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954 GENERAL AMERICAN TRANSPORTATION CORPORATION
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SERVICES AND PRODUCTS

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GENERAL AMERICAN TRANSPORTATION CORPORATION

GENERAL OFFICES: 135 SOUTH LA SALLE STREET, CHICAGO 90, ILLINOIS

Designers, builders and operators of railroad freight cars, fabricators and welders of all types of metals and alloys. Manufacturers of process equipment and screw fastening devices, molders of plastics, chemical nickel platers, and operators of public tank storage terminals.

leasing services

Until the technique of leasing railroad cars was developed, many products now bought, sold and used in bulk were high in price, low in demand, short in supply —because many types of freight cars were not readily available

Providing a comprehensive rail transportation service on a rental basis for industry is a major General American contribution to American business.

Today there are thousands of products which cannot be shipped in standard railroad cars. This is particularly true of liquid products shipped in bulk. Both the railroads—and government bodies regulating the railroads—have long recognized that it would not be practical for individual roads to supply each of the hundreds of types of specialized cars in the quantity required by shippers for their products. Nor would it be practical for each shipper to build, operate and maintain his own special types of cars.

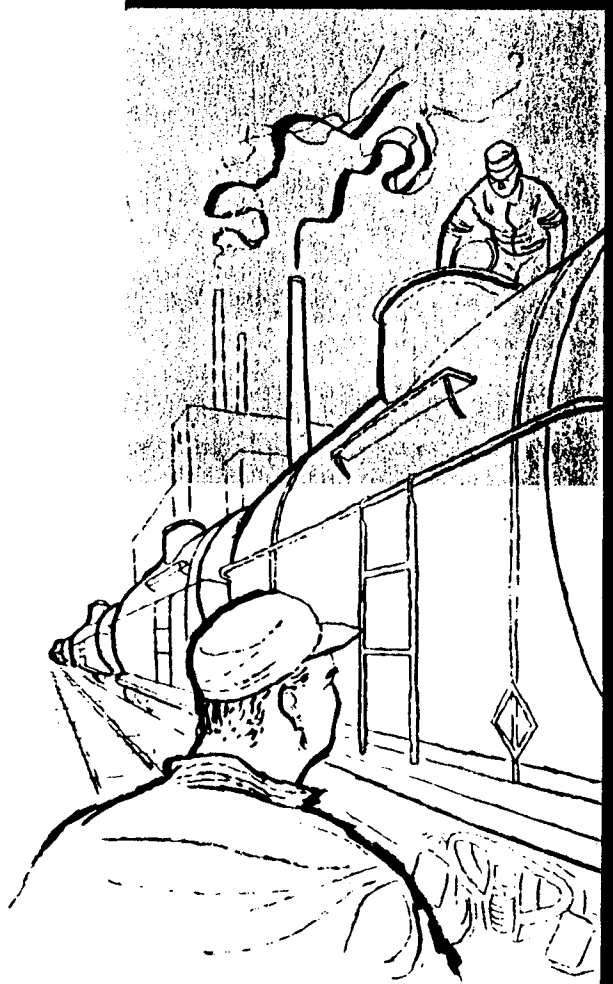
An individual manufacturer attempting to own and operate his own cars might easily find that operating railroad cars took more time, effort and capital than his original business. He would have to invest large capital sums in rolling stock. He would have to set up special departments to keep records on car movements and amortization. He would have to build or obtain repair facilities to keep his cars in service. And, at least part of the time, his expensive rolling stock would stand idle and unproductive on sidings.

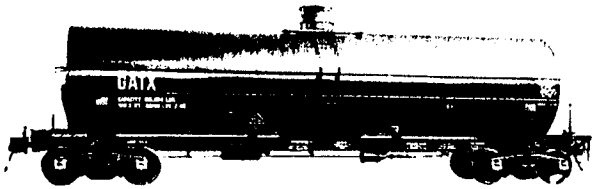
General American's car leasing service thus enables the manufacturer to put his full efforts into his own business, and lease his cars from a company who for more than 50 years has built and operated specialized cars in support of the railroads.

General American designs and builds cars to exact specifications for hundreds of diverse needs. It operates the cars, keeps track of them, knows where they are and keeps them moving. Cars are repaired and maintained in General American's own shops throughout the country . . . and it also has repair facilities on customers' property in many instances. Research and engineering services are so closely allied with the ever-changing shipping needs of industry that the design and manufacture of new and better cars is a constant, integral part of our operation.

Routing its cars from one part of the country to another, from one railroad to another, from the service of one shipper to another, from one seasonal service to another, General American helps make freight transportation more efficient and more economical for all.

Similar principles of business economics led to the development of the General American Tank Storage Terminals. Companies needed to store, mix, blend and sell liquids in bulk at various ports. If they were forced to build the necessary facilities, many would be unwilling to risk their capital. In five major distributing centers of the United States, these General American terminals function as warehouses for bulk liquids. They provide producers and distributors with storage tank space, blending facilities, the use of drumming and barreling equipment and supervision. In this way, many firms are enabled to have marketing flexibility without capital investment on their part.







THE GATX FLEET

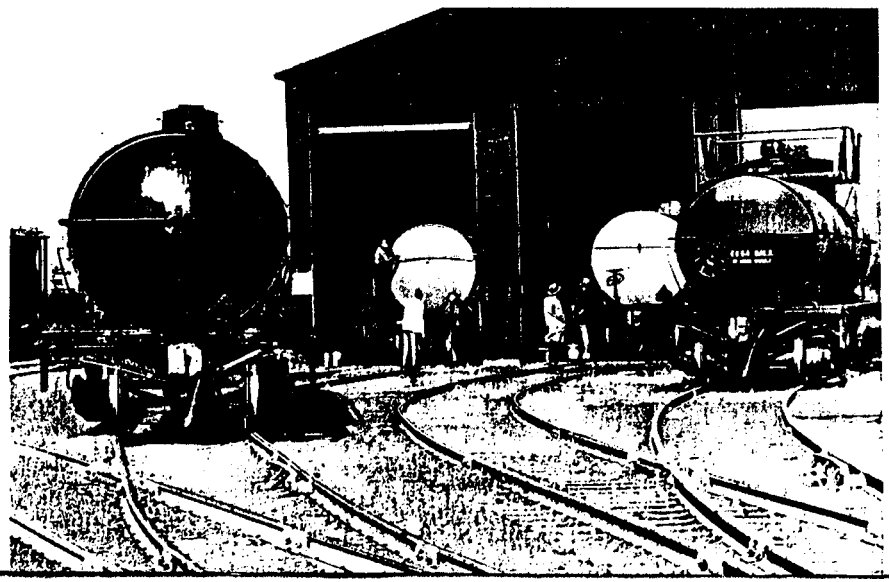
General service and specialized tank cars to carry liquids in bulk

The GATX fleet of tank cars—over 47,000—comprises more than 75% of all the cars owned by General American. Building and operating tank cars is a highly specialized business, and every tank car is in reality a "specialized" car, even though certain types may be mass-produced in a standardized design. To illustrate how exact are the requirements for safe shipping of hundreds of kinds of bulk liquids, there are more than 200 specialized types of cars in the GATX tank car fleet! The railroads have long recognized that the operation and maintenance of tank cars is highly complicated; that the cars must be tailored to the commodities transported, thus the shippers' needs can best be met by private ownership.

General American's tank cars are each designed to meet specific requirements for various liquids. For liquids that must be kept at relatively constant temperatures in transit, the tanks are insulated with glass wool or cork. Some liquids must be shipped in insulated tanks heated by either interior or exterior steam coils. Tanks are built to pressure requirements ranging from 35 pounds to 500 pounds per square inch.

For many commodities, tanks of cars are built of various metals other than steel. In some cases this is done to prevent corrosive destruction of the tank by the commodity. In others, to protect products which are contaminated by contact with steel.

The GATX fleet—designed, built and operated by General American—is serviced and maintained in the company's own shops—by men who are skilled in the task of keeping the cars rolling



One of the fabrication shops at the Sharon, Pa., plant

PLATE AND WELDING

Welded vessels—
built to the customer's design—
of steel, alloy, and non-ferrous metals

Experienced designers, engineers, and workmen at General American's Sharon, Pennsylvania plant use the most modern fabricating techniques to turn out welded equipment which meets the customer's most exacting requirements. This Class I shop has complete facilities for stress relieving and radiographing.

The company's fabricating facilities allow the Plate and Welding Division to ship field erected storage tanks and Wiggins structures anywhere in the United States on a competitive basis. The fabricating plants are located at East Chicago, Indiana; Birmingham, Alabama, and Orem, Utah, as well as at Sharon, Pennsylvania.

Plate and Welding facilities are fully integrated to manufacture and erect complete vessels and structures. In addition to the structures mentioned above, these include pressure vessels, annealing covers, fractionating columns, stills and various types of process equipment used in the oil refining and chemical industries.

The General American Field Erection Division is responsible for erecting the field structures built by the Plate and Welding Division. Field crews and erection equipment are strategically based throughout the country to facilitate construction in the best workmanlike manner.

Aerial view of Sharon, Pa., plant.

OFFICES AND PLANTS

General American's district offices, strategically located in principal cities throughout the country, are well equipped and manned to support the company's operations in all phases of the jobs to be done, and services to be rendered, wherever and whenever called upon. This helps to make the customer's business a "local" matter; assuring him of attentive, dependable and competent assistance.

These offices also keep all General American Divisions informed of future needs and activities projected by customers. The desire *to serve industry better* remains a constant goal of General American.

GENERAL OFFICES:
135 South LaSalle Street, Chicago 90, Illinois

EXPORT DEPARTMENT:
380 Madison Avenue, New York 17, New York

AFFILIATES:

GENERAL AMERICAN-PFAUDLER CORPORATION
Operators of refrigerator milk tank cars, with principal office at Chicago, Illinois

CANADIAN GENERAL TRANSIT COMPANY, LTD.
Operators of all classes of tank cars in the Dominion of Canada, with principal office at Montreal, Canada.

GENERAL AMERICAN TRANSPORTATION DE MEXICO, S.A.
Operators of all classes of tank cars in the Republic of Mexico, with principal office at Mexico City.

GENERAL AMERICAN CONSTRUCTORA Y REPARADORA, S.
Repairers and rebuilders of all types of railroad freight cars with plant at Tlalnepantla, Mexico.

MANUFACTURING PLANTS:
East Chicago, Indiana; Sharon, Pennsylvania; Birmingham, Alabama; Orem, Utah; New York, N. Y.

DISTRICT OFFICES:

Buffalo	*2008 Rand Building*
Cleveland	*Terminal Tower*
Dallas	*Continental Building*
Detroit	*2842 West Grand Boulevard*
Houston	*1121 Walker Avenue*
Los Angeles	*900 Wilshire Boulevard*
Louisville	*(Dryers) 139 South Fourth Street*
New Orleans	*210 Baronne Street*
New York	*380 Madison Avenue*
New York	*(Parker-Kalon Division) 200 Varick Street*
Pittsburgh	*Koppers Building*
San Francisco	*Russ Building*
St. Louis	*945 Olive Street*
Seattle	*Joseph Vance Building*
Tulsa	*First National Bank Building*
Washington, D.C.	*1625 K Street, N.W.*

REPAIR PLANTS:

West Colton, California	Middlesex, New Jersey
Pueblo, Colorado	Ivorydale, Ohio
Jacksonville, Florida	Okmulgee, Oklahoma
Chicago, Illinois	Tulsa, Oklahoma
East St. Louis, Illinois	Portland, Oregon
Lawrenceville, Illinois	Saegertown, Pennsylvania
East Chicago, Indiana	Providence, Rhode Island
Elkhart, Indiana	Borger, Texas
Indianapolis, Indiana	Dumas, Texas
Dubuque, Iowa	Hearne, Texas
Sioux City, Iowa	North Fort Worth, Texas
Argentine, Kansas	Port Arthur, Texas
Kansas City, Kansas	Norfolk, Virginia
Goodhope, Louisiana	Edmonds, Washington
So. St. Paul, Minnesota	Kenova, West Virginia
So. St. Joseph, Missouri	Milwaukee, Wisconsin
St. Louis, Missouri	Casper, Wyoming
So. Omaha, Nebraska	

If there is a single characteristic
that sets American industry apart
from that of other countries,
it is probably the national unwillingness
to stand still

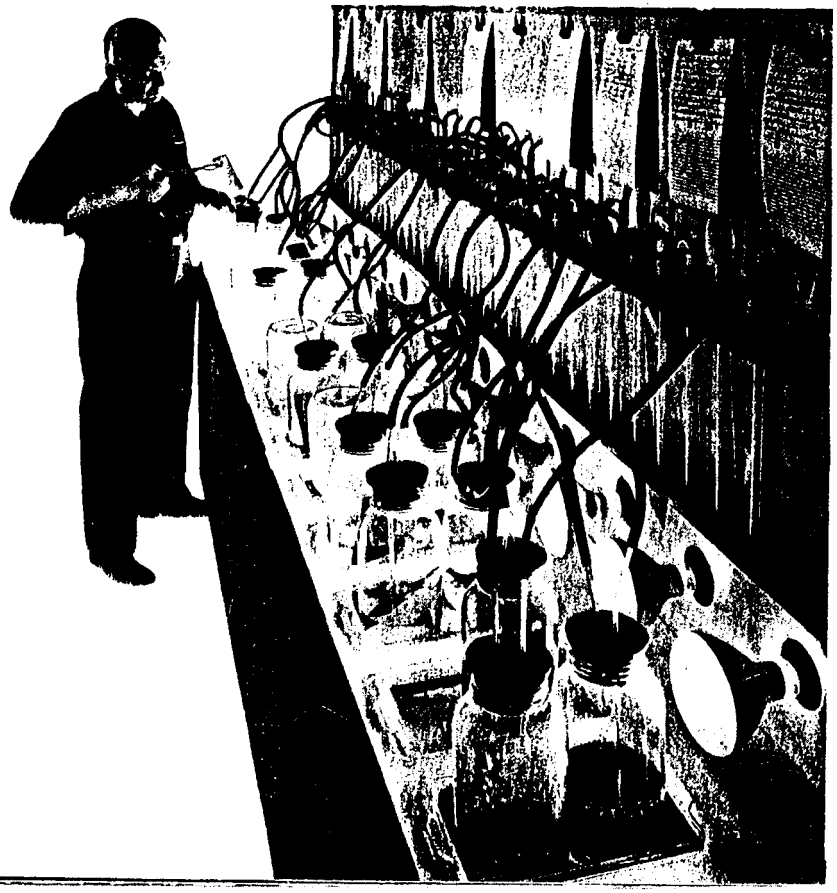
RESEARCH AND DEVELOPMENT

A business in this country today has to be alert just to hold its position in industry. And it has to be progressively aggressive to improve its products or services fast enough to meet—or anticipate—its customers' needs.

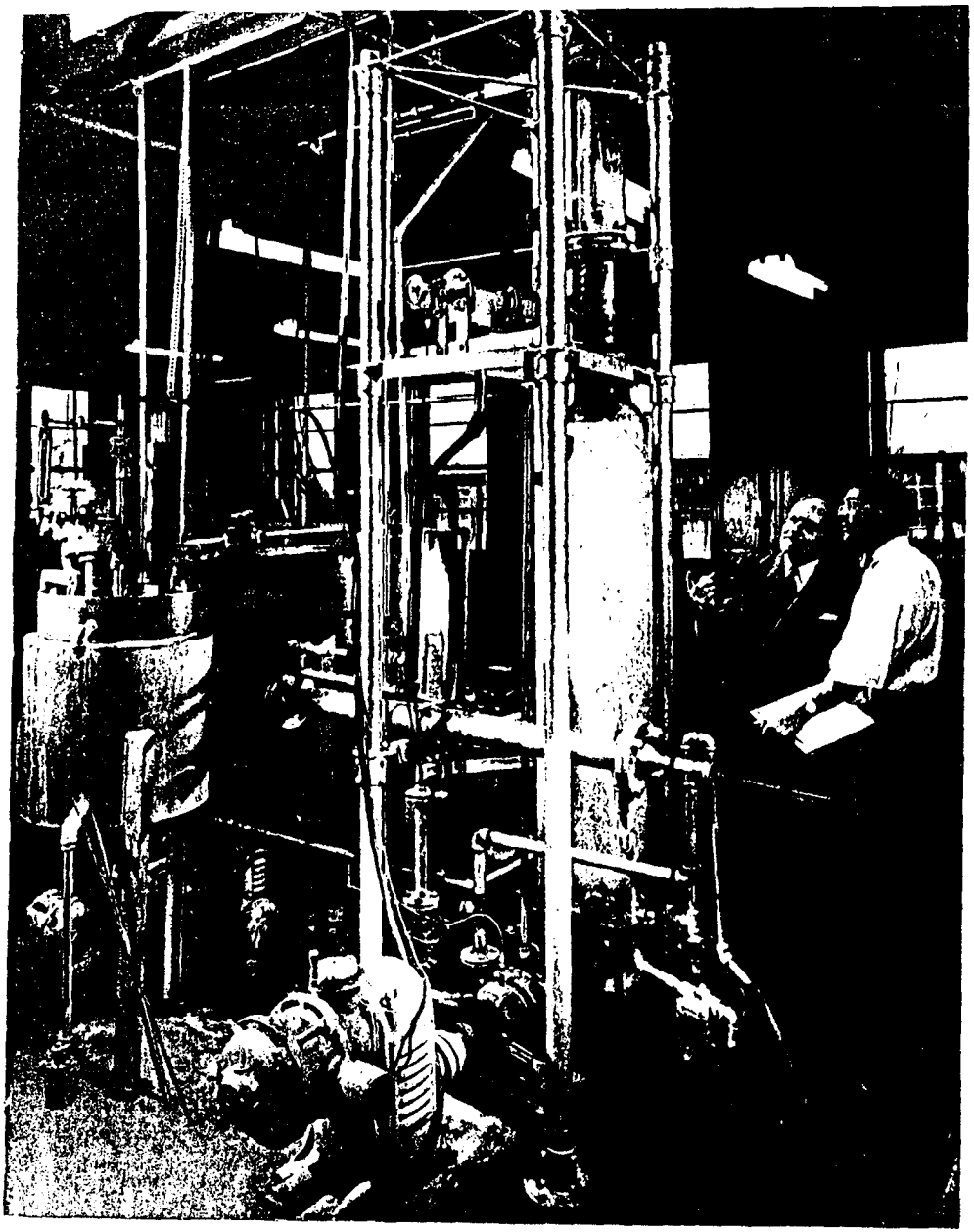
General American's Research and Development Department represents the company's constant, critical analysis of present methods, products and services . . . no matter how well established any of these may be in our own or our customers' regard.

Problems and ideas—the raw materials of research—come to this division from the plants, field forces and from customers. Research and development projects supply the creative energy to keep General American moving ahead in all phases of its business.

The Research and Development Department draws extensively on the results of fundamental research being done in the major centers of learning, in government and industrial laboratories. New developments are appraised for their possible application to General American's products and services.



Corrosion testing for tank car linings
and construction of materials



Development of new-type process equipment

In the general research laboratory

