

THROUGH SERVICE
ACROSS MID-AMERICA



GT

COORDINATED TRAINS
SAVE TIME & MONEY

Chicago - Detroit

August, 1982

Coordination News-Letter

This is the first issue of the new Grand Trunk - Milwaukee Road Newsletter which will contain coordination action facts and information.

The Grand Trunk - Milwaukee Road coordination offers great potential for the Milwaukee Road, the GTC family and the Canadian National. Success will depend on all of us contributing to the greatest extent possible. The facts published in this bulletin will assist you in this important project.

Service

As a result of operating coordination between GTC Lines and The Milwaukee Road significant service improvements are taking place.

A reduction of 18-hours in transit time on traffic from western Canada to the United States was achieved through the operation of a new daily run-through service between Winnipeg, Manitoba and St. Paul, Minn. by Duluth, Winnipeg & Pacific (GTC Lines) and the Milwaukee Road. The scheduled running time of 22 1/2 hours from Winnipeg to St. Paul has been consistently maintained since start-up on June 21st. As a result of the run-through service, we now have the following new schedules for traffic from western Canada to the United States:

	<u>New Transit Time</u>	<u>Previous Transit Time Performance</u>
Ranier, MN to Louisville	2.5 Days	3.0 Days
Ranier, MN to Kansas City	3.0 Days	4.2 Days
Ranier, MN to Chicago	2.0 Days	3.2 Days

Maps

For ready reference a map of GT Rail System Lines in the mid-west and the Milwaukee is attached, which shows the strategic routing locations of the major gateways served

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by the new coordinated freight services. If you need additional copies, call Bill Berrington on Extension 601 in Detroit. (GTW Telephone No. (313) 962-2260)

Customer Presentations

A series of meetings with customers to explain the benefits of service coordination between GT Rail System and the Milwaukee will commence in September. A team led by Mike Barron, AVP-Marketing, GT Rail; John Wilson, AVP-Sales, CN Rail; and Don Wiseman, VP-Sales, Milwaukee Road, will be making the presentations. Sales officers are now receiving dates for the team's visit to their respective areas.

GTW Leases Tri-Levels from Milwaukee

GTW has leased 65 fully enclosed tri-levels from the Milwaukee Railroad. These cars were idle and creating a burden to the Milwaukee Road since they were under long term lease. GTW was able to sublease the cars and generate additional traffic and revenues for the GT System and the Milwaukee Road. This exchange arranged between Joe Dooley, Director Equipment Management for GTW, and Bruce Cederholm, Ass't Vice President Car Management for Milwaukee, not only relieves the MILW of on-going expenses but it also allows GTW to avoid purchasing new equipment at a cost of almost \$100,000 per car.

New Intermodal Traffic

Jim Decker, GTW Director of Intermodal Marketing, and Laurin Cowling, Vice President-Intermodal, Milwaukee Road, in conjunction with Hub City Terminals, Inc., were able to put together a special rate and service package for Ford Motor Co., which secured a movement of 40-trailers per week from Detroit to Kansas City.

General Motors Corp. Uses New GTW-Milwaukee Service

At the recommendation of Field Sales Manager-Automotive Marketing, Joe Gurney, GMWDD used the new GTW-Milwaukee run-through service in connection with traffic from Drayton Plains, MI to Dallas, TX via GTW-Milwaukee-Katy. Transit time was 5-days as compared to 7-days via the former route. To date, 23 carloads have moved via our coordinated service route.

Prospects for obtaining traffic to Minneapolis are promising. A trial shipment received third morning delivery which we expect will put this traffic on the GTW-MILW route.

GTW/Milwaukee Coordination Task Force Organization

In Detroit, a team has been set up under the direction of Mr. M. J. (Mike) Barron, AVP-Marketing, GTW. Also on this team from GTW are Mr. W. B. (Bill) Berrington,

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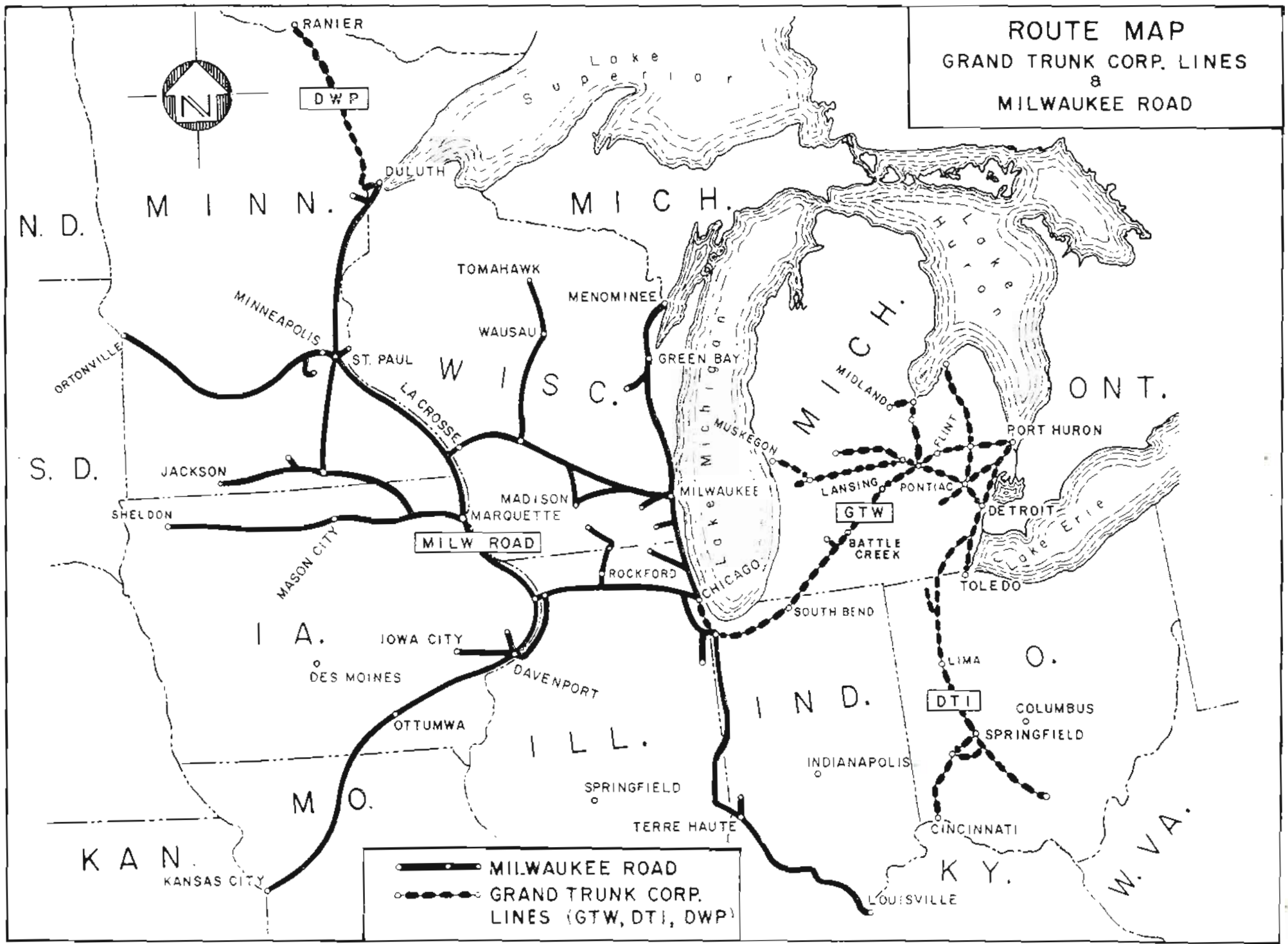
Manager-Marketing Administration & Planning, and Mr. D. A. (Don) Johnson, Group Manager-Market Development; Mr. D. M. (Don) Wiseman, VP-Sales and Mr. L. I. (Lee) Larson, AVP-Sales, from the Milwaukee Road. This team is dedicated to the effort to develop traffic for GTW/Milwaukee routing and will be available to guide and assist you in doing this job. Call any of these team members to get answers to questions or resolve problems.



There are many commercial opportunities for developing potential GTW/Milwaukee traffic. Our intent is to leave no stone unturned in our thrust to turn these opportunities into GTW/Milwaukee carloads.

First Joint GTW/Milwaukee Tariff

On July 16, 1982 the first joint Grand Trunk-Milwaukee contract tariff was issued covering the movement of Sodium Carbonate from Wyoming points to Scarboro, Ontario via Kansas City-Milwaukee-Grand Trunk. Negotiating for this business were Dennis Gallison, Market Manager-Chemicals & Aggregates, GTW, and Gerry Fisher, AVP, Chemicals, Fuels & Metal Products Marketing for Milwaukee. On the pricing side of this transaction were Al Hoppa, GTW Pricing Officer, and Bill Schauer, Director Pricing in this market area for the Milwaukee. New overhead traffic such as this movement is being attracted to MILW-GTW routing as a result of new coordinated services which eliminate delays in getting through the Chicago Gateway.

ROUTE MAP
GRAND TRUNK CORP. LINES
&
MILWAUKEE ROAD



-  MILWAUKEE ROAD
-  GRAND TRUNK CORP. LINES (GTW, DTI, DWP)