FORM DC 00016-R1

DANA CORPORATION

INTRA-COMPANY COMMUNICATION

SUBJECT Victor Truck - East Coast Run DATE December 14, 1967

TO R. M. Burns

Enclosed you will find are the results of a survey the Traffic Department made regarding the possibility of running a Victor truck between Chicago and the New York City area. The main problems encountered are listed below and supplemented with attached figures.

1. Churubusco can only accumulate about 7000 pounds of New York area shipments per week.

2. Export shipments could be an area for possible savings but the orders vary too greatly from week to week to be depended upon.

3. Shipments for delivery outside of the New York area provide only a small amount of savings, due to the differences in the local rates, via common carrier, and our present method.

4. Shipments from Druth Packaging for Churubusco, would not always be available since this is normally handled by our regular Plant 8 truck.

In conclusion to the above facts and attached figures, we are of the opinion that a run of this nature, under present conditions, would be unprofitable in the long run.

R. J. Kessler

RJK:cm

VPD-158-0000785