

## Intermodal Association plans its own expo

Rebuffed in its efforts to become a co-sponsor of the Georgia Freight Bureau's annual International Intermodal Expo at Atlanta, the Intermodal Association of North America (IANA) says it has directed its staff "to proceed with planning for an intermodal conference and equipment exhibition beginning in early 1996." The decision was made by IANA's board of directors at a meeting in Toronto in October. It came several weeks after IANA announced that negotiations with GFB for jointly promoting and operating the Atlanta Expo had failed.

## ICC Commissioner Phillips will join AAR

North Dakota-born economist Karen Borlaug Phillips, who was appointed to the Interstate Commerce Commission by President Reagan six years ago and has recently been serving as the Commission's vice chairman, is joining the Association of American Railroads this month as vice president-legislation. "She is being called upon to lead in the formulation of top-level railroad legislative policy and strategy," said AAR President and CEO Edwin L. Harper. Before being appointed to the ICC, Ms. Phillips was chief economist for the Republican minority on the Senate finance committee. She was also a staff member on the Senate Commerce Committee, where she worked on freight transportation issues.

## CN picks Winnipeg for new customer center

Canadian National will open a national Customer Service Centre (CSC) in Winnipeg, Man., in March 1995. When fully operational in 1996, the new center will employ more than 300 people. Jack McBain, CN's senior vice president operations, said the CSC will use the latest communications technologies to meet the needs of carload and intermodal customers from any point on the railroad's network.

## Monon hiring 300 to meet record demand

"Our order backlog is the longest it has been in the history of our company, and new orders continue to come in," said Monon Corp. President and CEO Thomas J. Rosby as he announced that the company has mounted a nationwide campaign to recruit and train 300 additional workers. Monon is a leading builder of intermodal equipment and over-the-road truck trailers.

## Harmon seeks to acquire Servo business

Directors of Harmon Industries and Servo Corporation of America will be asked to approve a cash-and-common-stock transaction under which Harmon proposes to acquire the transportation business of Servo, which manufactures hotbox detector systems and other monitoring equipment for wheels, brakes, and rail. Harmon has been broadening its reach into international markets, where Servo is already a significant factor. As an internationally recognized leader in its field, Harmon said, Servo "fits Harmon's strategic objectives to broaden product scope in signal and train control, and to grow in international markets." The signing of a letter of intent was announced on Oct. 19. The transaction, pending board and stockholder approvals, is expected to be completed by year-end.

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