REVENUE POTENTIAL

Smith & Kanzler (Asbestos Paper)

42,000 lbs. @ $1.05 cwt (via ASCA)	$ 441.00

Smith & Kanzler (Asbestos Scrap)

20,000 lbs. @ $.68 cwt (via B&O C.T.R.R.)	$ 136.00

New York City Area (Plant 8 Customer Orders)

7000 lbs. @ $3.42 cwt (via ASCA)	$ 239.40	
Less handling and delivery charges (via Keystone Express)	91.00	
Net Savings		$ 148.40

Exports (Plant 8 Export Orders)

Present rate (via ASCA)	$ 2.60 cwt	
Less handling and delivery (via Keystone Express)	1.45 cwt	
Net Savings	$ 1.15 cwt	

Druth Packaging (To Plant 8 from Chicago)

20,000 lbs. @ $.66 cwt	$ 132.00

~~$~~ 857.
706.
Potential savings 151./wk