

## CASE STUDY

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# BNSF Logistics Moves Multiple Convection Boxes By Rail

## Company Profile

Engineering company with specialization in developing convection boxes.

## Business Challenge

The customer needed to move four convection boxes—the larger two weighing 78 tons each, and the smaller two weighing 66 tons each. Making the move via truck required significantly more support than a typical logistics operation. The additional staff, combined with the cost of using truck, quickly increased the cost of the move.

## Solution

BNSF Logistics produced an intermodal solution that would allow the convection boxes to make a majority of the move via rail.

## Process/Procedure

At first, the customer expected to move the oversized items via truck. However, prices quickly escalated to weight. BNSF Logistics was able to design a rail solution that moved the convection boxes from Oklahoma to Canada. Once they reached the rail destination in Canada, it was a short, one-mile drive to move the convection boxes to the job site. In addition to creating a customized logistics solution, the BNSF Logistics team handled the customs clearance and all operations needs to make the move a complete success on both sides of the border.

## Benefits Achieved

- Created a long-term solution for the customer
- Carbon footprint reduction due to the use of rail versus truck