

## CASE STUDY

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## Multi-unit Passenger Train

### Company Profile

An international company that manufactures regional train multiple unit trains and trams. This company has been in business for over 75 years, and their trains are currently running in 28 different countries.

### Business Challenge

Our customer was looking for alternative, more efficient ways to transport eight complete train consists from their facility to their customer. The passenger train they wanted to transport consisted of five units. They were also looking for a convenient and cost-efficient location for unloading, since their facility was not complete.

### Solution

To achieve the goal of successfully and safely shipping the consist, BNSFL engineers created clearance drawings to find the most efficient and safest shipping route. Our engineers designed a new reusable securement that utilized all the available space on the 89-foot flat railcars, which reduced the number of railcars needed per consist. The securement met all AAR Open Top Loading Rules. An on-site supervisor was provided by BNSFL to ensure that the design was executed per the drawings. BNSFL team also located and used the most effective unloading location. The consists were shipped and successfully reached their destination.

### Process/Procedure

- Clearance drawings were created to find the best route.
- An engineer from BNSF Logistics visited the company's facility to survey the railcars and discuss securement recommendations.
- A reusable securement was designed to reduce overall cost.
- Securement plans were reviewed with customer approval to ensure safety of their product.
- BNSF Logistics Supervisor was on-site to ensure that all securements were implemented per the drawings during loading of the consists.

### Benefits Achieved

- On time delivery of the project within the budget.
- On time delivery of eight consists to Fort Worth, Texas.
- Fostered relationship with the customer, setting foundation for future partnership.

