

Present were Norman Keyes, V.P. for Technical Services, William McGinley, V.P. for Publications, Martin Evoy, Secretary, Louis Bushfield, Treasurer, Ray Chappell, Assist. Treasurer. Norman Keyes presided in the absence of President, Charles Wood

The meeting was convened at 3:40 pm.

Steve Neuman of Fergus Falls reported on the activities of the Fargo Convention Committee. The possibility of a convention buffet breakfast was considered, but officer opinion was that it was not necessary. Movies promised by BN had not arrived, and thus probably would not be shown. (To make this work, one almost has to go to St. Paul and pick up the film.) BN did send door prize material and some wall maps to give as prizes. BN was reluctant to have a convention visit to Grand Forks, but it was scheduled because there is still a little GN left there. Steve worked up a 12 page description on GN buildings and equipment in the area and removed from the area, to be given to conventioners Tuesday was to be the trip to Grand Forks, with lunch at the Legion hall, arranged by Paul Wolfgram. Then we would go to Crookston, and then if the BN approved, we would tour Dillworth yards. On return to Fargo, we would go to the Fargo, GN depot and freight house. On Wednesday, the trip to Breckenridge was planned. The roundhouse is empty, so touring is possible. We were to be escorted by two ex-GN employees, one an 80 year old ex-day shift roundhouse foreman. The freight house was a target for visit, since it is slated for removal. It was expected that there would be work equipment in town. BN did not want the convention to tour the Fergus Falls depot because of limited personnel, but the convention would make a visit there and the Fergus yards. For lunch, the convention would be going to Erhard on the Pelican Rapids Branch. Member, Tom Henning, owns the depot which is now a restaurant. After lunch, the convention would go to Rolag to ride behind the O-6-0 under steam and view the other exhibits. Approximately 65 had signed up for the trips and 75 registered for the banquet. Frank Kahl's room and banquet tickets were to be paid for by the Convention Committee. It was anticipated that with the number of trip registrants, the trips would more than break even. The banquet was to be buffet. No head table was required. Dress code was to be "nicely dressed". The wearing of coat and tie would not be considered as overdressed. Frank Kahl and Stan Townsend were to arrive on the Empire Builder early Monday morning. Lou Bushfield and Ray Chapple were willing to pick them up at the depot.

The Treasurer's Report as of July 1, 1983 was passed out to those in attendance. The \$8,741.09 on hand remains after payment for one (1) issue of the GOAT. This report will be given to the membership meeting. As of July 1, the Society had 849 active, paid up members. At the time of the meeting, there were 886 members. Canadian members are now listed by province. It was noted that both Washington and Minnesota had more than 100 members each. It was noted that individual expenditure categories were low except for telephone, caused by some two month entries. The report was accepted as submitted.

Bill McGinley noted that the June issue of the GOAT cost about \$2,000, which included the cost of the Butte Div. timetable at \$850.

A report from President, Charles Wood, was read to the meeting by Bill McGinley. It said,

"Dear Bill, Would you please extend to the Convention the official greetings of the President. Would you also extend our apologies and regrets that we could not make it to the convention in spite of long-standing plans to do so. I do not think anyone expects of wants a written speech, but they might be interested in our membership progress. For example, from 6/30/82 to 6/30/83, the membership increase from 601 to 849, a 29% increase. I think that this qualifies the GNRHS as one of the fastest growing organizations, of its kind in the US if not the fastest growing; and with cooperative ventures that we had in the planning stages with Mainline modeler, in addition to other promotional tie-ins with other manufacturers and importers like the PFM tie-in, and our own promotional efforts, it looks as if we will attain our goal of 1000 members by mid 1984. For the membership, we will adjust and vary the thrust and content of our efforts as soon as we have some definitive answers from our membership survey. We will make every effort to hold our present dues structure, but if an increase should become unavoidable, we will make it as small and painless as possible. Please mention our Glacier Park convention in 1984, at the end of July and the first of August and the international on May 30 to June 2, 1984 in Switzerland. Thanks, Charles."

The Secretary reported the receipt of a membership from a 15 year girl who lives in the province of Quebec, Canada, who has a working model railroad. Other items received

were shown to the Board members. A copy of Model Railroading was included, and a discussion as to whether the Society should enter into a reciprocal exchange of publications with its publisher resulted. It was decided that Bill McGinley would investigate the value of such an exchange agreement and make a recommendation to the Board.

It was reported that member, Jim Schmidt, of Portland, Ore. had sent the Secretary a poster from the Oregon Historical Society on which was reproduced the painting of Chief Wades-in-the-Water by Winold Reiss from the ex-GN collection. It was advertising a showing of these paintings by that Society. Catalogues showing copies of the paintings had been available from the Society. Information on the catalogues and possibly on having a display of the collection (in Glacier Park, 1984) could be obtained from:

Ann Thorsen Walton, Curator of Collections, Burlington Northern, Inc., 176 East 5th. St., St. Paul, Minn. 55101....(612) 298-2641.

Bill McGinley reported that he has been in regular contact with Pat Dorin, and publication of his book on the GN is now progressing. In the book will be a full page recognition of the GNRHS. He also reported that he intends to continue as the Society's publisher and editor.

As part of discussion on Bill's information, it was suggested that a GN (or GNRES) herald be painted on a flexible material, such as oil cloth, to be hung at the back of any booth that the Society rents at a gathering, such as the Winnipeg convention. Several in attendance indicated that they would look into the production of such an item.

Ray Chappell reported that almost \$2,300. gross income had been realized on back issue sales. Cost of reprinting material is \$250.00 with one printing bill due. Thus far, only parts of issues 1 thru 18 have had to be reprinted. Thus income is far exceeding expences. This report sparked considerable discussion on back issues sales (BIS) from which the following feelings evolved.

Gross income from BIS less back issue printing costs does not give true net income for BIS, because the value of inventory received by BIS from Publications is not included in the calculation. A value should be set on this inventory when it is sent to Ray at the beginning of the next year. How a value should be set on publications of each issue sent is a problem. Gathering all costs associated with preparing an issue for placing into envelopes and dividing that cost by total ~~copies~~ prepared is one way to set a unit value. Calculating a present cost to reprint an issue is a second way to set a unit value. Some feel that the ^{1st} ~~1st~~ would produce a significantly higher unit cost. ^{2nd} ~~2nd~~ If the first method were adopted, there would be a problem in adjusting to the second method as the per centage of material sold as back issues reprinted in Wallingford increases to significant values.

It was agreed that we do not want to charge different prices for each issue of BIS. The present structure sets a good pattern.

It was agreed that in calculating the number of ~~copies~~ received, the parts of issues received from the printer above the total full issues received would be ignored in computing cost per GOAT for any issue, if this method of valuation were chosen.

Bill McGinley noted that he is now producing as large a publication as he will be able to do with the present personnel structure.

If the method of pricing issues based on original production cost were used, adjustment for ~~increasing costs incurred by reprinting more material as time goes by~~ could be made by knowing total profit margin and adjusting BIS prices as the margin falls.

There are several drawings on parchment which are out of supply. Back issues in which they originally appeared are being shipped out on BIS without these drawings. Bill McGinley will work with Ray to give Ray a replacement supply.

Old Mill produced material for many of the newer issues of PROCEEDINGS and GOATs, and they are saving the metal plates. (Paper plates, such as were used on employee timetables are lost to us.) This company could be used to reprint material for BIS as it is needed, possibly saving production costs.

Bill McGinley moved that the Society adopt a simple inventory procedure for BIS and that the analysis of BIS income/production cost be performed on an annual summarized basis.. Seconded by Lou Bushfield. Passed 4-0.

Norman Keyes appointed Lou and Ray to carry out the motion.

As a sidelight, there was feeling expressed that if we price BIS based wholly on current reprinting costs, we would be giving a false price because we are still selling

from original press runs.

Ray is sending an amended publication index, with items he does not supply, crossed off to members requesting back issues to show them what is actually available.

Bill McGinley moved that the Society will not sell back issues to non-members. Seconded by Lou Bushfield. Passed 4 to 0.

Lou Bushfield moved that the Legal Counsel be instructed to make the necessary amendment to the IRS application concerning the above policy, if he feels it is necessary to do so. No second was received. (The Secretary will make that move, however.)

Norman Keyes made the observation that at the Winnipeg convention, had the Society sold individual copies of the GOAT, the buyers would have walked away, satisfied with the purchase of a couple copies and would not have joined the Society.

The question was raised as to the effects of the action on the non-sale of GOATs to non-members just taken as to how it pertained to calendar sales to non-members. It was proposed that the calendar be considered as part of the regular ⁵⁵⁰³ and as such, they are not available for public sale. There was no second. A point was made that everyone associated with the Society ~~has more than a member~~ was quite busy, large calendar sales effort could become a great burden, and it may just not be worth the relatively small income that could be generated.

Lou Bushfield moved that calendar sales be considered to be an exception to our rule of not selling (issues) to non-members and that the calendar ^{may} be sold alone to non-members for the same price that we sell the entire issue to members, plus a handling and mailing charge. Seconded by Martin Evoy. Passed 4 to 0.

Norman Keyes reported that he, as VP for Technical Services handles an average of about 10 letters a week. Correspondance connected with that job is up to date. It was announced that the membership opinion survey would come out at the end of the year. Norman indicated that he would also put together a piece on the Technical Committees. Nine people have agreed to serve on the committees. The piece would include Norman's ideas of how the committees are supposed to work. Jack Porzig has agreed to serve on the caboose committee and has significant material on that subject to be made into reference sheets. Jim Mattson has a compendium of GN employee timetables that he is willing to let the Society publish. Bob Johnson should provide information on GN public timetables so that a reference sheet on their covers can be produced and perhaps one complete 1920's timetable can be reproduced. Ken Middleton has agreed to head the steam locomotive committee. He and Norman are completing the all time GN passenger car roster, which is now 170 pages of computer printout. (Bill requested that he be sent a copy of one sheet of the printout.) The question of membership willingness to purchase a Society pin for a specific amount could be put on the survey if such information is received from Ron Ferrel in time for publication.

Norman reported that Lou had done much of the ground work that went into having a good public display at the Winnipeg Convention for the GNRHS. The booth cost \$65.00, the program advertisement was \$35.00, extra chairs were \$10.00, and other miscellaneous costs brought the total to \$120.00 to \$125.00. The net result that can be measured was 16 new members. The booth was manned from noon to 4 on Thursday for members, from 6 to 10 on Thursday night, and from noon to 10 on Friday and Saturday. 41 members visited the booth while it was open.

Lou Bushfield reported that contact with the SOO Line Society brought forth the idea that at other conventions several societies get together to rent a double booth for all to use and that members of all involved societies share in the booth maning. The Winnipeg booth location was very good. It was between Champ Decal and Mainline Modeler booths because these were good drawing cards. Also being at the far end of the first aisle (which Rich Meyer recommends and does) made for a good attraction, without congestion. For the Saturday banquet, Lou reserved three tables for the Society which Lou marked "for GNRHS". Society members then signed up for reservations at those tables at the Society's booth. All three tables were filled, except for one seat. For two hours on Friday, Norman and Lou hosted an informat discussion about the Society and what the members there would like to see in the publication. There were several individuals that came to the booth who were seeking information of varing types on GN subjects. There appears to be good chances of having mutual help given between the Society and these individuals.

The NMRA convention in 1984 will be in Kansas City, August 7 thru 12. There seem

to be few Society members that can be relied upon to run a Society booth at that affair. This will have to be investigated. Mel Andresen is considering what the Society can do in 1985 in conjunction with the NMRA's convention in Milwaukee, their 50th anniversary. The 1986 NMRA convention will be in Boston in conjunction with NRHS and R&LHS, all together as one convention. ^{at WINDY BEG} There will be some additional expenditures for display material used in the booth, which will be reusable. All membership brochures handed out at the convention were marked, "Printed in USA", so that they could be distinguished as they were received by the Secretary with applications for membership. (As of 8/27/83, two applications thus marked have been received.)

The Secretary reported that a form letter had been received from the IRS indicating that they could not process the Society's application and thus had closed the file on the application. It was agreed that the letter probably put the Society's application in inactive status and that it would be reactivated by Greg Johnson's activity after he was informed of the Society's vote on the resolution to change the articles of incorporation. The Secretary reported that he had 115 varified proxies to be voted in favor of the resolution at the membership meeting the next day. It was decided that printed ballots should be provided at the membership meeting. Bill McGinley was to arrange for them. The Secretary was instructed to notify Greg Johnson of the results of the election by letter.

Norman Keyes appointed a committee composed of Messers Bushfield, Evoy, and Johnson to review and revise the Constitution and By-Laws

Norman Keyes proposed that to separate Corporate Officers from committee chairmen, that Corporate Officers be considered to be those individuals whose posts are named in the constitution and who are elected. An appointed officer is one holding a title that contains the name of an elected office, such as Assistant Treasurer or Assistant Secretary and is appointed to the office. The Constitution is clear on what are elected offices, but it does not clarify the designation of appointed offices. Also there is no differentiation between appointed offices and committee chairmanships. The need for this distinction should be examined by the newly appointed constitution committee members.

The need to change the time of the membership year was discussed. Chuck Wood does not want to change the timing of dues renewal from the current December 31 date because of the potential impact to be made on renewers by a publicity push. Lou Bushfield is however concerned about his ability to handle the large influx of renewals that will now come as the result of the Society's rapid growth. At the end of 1982, the Society had 667 members. We now have eight hundred and some, for a gain of 200 this year. Lou suggested that the Society could go to a 4 times a year renewal schedule. There are problems with this scheme that would have to be worked out. Thus Lou recommended that the dues renewal notices be sent out a month earlier than the December issue's mailing date, in window envelopes that use regular mailing labels pasted to the notice, which as an added feature will identify the returned notice to its member. Return envelopes would be included to aid returns and identify them at Lafayette. It was decided that for 1983, dues notices would be mailed to members, by bulk mail, in window envelopes, with return envelopes included. Bill McGinley and Lou Bushfield will handle the details. For 1984, either the renewal notices will be mailed with the September GOAT or, if the Society by then has post office non-profit status, it will again be a separate mailing.

There have been a number of members who renewed as late as September of the delinquent year or even into the following year. To send them their GOATs cost significantly more than it would if the GOATs were going by bulk mail. There was a provision in the By-Laws to charge them \$1.00 extra. This was lost and should be reinstated when the By-Laws are updated. Because the number of members renewing late has decreased considerably, the added cost of the problem is now not worth worrying about. The issue was dropped.

The cost to the Society of the results of members moving and not informing the Society of the move has become significant. With the GOAT envelopes stating that return postage is guaranteed, Bill McGinley is getting 1) a 25¢ charge for a copy of the address corrected which we believe indicates that the GOAT was forwarded to the new address. 2) Entire issues at \$1.00 and sometimes the address change, which means that the PO did not forward the issue. In this case, the issue is badly damaged and no good. 3) Just the front cover of the envelope is returned. Any one of these can happen if either we get an

address change late or get none at all.

It was decided that a member who moves close to the publication date of an issue, informs the Society of the change, but a wrong mailing still results, would not be penalized, and a replacement issue would be sent at no cost to the member. If a member moves and sends the Society no address change, and his GOAT is returned, the Secretary will send him a first class letter to the last known address, stating that no address change has been received, his GOAT has been returned to the Society at a cost, and if he desires a replacement he must remit \$2.00 to cover the involved costs.

To minimize the time between receipt of address changes or new memberships that can not be programmed into the GOAT labeling ~~the~~ ^{the} following scheme of operation should be employed: Bill makes a short telephone call to Lou about two weeks before Bill actually needs the labels, giving Lou the dates of the need for the labels and of the last day that new or change labels can go on the piles of GOATs at the printer. Lou will telephone the second date to Martin who will then send change labels (with the old Zip code attached) and new member labels directly to Bill.

The matter of how often a colored picture should appear on the cover of the GOAT was discussed. It was reported that the cost of printing the Fisher painting on the cover of the March GOAT was \$200.00 for color separation and \$165.00 for the rest. Lou Bushfield Moved that the use of process color on the cover of the GOAT be restricted to once per year, subject matter and budget permitting. Seconded by Martin Evoy. Passed 4 to 0

The possibility of obtaining a small building to house Society material was discussed. The proposal was tabled.

The matter of the officers' interest in getting members to contribute more material to the GOAT and the priority of that interest was discussed. It was agreed that there was definite interest and that the priority was high. Bill McGinley indicated that he would like to publish ("do") more pieces on how members can do research to produce GOAT material. The matter of determining if reference sheets could qualify authors for NWRA author points has not been resolved. This should be done. The possibility of awarding free memberships to our authors was considered, but it received little support. The technical committee effort, when it bears fruit, will add considerably to reference sheet production. There was concern voiced that significant Society effort has been put on other items in the recent past. Bill McGinley reported that in the last two years, the flow of new material to be published has picked up somewhat and it has become a regular flow so that the job of having material for each issue has become easier. Bill also feels that his feed-back column is helping to bring in material. Tom Lamphier is helping to judge correctness of to-be-published material. Lou Bushfield will follow up on the NWRA author point question. The majority of the officers felt that we should not at this time consider offering payment for material submitted and used for publication.

Chuck Wood's proposal that Mainline Modeler be given permission to use and expand on Bob Gregson's series on ice handling was discussed. Strong feelings were presented against the alteration of a GNRHS Publications creation by another publication and without the GNRHS having a say as to the correctness of the alterations before they were published. It was agreed that this could cause harm to the Society's image. It was also agreed that Bob Gregson must give his approval to the idea before any further consideration was given to the idea.

The revision and printing of the Constitution and By-Laws as called for in the Agenda were discussed. The question was raised as to whether a revised version could be ready to go out with the ballot. It was noted that the present version does not have a provision for a nominating committee but has one for an election committee to count the ballots. It was noted that a chairman of the Election Committee has not been appointed. It was agreed that a new version should be written, if possible it should be sent to the membership in the September issue, with the ballot, for approval, and the methods for accomplishing this were discussed.

The GOAT target publishing dates were discussed briefly. No record of spelled out dates could be found, but it was agreed that they were the first of March, June, September, and December. Bill noted that this schedule was working well for him.

The subject of a straight modeling section in the GOAT was discussed. There was feeling expressed that a move in that direction would put the Society in competition with

model magazines which would hurt the Society's relations with them. It was noted that Ken Middleton's article on the Baldwin diesel was good and had considerable modeling material in it. The matter was left that the membership survey results would provide real guidance on this matter and that no action should be taken until those results were in.

The Secretary's Policy Guide was reviewed and revised as needed. It was noted that some items would be changed by the actions of this meeting. A revised copy would be prepared by the Secretary. On the matter of the contract between the GOAT editor and the Society, Bill is to write his version of the agreement and submit it to the Board for review. On the matter of the fee to be charged persons buying Society membership lists in the form of mailing labels, the fee charged the individual is now \$25.00/set, Lou will study his costs in preparing a set, and will get together with Martin to establish a new fee.

Chuck Wood had suggested that for each year's calendar the herald design remain as it was in 1983's issue and that the background of the cover be printed in a different GN paint scheme color, such as Omaha Orange or Pullman Green. It was agreed that this idea should be attempted on future issues.

Regarding Chuck's statement in his July 2, 1983 letter that a comprehensive marketing and sales plan for calendar sales is going to be put together in early 1984, it was noted that such a study was in progress under Lou Bushfield's auspices ~~was in progress~~ and that any further action on the matter should wait for a report on that study.

Bill McGinley reported that he has had three responses to the invitation for associate editors. There are certain drawbacks to each. Bill Flint also indicated that he might be interested in doing some of that work.

Bill also reported that the Society would be ten years old on November 16, 1983.

The meeting was temporarily adjourned until it was reconvened with Norman Keyes, Lou Bushfield, Martin Evoy, and Ray Chappell in attendance.

Ron Ferrel had submitted his report as Promotions Chairman by mail, and it was read to the meeting. A copy of the report is attached to these minutes. The report was received and accepted.

The idea of the Man-of-the-Year award was discussed, and it was felt that no action was in order. It was suggested that officers think about the matter, how it could best be operated, and what its objective was.

Based on the report, it was felt that no action on the other matters was in order at that time.

Martin Evoy brought up the question put before the membership meeting by Brian Cutter, an Amtrak employee, about group train transport of members from Chicago to Glacier Park in 1984. It was agreed that the idea was good, that the secretary should write to Brian to tell him this and indicate that someone to run the activity would be needed.

A member had suggested that the Society should consider giving an award at Society conventions for best slide presentation. This idea was discussed. How many showings per presentation would be needed was a problem to be considered. Strict rules on time limits for a showing would be needed. Rules on showing own or others slides plus other rules would have to be developed; but the idea has real merit.

Lou Bushfield reported that Bill Flint made two suggestions for future conventions: Continue with model contests at conventions. That the Society consider the limited run production of a Great Northern car for sale to the membership and the general public. The second suggestion is a good idea, its implementation will have to wait until the Society's IRS tax status is resolved, and it will have to be done at the beginning of the year so that all investment will be recouped by the time bills for the fourth issue of the GOAT have to be paid.

It was agreed that the Fargo Convention Committee had done a good job. Bill Flint was requested to submit a report on the Fargo convention indicating good and bad areas of the convention and some guidelines on running a convention. Lou Bushfield reported that he is in the process of preparing some financial guidelines for Society conventions.

Ray Chappell gave Lou \$271.25 as proceeds from back issues sales at the convention. This was in addition to \$474.40 that Ray brought to the convention from sales at Wallingford.

Norman Keyes expressed the feeling that the officers should hold a mid-year meeting

before the 1984 Glacier Park meeting, the main reason being to handle matters which may arise out of the Society's award of non-profit status, and also to handle the matters which were left hanging from the meeting in progress. Lou Bushfield noted that if the mid-winter meeting was not held, the officers should plan to be in East Glacier on the Saturday preceeding the convention so that sufficient time could be spent to resolve all matters. Martin Evoy suggested that the need for extra meeting time could be reduced by making the officers' letter writing as productive as possible and to ~~come~~ to make a definite decision on the ideas raised. Lou put in a plug for Bill McGinley's ballot idea.

The selection of a Ballot Chairman was discussed. The Secretary was instructed to send a letter to the President to inform him that the By-Laws require him to appoint a Ballot Committee Chairman.

The meeting was adjourned.

Respectfully submitted,
Martin Evoy, Secretary