

TACOMA - September 13, 1977

File: T-cost Study

Mr. B. L. Burns
Tacoma, Washington

Please refer to the attached file supplied
by Mr. Miller and Mr. Fisher, concerning paper bags moving
south.

For your information insofar as application of
available equipment is concerned.

Regional Supt. of Transportation

JIA,bk

cc: Messrs. F. B. Cederholm
D. J. Miller (Your file Area 502 9/9)

PORTLAND - September 9, 1977

File: Area 502

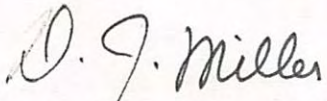
Mr. J. L. Agnew
Regional Superintendent Transportation
Tacoma, WA

Reference the subject of empty SP equipment available for our loading in the Pacific Northwest.

Realizing that net revenue to the Milwaukee Road is an essential ingredient in the decision making process as to where empties should be placed for loading, I requested that the Profit Center AVP charged with the responsibility of paper, make a representative Cost Study from various Northwest origins to California.

In regard to the above, the results as furnished me, are attached. In brief, with the exception of the unique situation pertaining to Everett, WA, the study indicates Longview, WA is the 2nd best piece of business.

This as information.


Area Manager - Sales

Attachments

cc: Messrs. L. L. Struble
J. W. Stuckey
G. B. Troske
V. S. Carroll
J. M. Leahy

ALMA - 502

Chicago - August 26, 1977

File: B-289

Mr. D. J. Miller, AM-S
Portland, Oregon

Please excuse our delay in answering your inquiry of March 23, 1977 because of some confusion on our part. We had thought that your letter had been answered months early.

Attached you will find the detailed results of our analysis of paper bags from various Washington points to San Francisco. Generally speaking the shorter the distance between the point of origin in Washington and the off-junction of Portland, the higher the contribution. You should also make special note of the rate from Everett to San Francisco. This rate is composed of a combination rate and therefore is much higher than other similar rates which are shown. If you have any further questions, please feel free to give us a call.

G. U. Fisher

G. U. Fisher
Assistant Vice President

cc: D. A. Keller, AVP-S, Seattle

Paperbags To San Francisco, CA

| <u>Origin</u> | <u>MILW Division</u> | <u>Thru Rate X-336</u> | <u>C/L Revenue</u> | <u>120,000# MILW C/L Revenue</u> | <u>C/L Contribution</u> |
|------------------|--------------------------|----------------------------|------------------------|--|-----------------------------|
| Longview, WA | 25% | 1.24 | \$1488 | \$372 | \$216 |
| Tacoma, WA | 25% | 1.32 | \$1584 | \$396 | \$197 |
| Seattle, WA | 25% | 1.32 | \$1584 | \$396 | \$145 |
| Everett, WA | 30% | 1.86* | \$2232 | \$669 | \$393 |
| Pt. Angeles, WA | 30% | 1.39 | \$1668 | \$500 | \$ 58 |
| Pt. Townsend, WA | 30% | 1.39 | \$1668 | \$500 | \$147 |

Notes: All routing (MILW-Portland-SP)

*Based on combination rates, Everett to Seattle 54¢/cwt and Seattle to San Francisco 1.32¢/cwt