

Distribution
White - T & D Routing
Pink - Study File
Yellow - Division File
Green - Originator

SAVINGS/ACCOMPLISHMENT REPORT

FILE: A-PAINT

Commodity (s) Paint and Related Products
Volume (s) 5.0MM Lbs./Yr.
Origin (s) Baltimore, MD
Destination (s) DE, MD, PA VA, WV
Department (s) F&FP
Type of Movement: Existing X Spot _____ New _____
Volume (s) confirmed by M. A. Oreszczyn, F&FP

Dates
Submitted 11-30-82
Effective 10-19-82
File Nos.
PD _____ Proj. _____
RA _____ RP _____
Docket
NO. _____ Subj. _____
Control Log No. _____

Discussion (include description of situation that was changed, basis for rate adjustment, mode change, special conditions, etc)

The Baltimore Refinish Service Center (RSC) serves auto supply stores and refinish jobbers within destination area. Shipments are of less-than-truckload (LTL) size and the RSC used total of 18 carriers to distribute product. We were successful in identifying two (2) incumbent carriers capable of meeting total transportation needs of RSC and in negotiating reduced LTL rates and minimum charges which will result in the indicated freight cost reduction. Calculations are based on FMIS data for 12 mos. at actual and reduced rates.

SUMMARY CALCULATION (Annual unless otherwise stated)

Rate Information:	Before (Aug. 81'/Jul 82')	After	Reduction (Increase)
Type	_____	_____	_____
\$/Unit	\$ _____	\$ _____	\$ _____
Sub-total (Rate only)	\$ <u>261.4M</u>	\$ <u>201.4M</u>	\$ <u>60.0M</u>
Total Operating Cost (Including Rate) (See detail attached)	\$ _____	\$ _____	\$ _____
Total Investment (See detail attached)	\$ _____	\$ _____	\$ _____

Type Report:

Savings:

Reduction

Prevented Increase

Accomplishment

Other

X

For Account of:

Du Pont
Subsidiary
Customer
Supplier

%
100

Prepared by: C. E. Forsha Other Depts. participating _____

Departmental Approvals:
C. E. Forsha
[Signature]
[Signature]

N 25817