



# No Rail? No Problem.

## Case Study

## OmniTRAX Helps Customer Grow Business and Control Transportation Costs Through Added Rail Capacity and Transload Solution

### Location

Brownsville, TX

### Key Features

- 10 railcar track
- Easy truck access
- Customized rail operating plan including truck-to-rail transfer

### CUSTOMER

- An oil supply and trading company that operates terminals located in North and South America, the Caribbean and Europe. The multinational company is customer driven and is committed to on-time delivery, attention to detail and unparalleled customer service.

### CHALLENGE

- The customer's terminal at the Port of Brownsville Texas reached its outbound rail capacity at a time when demand for gasoline in the Mexican market had increased significantly.
- The customer recognizes that shipping by rail has many advantages over long-haul truck including lower transportation costs and so the organization wanted to locate additional outbound rail capacity in the Brownsville area.

### SOLUTION

- OmniTRAX developed a solution that included access to more rail capacity through its Brownsville & Rio Grande International Railway (BRG).
- Additional services included a truck-to-rail transload solution through Savage Services.
- The additional rail capacity is only a few miles from the customer's terminal and so product would still be railed to Mexico markets without a significant increase in transportation costs.

### RESULT

- The additional outbound rail capacity allows the customer to further expand its exports of refined fuels into a growing market while optimizing its transportation costs due to the economic advantages of shipping by rail versus truck.
- The customer anticipates that the added capacity will allow it to ship an additional 1,000 railcars of gasoline to Mexico over the next 12 months.