



## Safeguarding continued operations at a midstream Gas Processing facility

How increasing efficiency in rail yard operations optimizes plant production

### The results

As part of a broader logistics engagement, Maine Pointe was challenged with improving efficiency at our client's rail yard to help them achieve their ambitious growth goals. The systems and processes we introduced resulted in:

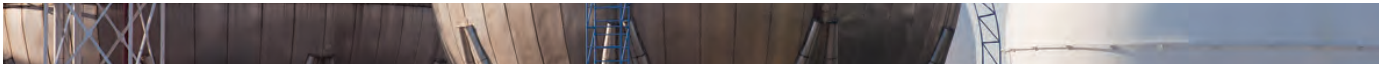
- 50% reduction in number of times cars are handled in the yard
- 43% increase in potential takeaway capacity
- 24/7 switching coverage from the 3rd party switching carrier
- Reduction in the risk of lost production costs in excess of \$1 million a day

### This story is for Executives who:

1. Are concerned that inefficient yard operations may impact their ability to keep the plant operating at full capacity.
2. Want to optimize the use of rail yard resources and increase rail transportation capacity.
3. Need help aligning their needs with the internal operating requirements of their rail carrier(s).

### The challenge

The operating partner in a midstream joint venture was concerned about rail logistics at a plant commissioned in 2013. Management recognized that the organization was not sufficiently experienced in dealing with rail operations and, with rail accounting for 80% of their product takeaway capacity, they needed specialized support. Aware of our rail logistics expertise, senior managers turned to Maine Pointe for help across several areas of logistics including optimization of the rail yard. Here, the company aspired to increase railcar takeaway capacity threefold within 9 months. Management recognized that their ability to achieve this goal was dependent on more effective collaboration with the 3rd party switching company and Class 1 rail carrier to move railcars in and out of the yard more efficiently.



## Building a win-win partnership with rail carriers

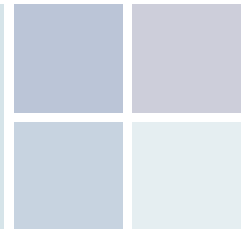
Maine Pointe's analysis established that poor staging and load sequencing resulted in each car being handled more than 6 times before being loaded and released. Moreover, in the absence of a Service Level Agreement with either the 3rd party switcher or the Class 1 rail carrier there was no clear agreement on performance expectations. Leveraging our combined 300+ years of experience helping shippers and their rail carriers to build successful win-win partnerships, Maine Pointe went to the right people at the right level to:



- Formalize relationships with the rail carrier and switching company
- Negotiate 3 additional yard pulls per week with the rail carrier at no additional cost
- Optimize the staging process to reduce the number of times each car is handled
- Migrate from a 1 to a 2-shift operation to allow for more ratable loading
- Assist the rail carrier's switching operations by implementing an East/West blocking scheme
- Introduce operating tools and procedures to rapidly identify operational issues

### Lessons Learned for Other Executives

- Working collaboratively with your 3rd party contractors and Class 1 carrier enables optimal use of existing resources with little or no incremental capital expenditure
- Engaging a professional and experienced implementation firm can help rapidly align shipper requirements with the operating and commercial objectives of your rail carrier
- Safety must be of a paramount concern when handling hazardous materials



Want to know how to **optimize capacity** at your rail yard facility?

Want to find out how Maine Pointe's combined **300+ years of experience** can help you to **collaborate more effectively** with the Class 1 rail carriers?

Talk it through in a no obligation phone call or meeting with one of our executive advisors.

Email: [hello@mainepointe.com](mailto:hello@mainepointe.com) to arrange a call.

Maine Pointe is a results-driven, implementation focused consulting firm that is trusted by many chief executives around the world to deliver sustainable, significant value and compelling economic returns for their businesses. We achieve this through transforming the global supply chain into a competitive weapon and accelerating business value through performance improvements in both EBITDA and Cash.

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