

OMNITRAX DEVELOPS TRANSLOAD SOLUTIONS THAT
REDUCES CUSTOMER'S TRANSPORTATION COSTS
AND PRODUCTION FACILITY DOWN TIME

CASE STUDY



CUSTOMER:

A manufacturing company that imports and processes specialized minerals used in products for plastics, landscaping, agriculture, and pet industries.

CHALLENGE:

The customer sought to optimize logistics for mineral shipments moving from the Caribbean to its just-in-time production facility in Gadsden, AL. Raw materials were initially transported by rail from the Port of Palm Beach to a storage facility in Calera, AL, then trucked 200 miles round trip to the plant as needed. This lengthy trucking process increased transportation costs, disrupted production schedules, and added wear and tear to the customer's fleet and equipment.

SOLUTION:

OmniTRAX worked with the customer to establish a rail-to-truck transload facility just five miles from its production plant, creating a more efficient logistics solution. Through its short line railroad, Alabama and Tennessee River Railway (ATN), and a partnership with CSX, raw materials were rerouted from the Port of Palm Beach directly to the ATN. ATN also developed a rail operating plan to serve the OmniTRAX transload facility in Gadsden, helping the customer better manage just-in-time deliveries to its operation.

RESULT:

The new operation is expected to handle approximately 160 railcars in its first year, with continued growth anticipated over time. The solution reduced truck transit time by five hours, minimized production downtime caused by inventory shortages, and significantly lowered transportation costs for moving minerals to the production facility.

LOCATION: GADSDEN, AL

CUSTOMER KEY FEATURES:

- 5 railcar tracks
- Easy track access
- Customized rail operating plan