

THROUGH SERVICE
ACROSS MID-AMERICA



COORDINATED TRAINS
SAVE TIME & MONEY

Chicago - Detroit

September 1982

Coordination News-Letter

The August issue of our newsletter reported a number of coordination items. The coordination effort has not been standing still since that time, and there is now more to report about this important project.

Service

Direct train operations from GTW into Bensenville Yard on the Milwaukee at Chicago have improved service for traffic from eastern Canada, New England and Ohio/Michigan origins. Transit times to major gateways are:

Port Huron to Bensenville (Chicago)	---	1.1 Days
Eastern Michigan to Twin Cities	---	2.1 Days
Eastern Michigan to Kansas City	---	2.9 Days

Performance measurement of transit time from Port Huron to the Milwaukee at Chicago was averaging 2.5 days prior to establishment of run-through service to Bensenville.

New Reorganization Plan for Milwaukee Road

Grand Trunk Corporation and the Milwaukee Road's Trustee have informed the Interstate Commerce Commission that they intend to file an amended Milwaukee Road reorganization plan. The plan will be filed between November 5, 1982 and February 5, 1983, with both the District Court overseeing the Milwaukee Road's reorganization, and the Interstate Commerce Commission.

In form, the plan will be patterned along the lines of a control application to the ICC. The goal is to obtain Court approval allowing Milwaukee Road reorganization by July 1, 1984, and ICC approval allowing GTC acquisition of the Milwaukee Road by January 2, 1985.

Milwaukee Assigns 25 RBL Cars to Campbell Soup Co., Napoleon, Ohio

Coordination continues to improve utilization of both GTW and Milwaukee car fleets. RBL cars for a new movement from Campbell Soup Co. were not available from DTI or

GTW, but Milwaukee had such cars on hand. These cars will handle "Prego Spaghetti Sauce". Details were arranged between Jim Daniels, Ass't Manager for Special Equipment on GTW and Jack Hummel, Manager Special Equipped Boxcars, and Chuck Shinn, Director of Box Cars on the Milwaukee, for an initial assignment of 25 cars. Further assignments are anticipated as this traffic increases.

Sales Activity Developing New Business

General Mills' headquarters at Minneapolis, as a result of efforts by Gordon Daggett, District Sales Manager, Minneapolis, and Charlie White, District Sales Manager, Royal Oak (Detroit), Michigan, will route in excess of 260 carloads of cereal products from their Toledo plant to Dallas, Texas via DTI-GTW-MILW-MKT and to Lodi, California via DTI-GTW-MILW-SSW-SP.

Seventeen carloads of pipe were secured by District Sales Manager, Bob Benjamin, Houston, Texas, and Bob Turner, District Sales Manager, Atlanta, Georgia, account Sohio Alaska Pipe. This was a complex movement with Folsom Metals, McCalla, Alabama, threading the pipe then Osborne Truck loaded the pipe in gons and shipped via rail LN-MILW-Duluth-DW&P-CN to Edmonton, Alberta, thence CN arranged truck to AMF Turboscope, Nisku, Alberta, for further treating for re-shipment to Alaska via CN Aquatrain. Future movements are expected.

New Auto Traffic

Contracts calling for the annual movement of approximately 4,000 carloads of autos over GTW and Milwaukee were signed with General Motors at Detroit. This traffic will originate in Canada and Michigan for our handling to Phoenix, Arizona; El Paso, Texas, and Marne, California. Representing GTW in contract negotiations were Bob Zaleta, Director Automotive Pricing, and Bob Flaig, Market Manager Automotive. The Milwaukee part was handled by Bob Bennett, AVP, Intermodal Pricing; Nick Cinicelli, Director Intermodal Sales; and Harold Mitcham, Director Automotive Sales.

Another new traffic movement secured via GTW-Milwaukee was 250 carloads annually of auto parts to Edina, Minn. Overhead auto parts traffic on the Milwaukee in conjunction with GTW is developing rapidly in response to improved GTW-Milwaukee run-thru services.

Pricing Action Supports New Business Development

Tomato paste originating in California will now be moving via Milwaukee Road-GTW-DTI as a result of the efforts of Bill McMahon, Manager-Pricing on GTW, and Gary Gunder, Director of Marketing and Pricing, Food Products on the Milwaukee Road. This business will produce 175 carloads annually for our coordinated service.

With the assistance of GTW Pricing, Bob Donner, District Sales Representative in New York, and Keith Hillman, District Sales Representative, Battle Creek, secured 48 carloads of corn starch from Muscatine, Iowa to Kalamazoo, Michigan via Milwaukee-GTW.