

**RSI** LOGISTICS

RAIL MANAGEMENT SOLUTIONS

CASE STUDY

# Mineral Producer



## Challenges

- Significant growth and reliance on rail made it difficult to manage shipments and maintain visibility of equipment, affecting their production facilities and customers.
- Rail tracking and reporting software was difficult to use and did not provide accurate and useful data.
- Rail yard management software and hardware did not function. Corporate staff had little visibility of cars inside the manufacturing plants.
- Limited IT resources on staff.
- Desire to automate their entire supply chain process from mine to customer.
- Need to integrate forward positioned bulk terminal locations to execute outbound deliveries and track inventory levels.

## Solutions

- Implemented RSInet™ rail management application (including interfaces with their ERP system).
- RSI performed proactive rail tracking & tracing services to ensure shipments and equipment were moving to plan.
- Utilized RSI's rail freight audit and payment services.

## Outcomes

- Installed a new yard management application and repaired software for the automatic equipment identification (AEI) equipment at each production site.
- Loading scale data capture was automated.
- Implemented RSI's TerminalApp™ at each bulk transfer terminal location to execute outbound truck shipments and maintain inventory levels.
- Complete and accurate railcar reporting resulted in higher on-time delivery rates and better communication with customers. The sales department reported this was an important service differentiator that contributed to revenue growth.
- Railcar tracking system costs were reduced by 13%.
- Plant personnel and corporate logistics gained complete visibility of every railcar in the production plants. This contributed to significant improvements in turn times and plant output.
- Designed custom data visualizations to meet business needs. Supply and demand mapping assisted the sales department in having the right amount of product for each market.
- Finance and duplicate charges were eliminated (six figure savings annually).

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