



Moving Industry  
in the **Right** Direction



## Rail Logistics Services

For over two decades rail shippers have been relying on RSI's logistical services to make their rail shipping simpler, more efficient, and more cost-effective.

### How we help you succeed

Our strategy is simple. Focus on one thing – rail shipping – and do it better than anyone else in North America. Our experience includes every type of shipper in every major industry – large shippers and small, raw material producers, manufacturers, wholesalers, retailers, and distributors.

### 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

*"RSI has been a tremendous help in not only generating significant rail freight savings, but also by allowing us to be in more control of our rail transportation. RSI's speedy response and useful reporting has permitted us the opportunity to manage our rail activity from a proactive rather than reactive standpoint."*

**John Snowman**  
Rail Logistics Manager  
Safety-Kleen Systems, Inc.



# Put Discipline & Control Into Your Rail Transportation

## RSI Rail Logistics Solutions Include:

<b>Improve Rail Freight Costs</b>	Reduce and control rising rail carrier costs through the use of RSI's costing & analytical tools, experience, and expertise.
<b>Achieve Rail Pricing Stability</b>	Obtain rail rate stability and control in today's rapidly changing environment.
<b>Manage the Contract-to-Tariff Trend</b>	As carriers continue the trend to transition rates into public tariffs, RSI can assist in your ability to maintain rate confidentiality and manage the rapid movement of public rates.
<b>Obtain Quick Rate Responses</b>	Shippers can direct rate requests to RSI and in turn receive an estimated rate in as little as two hours. If an actual rate is required, this information is critical to successfully achieving targeted rate requests. RSI utilizes several of the industry leading costing models and a database of over 100,000 sample rates.
<b>Obtain Rate Benchmarking &amp; Costing Analysis</b>	Benchmarking current rates allows shippers the ability to evaluate rate competitiveness. Costing analysis identifies clear and realistic savings opportunities.
<b>Modal &amp; Source Competition</b>	Paramount to developing cost savings is the ability to identify situations involving modal and source competition. RSI can provide you with the proper information to build an effective Business Case to present to rail carriers.
<b>Proactive Tracking &amp; Fleet Management</b>	Achieve reliable expedited fleet management services using our experienced fleet managers. RSI fleet managers provide early detection, communication, and problem solve jeopardized rail shipments.
<b>Equipment Management</b>	RSI's fleet managers perform complete equipment management ranging from lease procurement, managing maintenance & shopped cars, to identifying short-term leases and subleasing opportunities.
<b>Measure and Track Performance</b>	Various customized metrics and reporting can be established to meet the needs of each customer. From freight savings to transit by lane, customers can utilize the results to best manage their businesses needs.
<b>RSInet™</b>	RSI's rail management system can be coupled with our logistical services. This gives clients an up to the moment view of their rail transportation. Various customizable reports enable accurate and proactive management decisions.

RSI's services and products make it simpler, more cost-effective for your organization to ship by rail. We know because we've been helping companies like yours for over 20 years. Contact us for more information or to find out how you can receive a free introductory costing analysis.