



WSI SUCCESS STORIES

Transload Service Offers Lower Rates, Faster Delivery for Roofing Shingle Company

CUSTOMER: Building Equipment and Supplies

WSI SERVICES: Transload, Cross-Dock, Transportation

CHALLENGES: Get product quickly to work sites for a lower cost than using only trucks

SOLUTION: In late 2016, a major roofing supplies manufacturer had an urgent need to deliver approximately 1,000 truckloads of shingles to repair roof damage caused by winter storms in the Dallas, Texas area. Rather than trucking all the shingles to the various sites, the manufacturer approached WSI, one of its third-party logistics providers. WSI proposed handling the shingles via 250 railcars at its Jupiter Road location in Dallas. Then, the shingles were loaded and trucked to local job sites to repair the roof damage. The transload decision allowed the product to be brought into Dallas at a much lower cost than trucking alone. If the manufacturer had chosen to truck in the product from one of their plants in California or Alabama, they would have incurred much higher transportation costs and multi-stop fees. Instead, WSI provided flexible delivery from its local distribution center to the job sites.

Shippers frequently need both trucks and rail service to get bulk products to market. Intermodal shipping is often the most cost-effective and efficient method of transport, combining the speed of trucks with the fuel-saving economy of rail. For scope, railcars use four times less fuel than big rigs!

"We saved our client both time and money," said Steve Rusch, a WSI sales manager. "They have expressed deep satisfaction with both this result and several other quick-reacting solutions WSI has provided them by transloading product."

Cost savings also was the appeal of rail for another WSI roofing client in Allentown, Pennsylvania.

The client previously used trucks to move shingles from the manufacturing location in Hampton, Georgia, to its warehouse operated by WSI in Allentown. Now, with the help of WSI, the client directs those movements onto a train for the 800-mile journey to the Allentown warehouse.

"If I were to put that on a truck, my line haul costs would be double," said the roofing client's shipping manager. "WSI runs it. They do all the unloading and loading of trucks going out of our Allentown warehouse."

Railroads used to be notorious for manhandling and marring lumber and other construction materials. A 3PL's specific expertise in loading and unloading rail shipments is essential for mitigating damage to product, and service has improved significantly over the past half-decade.

WSI material handlers know how to load and unload railcars of all types, including box, center beam, flat and hopper cars. And, our experience shows in the numbers: WSI rail-served facilities turn upwards of 30,000 cars a year. WSI works with our clients to provide low-cost solutions, whether rail or truck, to get product to where it is needed, at low costs. Take advantage of the cost and environmental savings provided by our wide network of rail-served facilities today! To learn more, give us a call at 920.831.3700 or email us, Solutions@wsinc.com.

