

Seattle, May 30, 1978

File - Lost Business

Mr D A Keller, AVP Sales
Seattle Washington

Last week the sales representatives updated their wires to Mr. Struble's office pertaining to various shippers and the amount of traffic we have lost. These reports were for the month of April with an accumulative for the first four months of 1978. To summarize these accounts, I have listed them below.

FIRST FOUR MONTHS 1978, (Jan thru April)

Rubber 319 carloads Expected Net Profit \$ 478,500

Morton 301 - 186,234

Pug Snd Frt Lines 79 - 100,676

Kaiser Aluminum 38 - 87,684

St Regis 261 - 169,625

Weyerhaeuser 1,425 - 1,855,242

Pope & Talbor 73 - 116,800

Simpson Timber 191 - 171,900

Salmon 44 - 88,000

Frozen Crab 30 - 120,000

Champion Seattle 218 - 275,040

West Coast Orient 31 - 36,473

ITT Rayonier Hoquiam 105 - 229,500

Evans Prods Co 30 -41-310

Twin Harbors 80 - 115,200

TOTAL 3,225 C/L Lost - \$ 4, 072.184 Expected Net Profit not made

With demands for equipment at an all-time high level and what seems to be no assistance from Chicago in getting the necessary equipment, this report will be continued on a month-to-month basis until some normalized equipment becomes available.

(Signed)
Van S Carroll, District
Manager - Sales