



# Rail Logistics Services Case Summaries

Moving Industry  
in the **Right** Direction

## Service Offerings

RSI provides a range of rail logistics services including:

- Rail rate benchmarking and cost analysis
- Rate negotiation and business case development
- Contract, quote, and tariff management
- Fleet management
- Modal competition
- Equipment leasing and subleasing



## Solution Examples

### Case 1:

Large Shipper of Petro-chemicals

### Need:

Client desired to outsource certain aspects of their rail transportation, including: rate negotiations, contract management, and freight payment.

### Solution:

Since the client had previously outsourced this to a 3rd party, they needed to take ownership of all rail rate agreements. Within two months of engaging RSI, hundreds of rates with lanes throughout all of North America were completely renegotiated and in effect. RSI worked within the tight timeline and generated significant freight savings for the client.

### Result:

Within the first year, RSI generated freight savings in excess of \$1.2M, or 7.5% of their total freight spend.



### Case 2:

Small Shipper of Agricultural Material

#### Need:

The client was in need of both rail shipment visibility and improved equipment utilization.

#### Solution:

RSI contracted with the client to perform proactive fleet management services coupled with the implementation of the RSI<sup>net</sup>™ rail management system.

#### Result:

The client realized a significant improvement in their asset utilization. They went from a position of being short of railcars to having excess capacity. Income producing opportunities were seized when RSI arranged subleasing options for the surplus equipment. Greater visibility of rail shipment orders enabled the client's customer service division to improve their communication with customers. Direct and measured savings were in excess of \$450K.

### Case 3:

Medium Sized Distributor of Food Products

#### Need:

Due to the transition from private contracts to public tariffs, the client had difficulties managing their rates. Their inability to identify rate adjustments within 30-days of the actual change, created accounting problems and challenges within their business.

#### Solution:

RSI was able to maintain many of the client's "sensitive" rail lanes in confidential agreements, and better manage those rates that remained in public tariff. By anticipating carrier rate changes, RSI was able to eliminate and/or reduce rail carriers' proposed increases.

#### Result:

Initial rate reductions and cost savings of \$385K were achieved. These cost savings continue as a new relationship between the client and the rail carriers has been established. RSI's ability to respond to rate requests within a 2-hour period of time has alleviated internal pressure on the logistics group and improved the sales organization's ability to quickly provide customer quotes.



After serving a variety of shippers in every major industry, we can confidently say that RSI has successfully improved the rail management process for companies just like yours. Contact us for information on our needs analysis program and how we can quickly determine if similar opportunities for success can be achieved for your organization.