



Chemical Manufacturer

Challenges

- Railroad increases of 4-8% per year had reduced the shipper's profit margins.
- New business was being lost due to high rates on competitive opportunities.

Solution

Utilized the USRail Insight application to:

- Analyze and benchmark the shipper's rail lanes.
- Estimate and analyze competitors' rail lanes.
- Identify areas of opportunity to maximize negotiating leverage.

Outcomes

- Immediate annual rail spend reductions of 2%, saving approximately \$300,000/year.
- Secured competitive business through better insight into rate levels.
- Negotiated lower long term annual rate increases on select lanes.