar. Again sold through Madison Hardware, each of the 1500 see-through boxcars contained two vintage automobiles, a 1914 Chevy and a 1932 Ford Model B roadster for viewing enjoyment.

The road to Lionelville would be a very boring drive if not for the first Carail billboard to alert and intrigue motorists to this tourist attraction. Only 75 Carail billboards were made and gifted to Madison Hardware customers who bought both #6-52188 and #6-52187 — the Madison Hardware 90th anniversary piggyback flatcar (not shown.)

The final Carail commemorative was also made exclusively for Mr. Kughn — Lionel’s model of the T-1 locomotive. Decorated in Carail colors — white with blue lettering and blue with white lettering, #6-98011 is a captivating steam locomotive regardless of the “flavor.” As with #6-52054, this handsome, fire-breathing, smoke-belching dragon on three-rail track was not sold to the public but was given as a gift to friends by Mr. Kughn.

It pays to save those swell LCCA souvenirs. For a real attention-grabber in your train room, display this #52168 Carail train car with your Carail T-shirt from the 1993 LCCA Annual Convention.

The on-board loads in the #52188 classy auto carrier reflect the charm of the Carail collection of vintage and classic autos.
“Machine tooled art” are the words that come to mind as I envision this “White Knight” of Lionel locomotives pulling a consist of Carail rolling stock.

The Carail Museum holds a special place in my heart — not so much for what is under its roof — but for what Carail represents. It’s proof that the American dream is very much alive in this country, and through hard work and perseverance one can achieve success and even affluence.

Thank you, Mr. Kughn, for providing through Carail a reminder that the dream works.

Authors note: A big LCCA thank you to Ms. Sue Childers, Carail Museum Curator, for invaluable information and for the photos for this article.

Photographs provided by Carail

Carail 1:34 tractor-trailer 1st Gear photo courtesy of Vernon Johnson, J&V Toy Trains

When installed on your layout, this collectible Carail billboard will point the way to “Train Mecca.”

Attendees to the 2000 Joint Convention who select the Carail tour will receive a special treat.

Imagine waking up one morning to find this locomotive in a place of prominence in your train room.
Something to Sing About

“The Train Lady” artist, Angela Trotta Thomas, has provided CD cover artwork for six holiday music albums. The products will be available at K-mart and other leading discount stores.

For more info, visit Angela’s website at: <www.angelatrottathomas.com>.

The $3 Mint Car

The Houston Tinplate Operators Society continues its series of Texas-themed rail cars with the “Sam Houston Mint” car. This car has a metal frame and die-cast sprung trucks. It is a stripped and repainted Lionel mint car (6445 postwar type).

The 1838 number in the center of the car commemorates the year that Houston was the capital of Texas. Clear windows protect the “gold bullion” inside. A replica of a Republic of Texas three dollar bill is included with each car.

The car is re-painted in the “Lone Star®” paint scheme of red, white, and blue. Based on a design by Patty Norman, the car was stripped and re-painted by RGS Trains in Pennsylvania for HTOS. Order deadline is October 1. For more information, visit the HTOS website at: www.netservers.com/~htos or call 713-622-7065.

To help celebrate Lionel’s centennial, the Learning Curve presents a kiddiy-sized, battery-powered train set #92858 for about $50; which includes headlight and whistle. This Lionel-licensed toy will delight pre-schoolers. For more info, contact TLC via e-mail at: <rsc@learningcurve.com>. 

At the LCCA/LOTS Convention in Dearborn, Miranda (9) and Christopher (11) Sammet wish the car could be theirs. HTOS president, Jim Herron, said only 250 cars were “re-created.”
Lionel’s 345 Culvert Unloader Returns

The year was 1957 and who knew what was over the horizon for Lionel. The 1957 Lionel catalog had lots of new items. It seemed to be a breakthrough year. In addition many new items, Lionel also introduced its new track system — Super “O.” This new system made its debut with a complete offering of track. In addition to the straight and curve sections there were crossing tracks at 90 and 60 degrees, manual and remote control switches, uncoupling track, unloading remote set, half curves and straights, and even special adapter sets to allow users of both O and O27 track to make the switch to Super “O.” Lionel touted it as “the most important railroading development since MAGNE-Traction!”

This was the year Lionel introduced its 16-wheel Class J, No. 746 steam loco. Along with many new cars, two new motorized units and lots of accessories, there were six — count’em, six — new motorized accessories; a Lionel record. Imagine how busy the folks at Lionel must have been designing and producing so many new items in a single year. Surely things were just grand in Lionelville. No one could guess what lay ahead for Lionel in just a couple more years.

The six new motorized accessories included: the No. 128 Animated Newsstand, the No. 197 Rotating Radar Antenna, the 264 Operating Forklift Platform, the 334 Operating Dispatching Board, the No. 350 Engine Transfer Table, and the No. 345 Culvert Unloader. Of these six accessories, all but the Transfer Table incorporated a vibrator type motor that Lionel dubbed the “Vibrotor.” Lionel has up until this year brought back only two of the accessories introduced that year, the Newsstand and the Radar Antenna. This year, Lionel promises two more, the Fork Lift Platform and the Culvert Unloader. The Culvert Unloader is out and we’ll take a close look at it and its postwar counterpart.

The original Culvert Unloader appeared in Lionel’s catalogs for only three years. In 1957 no prices were shown in the catalog, but in 1958 and 1959 the price was $18.95. By 1961, all six of the accessories were gone along with much of what was new in 1957. In 1966, the Culvert Unloader returned renumbered as No. 348. The 348 was a Culvert Unloader stripped of its motor, and powered with a hand crank instead. The catalog price was $22.00. This version also appeared in a Sears set. By this time, it was sad to see Lionel struggling to make use of existing tools and cheapening their products. The innovation was long gone. How could this decline have occurred so quickly?

Photo 1 shows the postwar Culvert Unloader. The previous year Lionel had introduced the Culvert Loader and this new unloader was made to work independently or could be combined with the unloader for a perpetual accessory that would reload itself without any help from the operator. Well, at least that was the idea. Anyone who has actually operated these two accessories knows that although they were cleverly designed, they could not be run without a manual assist from time to time. The platform on Lionel’s postwar Culvert Loader and Unloader are from the same tool, but a change was made. The loader has spring clips, much like a lock-on, to which the transformer wires were connected. The Unloader used the more desirable knurled knob terminals for the connection. This also meant that the platform could be easily removed, as there were no wire connections to any spring clips mounted to it.

Photo 2 shows the new version just released. There are several interesting changes. On the original version, the worker had to somehow get up on to the platform and then climb the steel ladder to get to the control tower. On the new version, Lionel has made it easier to get onto the platform by adding steps. However, in their redesign of the tower structure they have, removed the ladder to the control tower, so the worker must somehow hike the steel structure to get into the control...
tower. Of course, we all know how dedicated the Lionelville workers are.

On this new version, the platforms for the Loader and the Unloader are not the same. The steps are on opposite ends and a separate tool is used for each one. The control tower is very similar to the original, but now has a plastic window insert, lighting, and a chimney. The new roof is a darker shade of gray and snaps into place. On the original, the roof merely set in place, guided by lugs on the underside to position it properly.

The new version is also equipped with a sensor that will not allow the conveyor to operate unless something, hopefully an empty gondola, is in place. You might remember that the Loader had a problem; some larger engines could hit the sensor on the platform. This problem has been solved on the Unloader. The sensor is recessed into the platform and does not protrude. It can also be easily replaced. The one on the Loader was cemented in place. Comparing the moving conveyors, we can see a significant difference. The new one is considerably more bulky and actually contains two gear motors that operate the conveyor, but more on that later.

**Photos 3 and 4** show the original version with the platform removed. The platform completely covers the mechanical drive system that operates the culvert conveyor. Here we see our friend the vibrator motor or “Vibror” driving a 16mm film loop. The mounting bracket for the AC coil is stamped, Patent Pending; something I’ve never seen before. Every time I open one of these postwar accessories, I can’t help comment on how impressed I am with the action that Lionel got out of one rotating wheel. Let’s walk through the operation.

Although it appears as if two cords are connected to the film loop, it is actually two ends of the same length of cord. As the vibrator buzzes, a couple gears are turned and the film loop moves, first pulling the cord and then releasing it as the film loop travels around its sprocket pulleys. The cord(s) is directed along the black base plate, through a small right angle guide and out the back of the platform to the rear stanchion where a pulley directs it up to the top of the stanchion to another pulley which directs the cords to the actual conveyor assembly. These two cords then go into the conveyor and to the magnetic hoist. The two cords are actually a loop of cord, which goes through the magnet and returns to the film loop where both ends are fastened together and to the film loop. This means that as the magnetic hoist lowers, the cord does not move through it. The cord is directed to the magnetic hoist by two pulleys as shown in **photo 5**.

A single line is attached on the opposite side of the conveyor, and goes to another pulley at the top of the forward stanchion where it is directed down and attached to a weight. This weight is heavier than the combined weight of the hoist and a culvert section. As the film loop pulls the conveyor to the rear of the platform, this weight is pulled up the forward stanchion. When the cords on the film loop travel around, they reach a point where the cord is now being released and this allows the weight to pull the conveyor back towards the front stanchion. Eventually, the conveyor hits a stop on the top beam that positions it above the waiting gondola. Once the weight can no longer pull the conveyor, the cord being released by the film loop now allows the magnetic hoist to lower. The hoist finally reaches a culvert in the gondola and its magnet attracts the nearest culvert. Just as this happens, the film loop again has gone around and now starts pulling the cord back. This causes the magnetic hoist to rise with a culvert section. Eventually, the hoist reaches its uppermost position in the conveyor and can go no further. As the cords continue to be pulled, the conveyor is now pulled towards the rear, lifting the weight again. At the back end, the culvert hits a stop as it is over the ramp.
The conveyor continues its backward movement until the culvert is finally free of the magnet and rolls down the ramp. At this point, the film loop has gone around and begins to release cord again, repeating the entire procedure until turned off.

Can you just see the engineers playing with this to get it right? There are so many things to get just right. I can just see them trying to get the cord length, the film loop size, and the weight just right.

Photo 6 shows the new platform removed from the base. Just as with the recent Culvert Loader, there is no mechanical system hidden in the platform, only a circuit board. I could not completely remove the platform due to the many wires that run through it to the conveyor. Where postwar Lionel achieved this accessory’s action by mostly mechanical means, technology takes over in the new version. Photo 7 is a close-up of the new conveyor. The first thing I removed was the side cover as shown in photo 8. This exposed a series of wire connections. After determining that, I replaced the cover. Photo 9 shows the conveyor from the other side. The round section contains a small gear motor that drives the conveyor back and forth along the top beam. The square section seen in photo 7 contains another gear motor and limit switches which control the raising and lowering of the magnetic hoist. It also contains the circuitry to signal when the hoist is in its uppermost position so that the other motor can begin moving the conveyor along the top beam. The Culvert Loader had a Lionelville employee on the platform to control the action, but on the Unloader, the employee apparently works from inside the control tower. It’s probably air conditioned in there anyway.

**How Do They Work?**

First we set up the original Culvert Unloader and we had lots of trouble. I purchased this particular Culvert Unloader mint in the box, and it was part of my first purchase after rekindling my childhood experience with trains. I remember it operating well; better than the Loader. But alas, I couldn’t get it to work satisfactorily. The gears which operate the film loop were not revolving freely and constantly needed a push. After some fussing, I finally got it to operate a few times, but never seven times in a row to completely empty the gondola. I’m sure if I had more time to spend with it, I could have gotten it to work properly, but then you wouldn’t see this article until the October issue. Of course the noise from the Vibrotor brought back childhood memories. Somehow that annoying sound didn’t bother us as kids.

Now lets look at the operation of the new version. Photo 10 is a close-up of the new conveyor. When the accessory is first powered up, the conveyor will automatically return to its rear position on the beam. As it travels towards the rear, it eventually hits a very small switch in the top beam which when activated by the conveyor stops its motion. At this point the conveyor will not operate...
unless two things happen. First, a car must be in position next to the platform to break the infrared beam. Second, you must push the start button to its “on” position. The button for the postwar version had a momentary switch, the infamous No. 90 switch. This means that the power stayed on only as long as the button is depressed. The new version has a small slide switch that can be switched to either an on or off position. Once the switch is on, the accessory will continue to run until you slide the switch off. So, let’s assume we have a culvert gondola in place and the switch is turned on. As soon as the infrared beam is broken, an amber warning light atop each of the stanchions begins to blink. Next, the conveyor begins to move forward, powered by the motor in the round housing. The conveyor continues until it activates another small switch at the front end of the top beam. This stops the movement of the conveyor and the hoist motor now begins to lower the magnetic hoist. The hoist lowers and is finally low enough to attach to a culvert section in the car. The hoist motor then activates a limit switch, all contained in the square housing of the conveyor. This causes the hoist motor to reverse, lifting the culvert section up to the conveyor. Once this reaches the top, the hoist motor stops and the conveyor motor is activated to return the conveyor to the rear along with its culvert load. Photo 11 shows the conveyor approaching the platform ramp. The culvert hits against two spring-loaded doors that it pushes open. Once the culvert section passes through these doors they close and the conveyor reaches the rear limit switch, stopping its movement. See photo 12. The conveyor motor then reverses and travels forward. The closed doors will not allow the culvert section held by the magnet to pass, and the magnet slides off the culvert section releasing it and allowing it to travel down the platform ramp. See photo 13. The conveyor continues its forward travel and repeats the entire procedure for as long as the switch is left on.

The first time I tried it, I had a problem. It was obvious that the hoist thread was not winding properly. Photo 14 shows the conveyor and hoist with the end plate removed. Two small flat head screws are removed to gain access. Unlike the postwar model, the hoist is lowered by letting out the string on only one side. This means that the thread moves through the hoist as it lowers. I determined that the hoist thread had come off the white pulley wheel and was behind it around the shaft. I tried unwinding it by hand, but could never tell when I had unwound it enough. So, I turned on the accessory and the first thing that happened was that the conveyor returned to its rear position. Next, I took a small piece of black tape, (transparent tape won’t work) and covered the infrared sensor on the platform. Then I moved the switch to its on position. The conveyor started moving forward, hit its stop and the hoist motor began operating. I merely pulled lightly on the string until it was fully unwound and turned the switch off before the motor changed direction. This allowed me to get the string back on track. I now turned the switch on again and the hoist motor reversed and wound up the string. When it stopped however, the hoist was about a quarter inch from its top position. This is not acceptable as the culvert section will
be too low to make it onto the ramp. The hoist must end as it is shown in photo 15. To correct this, I first tried to wrap the string around the white pulley one more time. This was not easy to accomplish. Even when I ran the motor to give me more string, I found it difficult to get another wind on the pulley. I then removed the screw in the center next to the pulley, and two other screws on the opposite side. These are at the top of the square box, above the beam and can be seen in photo 7. Then with my finger on the white pulley, I carefully separated the conveyor from the square box. This exposed a square plug and socket assembly that drives the pulley. While holding the pulley with a finger, I turned the square plug (attached to the pulley shaft) a quarter turn, winding the string up a little and reassembled it. I was not completely successful the first time I tried this. Now the hoist was pulled all the way up but was too tight. Too much string was now being pulled up. I figured that by removing one turn of the thread on the small pin, I might get the right height. Eventually, and now with a better understanding of the whole thing, I started the entire procedure from scratch and was successful. Then I replaced the plate and tried it. As the hoist motor turned, again the hoist did not come down. I switched it off immediately and again removed the plate. All was still okay. This time when I replaced the plate, I tightened the screws and then backed them out just a little, to allow slightly more clearance for the hoist. That solved it.

I have one suggestion to improve the design. If instead of the small pin on which the end of the thread is secured, there was another pulley that was fastened stiffly to a pin or axle, one could easily adjust the height of the hoist by using a screwdriver to turn the stiff pulley letting out or taking in a little thread. In this way you would never have to disassemble the hoist motor from the conveyor to adjust the hoist height. To adjust the hoist to the proper height, you would merely rotate the stiff pulley to allow extra string out. Then, allow the hoist motor to raise the hoist until it turns off. The on-off switch would be immediately turned off and the stiff pulley on the right would be turned to take up any extra string and bring the hoist to its proper upper position. It could be done in less than a minute.

So, after correcting the problem, I ran it and all worked as it should. I was able to successfully empty the gondola of its seven culvert sections. I ran it several more times and it worked fine. One of the culverts got misaligned and I needed to step in, but for the most part it ran quite well — certainly many times more reliable than the original. The culvert loader and unloader are the type of accessory that people are thrilled to watch. Sometimes I think these kinds of accessories can draw more attention to the trains than a running locomotive. Once I was up and running, I ran it several times to watch the action. There’s something mesmerizing about it.

Supplied with the new unloader is the same connector ramp that was supplied with postwar version. This ramp connects the Culvert Unloader to the Culvert Loader allowing the culverts that are unloaded to continue on a path to the Culvert Loader, where they can again be placed into a gondola. These two accessories together demand a prominent spot on any layout. This is what makes running trains fun. Instead of just running the trains in circles, you’re accomplishing a task. For so many years we have been waiting for these two accessories to be reissued. Finally, not only have they been reissued, but they also work much better than the originals. I can’t wait to see the Fork Lift Platform when it comes out later this year. We’ll give it the same treatment.

Here is something interesting. Photo 16 shows the photo on the box. The version shown there must be of an early prototype. The weight is still present, it uses the postwar type conveyor, and the tower support matches neither the new version nor the postwar version. The platform is also from the postwar version as the steps are not there. The control tower is illuminated, but doesn’t have the window insert and the ladder to the control tower had not yet been eliminated.
We spoke with engineer, Paul Condeelis, who’s in charge of work on accessories at Lionel. He promised that there were several new accessories being planned for the future. Later this year we’ll see several more including the all new Nuclear Reactor. Paul mentioned that he was just going over a pre-production sample of this new accessory. Paul felt sure that some of its features would make it a popular new accessory. We’ll show it off here as soon as we get one.

This new Culvert Unloader is available in two versions, with or without Command Control. The version I have shown here is the one without the Command Control. Paul confirmed that when the new SC-2 comes out, you will be able to use it to control accessories directly. The SC-1 cannot handle the current draw (amps) of many of the accessories. The Culvert Unloader will probably be the last accessory offered in both command and non-command versions.

**New Switch Machine for Gargraves**

There are many operators of Lionel Trains who run their trains on Gargraves track. Don Roder, the owner of Gargraves Trackage Corporation sent along a new switch machine; see Photo 17. This new machine, the DZ-1000, uses a true rotary motor instead of twin coils used in other motors. The DZ-1000 is also easier to wire and operates smoothly. These new motors are available through Gargraves. You can visit them on the web at <www.GarGraves.com> or by phone: (315) 483-6577.

e-mail: bill@wellingtonent.com
(201) 358-1955

*Photographs by Bill Schmeelk*

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**The Train Guy**

Poetry by Jon Solomon

Do you still have a 681, a 736, or a 2032?
It is just excellent or is it brand new?
Will it run on 027 or do you need 031?
Is that a repro box or an original one?
Will you take a trade or plastic?
How about less than you are asking?

Yeah, I’m a train guy, and I talk this way.
I have a lot of trains but how many — I’ll never say.
But what I really need or am looking for
Is a Dreyfus Hudson or black Commodore.
Do those GG-1 pantographs really work?
Or does it just sound like I’m some big jerk?

Nah, I’m just a train guy through and through.
I already have all the trains I want — except one or two!
You know my wife really won’t let me buy any more,
So will you ship it to the address of my office or store?

They’re stacked upon the closet shelves
Like they’re awaiting a visit from Santa’s elves.
Atop desks and mantles displayed in glass cases
His trains are the only true art that he embraces.

They’re running through garages, basements and attics,
Read on if you think we’re really fanatics.
On floors and tables and even suspended from the ceiling
It’s really enough to get your senses reeling!
For some bold engineers won’t even hesitate
To run them outside through the garden gate!

Who knows what makes a grown man act this way;
The need to hunt, stockpile, and play.
Does it stem from some rare psychological malfunction?
Or is it simply fond memories of bygone days at the junction?

So when it sounds like steam escaping, rumbling, or a roar,
It may not be the train you hear; but a train guy hunting for more!
No matter whether they’re Lionel’s, Marx’s, or Flyer
There is never any doubt there will always be a buyer!

For it’s always Christmas for the train guy 365 days a year.
And yes, I’ll be going to a train show this weekend, dear!
The Fairbanks Morse Diesels are basically the same: Virginian 8950, Southern Pacific 8951, Santa Fe 8157 and Southern 18301. The only difference is the body shells and the addition of the electronic horn.

I purchased my first FM at a train show in Washington, D.C. The road name was Virginian and the price was $225. It had twin motors, dual headlights, Magntraction® and a chipped driving wheel. The chipped wheel was overlooked at the show but showed up at home by climbing over the rails on the curves. The show had closed and the fellow who sold me the locomotive had moved on. But, not too worry, this was a new locomotive and I had my warranty card. My local dealer was not happy; I had not paid full price for my locomotive at his shop, and now I wanted some warranty work done. He went into detail about people wanting the lowest price and best service and perhaps they should just chase the shows around the countryside when they needed things fixed. At this time having no experience at wheel pulling, no wheel puller, and no wheel, I listened attentively with my best hang dog expression, and promised to mend my evil ways. I waved money. This brought about the desired result, and soon my FM and I headed home.

**Description and Operation**

A new problem appeared. The locomotive stopped intermittently; again on the curves. No going back to the shop this time. By removing two screws, one on the front and one on the rear, the shell came off. Now the inside could be observed while the locomotive was running. This revealed a motor wire touching the headlight bracket on curves as the motor turned with the trucks. With a little careful bending and some insulating tape, the problem was solved. While the shell was off, I checked the grease on the worm gear section. Removing one screw on the bottom of the truck, I freed the motor. Be careful; the truck is heavy and the pick-up wire is attached to the roller on the truck bottom. The grease was skimpy, so I added some white lubricant. I applied grease to both trucks and motors along with light oil for the motor bearings.

This locomotive has a six-wheel truck, but only the four outside wheels are powered. The inside wheels are...
unpowered and have no flanges; this allows them to swing over the rails on curves. However, the power trucks have magnets and the motors rest on them, providing excellent traction. When the shell is put on, the front or short end goes on the end with the single bottom air tank. The very short shell screws can now be inserted and lightly tightened; too much torque will crack the body shell. The railroad shield and locomotive number can only be seen directly from the front or rear and then they are behind a metal plate. This long blue and yellow locomotive has become a dependable performer and has suffered no further breakdowns.

The Southern Pacific FM was acquired at a train show near West Virginia. The price was $240, the year 1980. I had read that this locomotive had been a prototype only, and this was the first production example. The black locomotive with its red stripe was labeled “powerful and smooth running.” This time I looked at the wheels carefully, checked the couplers at both ends, spun the rollers and headed for the test track. The FM ran fine and has continued to do so; no trouble with this one. The front and rear of the FM has upper and lower headlights, blank number boards, and running lights — all illuminated by a single bulb. The bulb is a special elongated type without a base, it is a push-in, pull-out type. The bulb gets some help from a shiny metal reflector at the top of the shell; this may also protect the shell from the heat of the bulb. The diecast metal trucks of these locomotives are massive and add to the over-five-pound weight of the engines. The wire handrails and shiny metal walkways dress up the body shell. These locomotives are assigned 15 to 20-car trains; with twin, heavy-duty motors the task is no trouble. However, under this load the all-metal coupler has occasionally opened. They are limited to 30-minute shifts in order to insure long life to all components. There were no motor or gear replacement on any of these locomotives.

Next, in 1981, came the Santa Fe FM with an electronic diesel horn. There is plenty of room inside the shell, so fitting the circuit board was no problem. The horn itself went into the metal compartment on the bottom of the frame. The sound of the horn was adequate. The circuit board rested on a piece of double-sided sticky foam that came loose. I used electrical tape to secure it. If this board comes into contact with metal, it may short out. The Santa Fe was purchased at a Towson, Maryland, show for about $250 from a fellow who had a perfectly stunning female assistant. It’s hard for me to say if it was the locomotive or the lady that drew me to this table, but I definitely bought my third FM.

In the spring of 1988 the Southern FM and its red woodside caboose appeared in the catalog and soon thereafter on my layout. This combination was purchased at a show for about $350. The shell removal was the same, and I checked the motor gears and lubrication. The motor worm was metal, but the worm gear was now a white nylon. I added grease and reassembled and tested it. As this locomotive was fairly new at that time and only had about 12 hours running time on it, the wear characteristics of this vital new gear were unknown. The horn circuit board was mounted securely in a plastic holder. The green shell of the locomotive had a wide aluminum-color band at the bottom; all the others had a narrow band of color at the bottom. The Southern had black handrails and walkways. The others are shiny, the lettering is in gold, and the railroad emblems are placed at the short end only.

All the locomotives were purchased new, and with the exception of the Virginian ran well right from the box. These locomotives are heavy. Because of the short body screws, they should be handled from the bottom only.

In a pushing contest between a 8950 Virginian and a 8850 Penn Central GG-1 with both locomotives locked in forward, nose to nose, at ten volts the GG-1 pushed the FM backwards. At twelve volts, they were even; at fourteen volts the FM pushed the GG-1 backwards. Different motors and traction between drivers and rails may produce different results. Take your pick, both are fine locomotives. The FM may be a bit cheaper in price, and the late ones have a horn.

Photograph by W. Emory Dyson, Jr.
“Hey, Kevin, there’s a good place. Let’s park over by those pine trees,” said Rick.

“Looks good,” agreed Kevin as he eased his Datsun B-210 through some dried grass and stopped in the shade of a small group of trees.

Rick and Kevin, two college students spending their semester break between summer and fall terms, had heard that the Mountain Route was still running some repowered Fairbanks-Morse Trainmasters and Alco C-630s. They were about to experience a day that they would never be certain actually occurred. They planned to try to get some photos of this old equipment before it, too, was replaced with newer power.

“How does this sound? I’ll go down there by that bridge, and you go down the tracks around that bluff over there,” said Kevin; indicating a point about a half-mile down where the track disappeared around a curve.

“That’s cool,” agreed Rick while thinking it seemed like he always did the legwork. Of course, he thought, “I get better pictures, too. Because I’m willing to make the extra effort to find good vantage points.” He took a cold soft drink from the cooler in the trunk, closed the cooler and the trunk, shifted his camera bag on his shoulder and set out.

“Man! Is it ever hot!” Even this late in the summer it can get very hot and stifling in the north woods. Rick trudged along with that peculiar mincing gait one uses when walking on railroad tracks, because the ties are spaced too close together to step on each one, yet they are too far apart to step on every other one. He could feel the sweat running down his back. He finally found a good spot on top of the little bluff, sat down, and waited for those Trainmasters to come.

Snap-ssssss! He opened his can of soda and drank some. It was still rather cool. He shifted about trying to get more comfortable. The sun was still beating down and not a breath of wind was stirring. He heard some crows calling in the distance. Every so often they would make a whirring sound.

He wondered how Kevin was doing sitting in the shade back by the car. Still, it’s so peaceful here. As he tilted his head way back to get the last drop out of the can, he reflected that most railroads smelled of mud and grease and faintly of creosote, but there was a hint of something else in the air. “Must be the pines,” he thought. Still, it is so peaceful here. He looked at his watch. The little gray LCD numbers rhythmically changed second by second.

“Hey! What was that?” There it was again — a train whistle. Rick had never heard one in real life, but it sounded like the steam whistles he had heard on old movies on the Late Show. He could hear whistles and other activity on down the line, but it did not seem to be getting any closer. He decided to hike on down to investigate.
“OH WOW! UNREAL!” He stared in disbelief as he rounded the curve and saw two 2-8-2s waiting by a coaling tower. At the far end of the small yard he saw a dark red museum likely to charge admission or request a healthy donation. He’d have a good look around before someone asked him for money, a rare commodity among college students. He walked toward the roundhouse.

“Hey, you! What are you doing here, Mac?” Startled, Kevin whipped around and confronted a tall, slender man dressed in pleat-front slacks and plaid shirt. He did not know what to say.

“Don’t you know you could get hurt wandering around out here? The company don’t allow anybody out here unless they work here. Say, where did you get those shoes?” The man pointed to Rick’s worn, dusty green Nikes.

“Huh?” was all Rick could manage to get out. He was thinking of excuses to give the man so he wouldn’t have to pay admission.


“They sure are gutbusters, Mac. Now why don’t you go back by the station where you belong.”

“You got any Trainmasters here?” asked Rick.

“Trainmasters? The only Trainmaster around here is G. T. Robinson, but you’d have to go clear over to Winona to see him. You lookin’ fer work, Mac?”

“No. I just want to take some pictures of your equipment here.”

“Pictures?” The man’s eyebrows moved closer together. “Say, you ain’t one of them Hitler fellers, are ya?”

“NO! I mean, no. I just want to photograph some of this old equip —”

“Old?” The man bristled. “Say, Mac, the MNW&W is just as good as any other road around here. We are a wholly owned subsidiary of the St. Paul. (Old railroaders still refer to the Milwaukee Road as the “St. Paul”). Heck, we run a nifty railroad here. Yes sir, nifty.”

As Rick and the man stood under the eaves of the station on a platform made of fire brick, the reality of the situation finally began to sink in.

“Stand back, Mac.” The man grabbed Rick by the arm and pushed him back from the edge of the platform and pandemonium broke out around them as a high-wheeled Pacific came clanking to a halt amid clouds of steam from the cylinders, the surprisingly loud clanking of the siderods and bell, and the sound of its whistle. Suddenly the station was alive with people crowding out of the waiting room and more people disembarking from the train. The man disappeared into the crowd and got to work. “Apparently,” thought Rick, “this guy is the ticket agent. I’ve gotta get some pictures of this place and then get Kevin.”

Just then the awful thought crossed Rick’s mind, “Suppose Kevin did not come back in time with him? Suppose he had to live the rest of his life in the here and now; THIS here and now.”

“You still here, Mac?”

“Yeah. I was just wondering, sir, if I promise to be real careful and not stand on any of the tracks and not mess around with anything, could I take some pictures of the trains here just to show everyone that the MW and so forth is just as good as the other lines around here?”

The man smiled and said, “Yeah, I guess so. Just one more thing, though.”

“Far out!” gushed Rick. “What?”

“Where DID you get those shoes?”

Rick walked excitedly toward the two 2-8-2s at the coaling tower. What a shot! Yet he still had a sneaking suspicion that he may have more time to take pictures of steam trains if he didn’t get drafted to fight in World War II. He got out his Instamatic camera, held it to his eye, composed his first shot and pressed the shutter button. Nothing happened. Rick advanced the film. The lever moved too easily. There was no film in the camera! Frantically, Rick rummaged about in the camera bag — no film. I can’t even buy film here, he thought disgustedly. Film cartridges haven’t been invented yet!

As Rick stared at a cut of open platform coaches and figured his only chance would be to see if Kevin and the car made it through with him. He could get Kevin to take the pictures with the 35mm SLR camera that he borrowed from his dad. He began to walk back to the car. As he walked he noticed that the sun was getting low in the sky, and if he did not hurry it would soon be too dark to take pictures. In spite of himself he could not help running as fast as he could.

“Kevin! Kevin! Oh good! There you are! Man, am I glad to see you!”

Kevin looked up and said, “Where’ve you been? I was beginning to think you weren’t coming back.”
“Kevin, you got film in your camera?”
Kevin nodded.
“Man, you’ve gotta see this. Kevin, you aren’t gonna believe this!” Rick was by now exhausted and gasping for breath.
“Yeah, I got film. What’s the matter, Rick?”
“Steam, man. Steam!”
“What ya mean, steam?”
“Kevin, they’ve got at least three steam engines back there and THEY’RE USING THEM!
“What do you mean, using them?”
“I mean they’re USING them; like to pull trains!
“Where?”
“Back there. Come on before the time switches again,
They hurried back down the tracks as fast as the frantic Rick could convince Kevin to walk. Kevin wondered what Rick meant by “time switches.”
“So where are all the steam engines you ran me down here to see?”
“Maybe we’re not there yet. You know I was in pretty much of a hurry.”
“Sure, Rick, sure,” smirked Kevin as he looked around. There was only a little-used track showing through the weeds. No station, roundhouse, yards, or coaling tower.
“No, man, they are here. I know they are. The station was over there, and the roundhouse was over there.” There were only weeds and grasshoppers. Kevin pointed to some old concrete footings rising from waist high weeds and said sarcastically, “I suppose your steam engines got their coal at that coaling station over there.”
“As a matter of fact, YES, they do...or did. Man, I saw all that stuff!” Rick looked wildly about. He could see that Kevin’s sarcasm had changed to concern, but he still did not believe him. He continued, “There’s where the open platform coaches were, and I’m sure that’s where the station was. I SWEAR IT!”
“Hey, you. What are you boys doing here?”
“Tell me, sir,” asked a very defensive Rick, “was there once a roundhouse here?”
“Sure,” the old man chuckled quietly. “Used to be a lot of things here. The station was right over there, the roundhouse was over there. We ran a nifty little railroad here, Yes, sir. Nifty.”
The old man changed the subject and squinted at Rick and Kevin but especially at Rick and asked, “Don’t I know you from somewhere, Mac?”
“Uh, no,” said Rick all the while thinking, “No, it couldn’t possibly be him,” the ticket agent.
“Tell me one thing, Mac,” said the old man.
“I got my shoes at K-Mart,” said Rick with a grin.
“Now how did he know what I was going to say, I wonder?” mused the old man.
“Tell me what happened to everything here?” asked Rick.
“Well, first we sold out to the St. Paul. I guess you boys would call it the Milwaukee Road. They ran it until the mines and forests played out. After the war we dropped passenger service because everybody had cars. I guess everybody would rather ride on rubber. They closed the station. It stood empty for years until it burned down one night. This would still be a busy place even without the station if they hadn’t got rid of the steam engines. They do all the work on the diesels in Milwaukee, so they don’t need a shop here. Heck, they tore the roundhouse down before I retired.”
The old man grew wistful yet his old eyes could see the station and roundhouse instead of the weeds.
Later as the two friends walked in the dusk back to their car, Kevin turned to Rick and said, “Say, Rick...”
“Forget it, man,” said Rick.
“I wish I’d went with you this afternoon.”
“Oh yeah? Why?”
“I didn’t see a single train today. At least you saw something.”
“Did I?” Rick wondered.
The Board meeting of the Lionel Collectors Club of America was called to order by President Otten at 3:04 p.m. at the Hyatt Regency Hotel in Dearborn, Michigan.

Secretary Lou Caponi called the roll. In attendance were: President Al Otten, President Elect John Fisher, Immediate Past President Harry Overtoom, Secretary Lou Caponi, Treasurer Eric Fogg, Directors Larry Black, Bill Button, Don Carlson, Dennzil Dennis and Bill Schmeelk. Also in attendance was Mike Mottler, Editor of The Lion Roars.

A motion was made to dispense with the reading of the previous minutes and approved.

Officer reports started with Immediate Past President Overtoom. Past President Overtoom delayed his report and said he would comment as the meeting proceeded.

President Elect Fisher reported on his responsibility with helping to organize local meets. He is working to streamline some of the procedures involved in hopes of making it much easier for local meet hosts. Report accepted.

Treasurer Fogg reported that all the club bills have been paid and the convention revenues are starting to come in. He went on to say that at the next board meeting he will report on the annual review which is done by an outside independent firm. It is expected to be an excellent report. Report accepted.

Secretary Caponi reported as of February 1, 2000, the club has 10,732 Active Members, consisting of: 9 Courtesy, 428 Family, 1 Honorary Charter, 1 Honorary Member, 73 foreign members and 10,192 Regular members. We have a total of 14,403 dropped or deceased members and the last membership number assigned was 25,135. Secretary Caponi also sent out 151 reminder letters since the last meeting. Report accepted.

President Otten gave his report on the status of the year 2000 engine and caboose. Judging by the amount of pre-orders, these items were an overwhelming success. President Otten stated that Lionel is working on special RailSounds™ announcements that will be recorded exclusively for the LCCA locomotive. Report accepted.

Director Carlson and President Elect Fisher, members of the convention oversight committee, elaborated on some of the final details for the upcoming convention.

Ten-minute break announced at 4:45 p.m.

Meeting reconvened at 4:55 p.m.

Editor Mike Mottler gave his report on The Lion Roars. He showed the Board a newly designed TLR ball-point pen that will be given to authors and contributors to the magazine as a “thank you” memento when the supply of the current TRL memento patches runs out. He said the deadline for materials for the April 2000 edition would be March 1, 2000. Mr. Mottler explained the use of an improved scanning technique that will produce better pictures for publication in The Lion Roars from archival images in dot-based printed materials and from digital camera *.jpg files. He said that LCCA receives some “overruns” of the magazine from the printer. These are used to replace lost or damaged-in-transit copies. He also sends some of these to LCCA Train Meet hosts for free distribution at the event for helping to recruit new club members. Report accepted.
Immediate Past President Overtoom went on to speak about member complaints and informed the board that presently there are none. Report accepted.

President Elect Fisher discussed the year 2000 stocking stuffer. He told the board he was working with Secretary Caponi on this project. He proposed to the board the third and final piece: a Plasticville Airport Terminal to complement the Lionelville Airport Hanger and LCCA airplanes previously offered. The board agreed that the terminal was a good idea and would be quite affordable for our club members. President Otten then authorized Secretary Caponi to contact Plasticville Industries to start production. Report accepted.

Board in Executive Session at 5:50 p.m.

Board out of Executive Session at 6:01 p.m.

President Otten called for a recess at 6:02 p.m. with the meeting to reconvene on Saturday, February 26th at 10:00 a.m. at the Lionel factory.

President Otten reconvened the Board meeting at 10 a.m. on February 26 at the Lionel factory headquarters.

Secretary Caponi once again called the roll. Also present were the following: Joe Willhelm of LOTS; President of Lionel LLC, Dick Maddox; Vice President of Sales, Bob Ryder; Head of Lionel Consumer Services, Mike Braga; and several people representing Lionel’s convention team which included: Julie Laird, Chuck Horan, Jim Hamilton and Sharon Katoch. Former Lionel Vice President of Sales and Marketing, Mark Gordon, attended.

Bob Ryder gave the board a general idea of how the tours would be handled and who would be in charge of them. Former Lionel employee Mark Gordon, a long-time friend of the club who was quite instrumental in coordinating the previous convention in Dearborn, provided the Board and Lionel with some excellent input on how to keep things organized and running smoothly.

Jim Hamilton, Plant Manager of Lionel, spoke briefly about how the plant tours would be coordinated and monitored.

Bob Ryder told the Board that Lionel President, Dick Maddox, has authorized the Lionel Factory Store to give our club members who take the tour a 10% discount on all purchases.

Dick Maddox then told the board that he and all of his staff at Lionel are eagerly awaiting the LCCA/LOTS Joint Convention and said it will be a truly rewarding experience for everyone.

The next Board Meeting will be held on July 27, 2000, at 8 a.m. at the Hyatt Regency in Dearborn.

Meeting adjourned at 11:30 p.m.

Respectfully submitted, Lou Caponi

Next month in TLR...

- Complete LCCA/LOTS Convention Coverage
- Toy Trains in Mobile, Alabama – y’all come
- Meet the TLR Presidential Award Winners
- Travels with Andrew – A Lucky Kid
- Rare and Unusual Lionel Stuff
Upcoming LCCA Train Meets

Saturday, November 11
Alhambra, Illinois
Alhambra Elementary School

C. Brown and C. Kuhns will co-host a train meet at the Alhambra Elementary School on Rt. 140 in Alhambra, IL, on Saturday, November 11, 2000. Registration and setup from 8 to 9 a.m. with LCCA trading from 9 to 10 a.m. and public trading from 10 a.m. to 3 p.m. LCCA members are free, guests are $3 and families are $5. Tables are $10 with no limit. There will be operating layouts, concessions, and free parking. This site is handicapped accessible. For more information, call Clarence Brown at 618-488-7704 or Chuck Kuhns 217-546-7599.

Friday & Saturday, November 24-25
Upper Marlboro, Maryland
St. Mary of the Assumption School

George F. Floria will host a LCCA-sponsored Train Meet at St. Mary of the Assumption School, 4610 Largo Road (Rt. 202), Upper Marlboro, MD, on Friday and Saturday, November 24-25, 2000. Registration and setup for LCCA members trading from 4 to 6 p.m. on Friday with public trading from 6 to 9 p.m. LCCA trading 8 to 9 a.m. on Saturday with public trading from 9 a.m. to 2 p.m. LCCA members and family admitted free; guests and families at $3. First table $10, additional tables $8 each. Food concession available; free parking. For more information, call George at 301-627-3923.

November 25, 2000
Lexington, Kentucky
Continental Inn

Harry Overtoom will host another LCCA semiannual train meet in the Bluegrass state. Co-hosts will be Winfrey Adkins, 606-873-3714; Larry Black, 502-695-4335; and Bill Crace, 606-299-2423. Tables will be $15 for LCCA members; contact Bill Crace for reservations. Adult guests will be $3.50; children under 12 free with parents. Setup and “early bird” trading for LCCA members only will be 6 to 9 p.m. on Friday, November 24, and 8 a.m. to 10 a.m. on Saturday, November 25; then the meet will be open to the public from 10 a.m. to 3 p.m. on Saturday. There will be several operating layouts, vendors, and 175 trading tables available. The Continental Inn is at US 60 and New Circle Road. For more info, call Harry Overtoom at 606-268-1942.

December 2, 2000
Naperville, Illinois
Naperville High School

Santa’s helper, Leonard Hopkins, and his regional team of train fans will offer train-related holiday assistance to the Rotund Red-suited Guy through a LCCA-sponsored train meet at Naperville High School. This well-ordered, kid-friendly show is an affirmation of the team’s ability to tell the story about our hobby to the public through the press and at the meet. For more information, call Leonard at 630-420-9066.

Train Meet Hosts Wanted!

To present a local train meet, with financial and logistic support from LCCA, contact President Elect John Fisher at jftrains@aol.com or call 651-454-6644.
I received some questions from LCCA members, and I’d like to begin with answering one which I believe is of interest to just about everyone, “How do you guys at Lionel pick product?” The question was actually item specific, but I believe a broader answer may be in order.

The responsibility for product selection is in the hands of a small group of marketers who spend months out of each year putting together items which, when properly scheduled, meet the requirements of our business plan. I can hear the groans now from everyone who thought that being a “product picker” would be just about the coolest job anywhere.

Our personnel has finished 2001 plans and are preparing to start 2002 shortly. As more complete electronics and detailing become the norm, more leadtime (up to 28 months) is required to produce a quality product.

The input of ideas for Lionel products originate from a multitude of sources including books, magazines, surveys, the imaginative minds of Lionel marketing personnel, and yes, railroaders like you. Some of the products produced are “no brainers” like the Shay, Big Boy, and T-1. We knew they would be sellouts as history has demonstrated the popularity of these icons. We count on a percentage of these easy choices as a cornerstone for each catalog and build around them with other products. It’s no easy task. Today’s marketplace demands more detail, higher quality, and advanced technology applied to the right products.

Production runs have been lowered, in favor of a broader selection of items to accommodate our customers’ appetite for a continuous parade of new, exciting products. Our 2000 catalogs boast more new products than Lionel would have historically produced in a decade.

Not every product is so easy to pick. As product lines become broader, the choice selections become fewer and occasionally we might even make a mistake! Mistakes result in loss of manpower and financial resources that ultimately effect our ability to produce more new products.

After a long, roundabout effort to explain “who picks” and “how we pick it,” the task boils down to age-old business questions: “Will it sell?” and “Can we sell enough to cover the costs of tooling and development?”