

C O P Y

December 26, 1967

To: W. D. Neathery

From: R. M. Burns

Reference: Your memo 12/20/67 - R. J. Kessler's memo 12/14/67
Re: Victor Truck versus Common Carrier

My interpretation of this report differs from yours in your conclusion in item number 4 on your memo.

The \$7500 figure is an attractive savings to us, however, the probability of being able to realize this is doubtful. Mr. Kessler has pointed out the reasons for this. On the other hand the use of Victor trucks to Elgin is entirely possible and we should be able to realize the potential savings plus other intangibles of service, inventory reduction, etc.

I believe the key to this entire question lies in your statement number 6 with which I concur.

R. M. Burns

RMB/cl

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