



Increasing throughput and volume without capital expenditure on infrastructure

How a fertilizer giant doubled outbound shipping volume to win a share of a multimillion -dollar global market

The results

The fertilizer giant and its railroad partner were both able to appreciate exactly what each stood to gain by developing a more collaborative and flexible approach. Our client was able to:

- Gain control of rail logistics
- Prove its capacity to double outbound shipping volume without CAPEX on infrastructure
- Earn the official endorsement required to capture its share of a global market worth hundreds of millions of dollars

This story is for executives who:

1. Want to know how to increase production and avoid CAPEX.
2. Need to be confident that they are in full control of transporting their product to market.
3. Want to ascertain whether their rail logistics approach is optimized to top quartile for performance.

The challenge

One of the world's largest fertilizer companies was planning a major expansion into the global market. This required them to prove their capacity to significantly increase the quantities shipped from their Allan mine in Saskatchewan. Senior executives knew that to achieve this, they would need to be fully in control of transporting their product to market. However, like all too many rail users, the company was not communicating effectively with its rail providers. Senior executives were determined to turn the situation around. They called in their trusted operations partner, Maine Pointe to analyze their rail logistics. Were they optimized and top quartile for performance? What sustainable measures could they put in place that would ultimately improve their efficiency and effectiveness?



Getting back on track

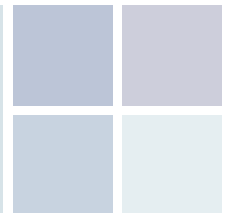
Our team quickly ascertained that, in their current state, rail logistics would not be able to meet the required increase in shipping quantities. Leveraging our deep experience of working alongside North America's Class 1-rail carriers, we put together an action plan that would:

- Guarantee the capability to ship significantly higher quantities on a reliable and sustainable basis
- Avoid the delays and log jams which challenge the North American rail network by implementing 170 railcar unit trains
- Shift away from manifest shipping meaning that shipment can be pre-arranged, prioritized and sent directly to a single destination
- Introduce a re-designed, optimized rail service across the network
- Gain carrier buy-in for the new network



Lessons learned for other executives

- It is possible to regain management control of taking your product to market via rail
- You can significantly increase your rail logistics capabilities with little or no CAPEX
- You can work with the railroads to overcome system capacity issues
- There is scope for significant improvements to your rail logistics reliability, scheduling and cost



Want to take **control** of getting your products to market efficiently?

Want to find out more about our **12 years of rail optimization experience** and be treated differently to the rest?

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

Email: hello@maineprime.com to arrange a call.

About Maine Pointe

Maine Pointe, a member of the SGS Group, is a global supply chain and operations consulting firm trusted by many chief executives and private equity firms to drive compelling economic returns for their companies. We achieve this by delivering accelerated, sustainable improvements in EBITDA, cash and growth across their procurement, logistics, operations and data analytics. Our hands-on implementation experts work with executives and their teams to rapidly break through functional silos and transform the buy-make-move-fulfill digital supply chain to deliver the greatest value to customers and stakeholders at the lowest cost and risk to business. We call this Total Value Optimization (TVO)™.

Maine Pointe's engagements are results-driven and deliver between 4:1-8:1 ROI. We are so confident in our work and our processes that we provide a unique 100% guarantee of engagement fees based on annualized savings. www.maineprime.com