



Supply Chain Management

Linking Logistics to Profitability™

Rate and Contract Service

- **VIEWPOINT™**, benchmarking of rail and truck rates
- **INSIGHT: Rail Edition©**, a PC based model that calculates rail operating costs
- Preferred Carrier Programs.
- Lead, direct, coach transportation contract negotiations with carriers for rates, rate escalation, service and equipment supply guarantees
- Best Way/Least Cost Sourcing and Routing Guides
- Negotiation of equipment acquisitions
- Cost benefit analyses
- Prepare or analyze proposed contract rate escalations
- Contract administration and compliance monitoring

Distribution Planning and Management Services

- **TREE™**, Transportation Rates & Efficiency Evaluation
- Supply chain planning
- Logistics modeling; logistics mapping/network optimization
- Strategic site selection analyses for plants, warehouse distribution centers, reload operations
- Due diligence
- Competitive analysis of transportation alternatives
- Comprehensive transportation strategy development and implementation
- Transportation management
- Process Management programs

Asset Utilization

- **RailXpress**, fleet management; shipment management
- **ORBITOR™**, a Fleet Optimization Model
- Determine equipment needs and perform related return-on-investment analyses
- Own/Lease analysis
- Cost Benefit Analysis



Supply Chain Management (cont.)

Operations Planning

- Transportation service plans
- Development of service measurement and performance monitoring programs
- Operations analyses/ demurrage avoidance
- Cost benefit analyses
- Multiple car and/or unit train operations, analyses, process design, implementation and management

Administration

- Contract administration and compliance monitoring
- Administration of rail car lease bills
- Freight bill post audits
- Audit of railcar lease bills; excess empty miles
- Preparation and collection of overcharge claims
- Freight damage prevention
- Mediation of freight claim and freight bill disputes
- Audit of demurrage bills; mediation of demurrage

Regulatory & Litigation Support Services

- Provide expert written and/or oral testimony before the Surface Transportation Board or other governing agencies
- Monitoring, analysis, and reporting of proposed changes in the transportation system, including:
 - Merger impact
 - Rail line abandonments
 - Legislative change, rules, charges and carrier policies
- Rail costing and regulatory costing

Seminars & Training

- "The Devil is in the Details: Being Competitive in Today's Rail Marketplace"
- Car Hire Deprescription
- Transportation 101 and Intermodal 101
- One-on-one transportation mentoring for the non-transportation executive

Special Studies, example:

Rail Fuel Impact Study