Rail**R**ate**A**dministrator™

Rail**R**ate**A**dministrator™ is a service provided by Highroad Consulting, Ltd. to assist rail shippers with development and management of their rail rate file.

The rate file is a structured document containing all possible information about the freight charges that apply on rail shipments. The need for shippers to perform manual tasks associated with maintaining a rate file has been eliminated and on-going monitoring of rates and fuel surcharges by Highroad personnel ensures information is current.

The structure of the file is as follows but is easily modified according to customer preference.

Some Features Include:

- Microsoft Excel File Format (Universally Excepted Program)
- Commodity Identification
- Sorted by carrier (We find it is the most convenient way because of how carriers bill)
- Sorted by lane (Each revenue lane movement has its own record)
- Rule 11 separated from total through rate (In order to distinguish all shipping points)
- Total Miles Vs. Fuel Surcharge Miles (Certain Railroads do not charge mileage based surcharges on tariff rates)
- Fuel surcharge amount for each lane; automatic updates to fuel surcharges monthly or bi – monthly in accordance with carriers' surcharge programs.
- Notification of Pending rate expiration within sixty (60) days by highlighting lane row.
- Total Cost

Other fields can be added such as unit-train, multiple car (less than unit train), shipment weight, and applicable switching or other accessorial charges. We work with the client to develop a format that meets their needs. Since the file format is in Excel, flexibility is enhanced. With the use of macros we can automatically change sort methods (with the push of a button), add rates together to form total through rates with Rule 11 pricing for all lanes, upload to an SQL database to track railroad rate increases for future planning. Therefore more information can be obtained with the mechanics of the file then just as a tool to check rates.

Updates to the database will occur each month, first by checking tariff publications, then by examining expired rates. Fuel surcharges will be updated automatically monthly or bi-monthly (CPRS) according to the railroads' current surcharge programs. Clients have the ability to request changes to the database, including additions or deletions of customers or lanes without limitation. Maintaining an accurate database will be afforded the highest priority. Once notification is received from the client, changes that may be required will be entered immediately.

We maintain complete confidentiality of your data, including rates, lanes, loading characteristics and any other information.

It has been our experience that railroads frequently err when reporting miles for calculation of fuel surcharges. Highroad subscribes to PC Rail®. Because updates to PC Rail® can result in a change of miles used for calculation of fuel surcharges, Highroad will monitor and update miles, using our program that automatically grabs the mileage. We can also use the same program for auditing and confirmation of the accuracy of charges.

Highroad's consultants will proactively monitor your data to identify potential opportunities to reduce costs and/or to enhance your profitability. We can also perform benchmarking studies for an additional charge, comparing your rates against competitors' rates, including rates established in confidential contracts.

For additional information, contact Richard Morris, Manager – Strategic Analysis, by phone (312) 765-0250 or by email r.morris@highroadconsulting.com.