

**RSI** LOGISTICS

RAIL MANAGEMENT SOLUTIONS

CASE STUDY

# Petroleum Manufacturer



## Challenges

- Lack of integrated rail systems to manage orders, operations, fleet maintenance, and rate information.
- Information was maintained on various unrelated spreadsheets among staff, creating duplication of efforts and conflicting data.
- Lack of standard processes and controls in day-to-day rail management activities.
- Limited railcar and fleet visibility creating situations where cars were “lost” as well as improperly billed.
- Identifying and measuring improvement opportunities was impossible because accurate reporting of freight and maintenance costs was not available.

## Solutions

- Implemented RSInet™ rail management software to provide railcar visibility, maintain railcar fleet mechanical and lease information, maintain rail freight rates, and create shipping instructions.
- Utilized RSI’s services for proactive track and trace, equipment, and rate management.

# Outcomes

- By using RSInet, de facto processes and controls for executing railcar shipments were followed. This improved the accuracy of railcar shipments and also helped to ensure that the correct freight rates were used for every shipment.
- Gained complete railcar fleet visibility. All idle railcars were accounted for and allocated to the correct business unit. Receiving plants received complete, real-time visibility of inbound railcars. Instead of being locked away in spreadsheets, information access across the organization was improved.
- By improving the tracking and management of cars at maintenance shops, the average out-of-service time for railcars was reduced by 15%.
- Rail carrier finance charges were reduced by 97% through RSI's freight pay system.
- Improved asset utilization allowed the fleet size to be reduced by 12%.



Learn more about our services at  
[www.rsilogistics.com](http://www.rsilogistics.com)