

Steel Producer



Challenges

- Too much logistics and accounting staff time was being spent handling rail rates and railroad invoices.
- Significant financial penalties due to the difficulty with auditing and processing payment within the railroads' 15 day terms.
- Rail rates had not been optimized. They also had internal system limitations such as an ERP system that was unable to process Rule-11 rail rates.

Solutions

- Implemented the RSInet™ rail management application to maintain rates and shipment patterns, execute shipments, and create freight accruals.
- Utilized RSI's rail accounting services to manage the entire audit and payment process, including invoice disputes.
- Utilized RSI rate management and advisory services.

Outcomes

- Completely eliminated \$250K in annual railroad finance changes.
- Ensured that all rail invoices were charged on the correct rate authority.
- Credit standing and relationship with rail carriers were improved.
- Rail rates were restructured resulting in \$2.3M freight savings in the first year.
- Rule-11 freight rates were processed in RSInet and then electronically transmitted in a way that allowed SAP to properly account for the charges.

The logo for RSI LOGISTICS is displayed within a white-bordered box. It features the letters "RSI" in a bold, dark blue font on the left, and the word "LOGISTICS" in a white, all-caps, sans-serif font on the right, set against a dark blue background.

RSI LOGISTICS

RAIL MANAGEMENT SOLUTIONS

The bottom half of the slide features a blue-tinted background image of a steel truss bridge structure, viewed from a low angle looking up.

Learn more about our services at
www.rsilogistics.com