

POTENTIAL TRAFFIC

TOFC \_\_\_\_\_ OTHER CL  
PLAN \_\_\_\_\_ TYPE \_\_\_\_\_

SHIPPER	ORIGIN	CONSIGNEE	DESTINATION	COMMODITY
<i>Salt 'n' Salt</i>	<i>Cleveland, Oh.</i>	<i>Various</i>	<i>Various</i>	<i>salt</i>
PRESENT MODE OR ROUTE	ANNUAL UNITS	POTENTIAL SRS REVENUE	*TRAFFIC CONTROL (DISTRICT)	REASON ADVERSE
<i>CR-504</i>	<i>120</i>	<i>\$ 138,000</i>	<i>Philadelphia</i>	

HANDLING GIVEN

*Now \$102,000 potential*

\* Color Code  
Yellow - Local  
Blue - Other

File by Commodity

*F - Cleve - C* *M. J. Stankin*

POTENTIAL TRAFFIC

TOFC \_\_\_\_\_ OTHER CL  
PLAN \_\_\_\_\_ TYPE \_\_\_\_\_

SHIPPER	ORIGIN	CONSIGNEE	DESTINATION	COMMODITY
Rubicon Chemical	Seesmar, La	Rubicon Chemical	Painaville, Oh	Chemicals
PRESENT MODE OR ROUTE	ANNUAL UNITS	POTENTIAL SRS REVENUE	*TRAFFIC CONTROL (DISTRICT)	REASON ADVERSE
ICG-CR	24	\$28,000	Chancellor, Oh.	Service

HANDLING GIVEN

Notes \$28,000

Duplicate

\* Color Code  
Yellow - Local  
Blue - Other

File by Commodity

Painaville - C	M. J. [Signature]
File	Salesman

**POTENTIAL TRAFFIC**

TOFC \_\_\_\_\_ OTHER \_\_\_\_\_  
PLAN \_\_\_\_\_ TYPE \_\_\_\_\_

SHIPPER	ORIGIN	CONSIGNEE	DESTINATION	COMMODITY
<i>Lin Electric</i>	<i>Cleveland, Oh.</i>	<i>Various</i>	<i>Various</i>	<i>welding rod, welders</i>
PRESENT MODE OR ROUTE	ANNUAL UNITS	POTENTIAL SRS REVENUE	*TRAFFIC CONTROL (DISTRICT)	REASON ADVERSE
<i>contract truck</i>	<i>300</i>	<i>180,000</i>	<i>Cleveland</i>	<i>Notes</i>

**HANDLING GIVEN**

*Net 150,000 potential*

\* Color Code  
Yellow - Local  
Blue - Other

File by Commodity

*Lin Elec - C*      *M. J. Stover*