

OLS Makes Shipping Easy

Customer Profile:

One of the largest independent oil and gas exploration and production companies in the United States.

Customer Situation:

The customer wanted to enter the Northern Colorado market. To do this, the customer needed a partner to develop a frac sand rail-to-truck transload facility that would be operating 24 X 7 in as short of time as possible.

Solution:

As the transload site would become a vital link to the customer's supply chain, OmniTRAX Logistics Services, LLC. (OLS) worked closely with the customer to understand its needs and value chain. The OLS team vetted where the product would be sourced, what other intermediaries were involved and gained an understanding of what the overall supply and demand dynamics would be for the product.

Within a short period of time, OLS proposed a bundled solution that the customer approved. Some of the key elements of OLS's service offerings included the following:

- Researched and found site served by a short line railroad with interchange with two Class I's and access to highways.
- Worked with the BNSF, UP and Great Western Railroad of Colorado (GWR) to develop an efficient manifest and unit train operating plan.
- Leverage in-house engineering department to design and complete required track and site build-out.
- Sourced equipment for the operations including multiple truck scales, conveyors, portable light towers, truck platform, SafeRack units, utility vehicles and other tools used to support the transload program.
- Hired and trained staff including transload operators, maintenance coordinators, a supervisor and a clerk.

Results:

The customer's transload site was fully staffed and operational after only 5 months. One mile of track was constructed, the land fully graded and all equipment was ordered, received and installed on time and on schedule. The customer has brought in both unit train and manifest carloads of sand that have been effectively transloaded to truck and taken to the various well-heads in synch with the company's drilling schedules.

To date, the operation has had no down time and has maintained a clean safety record with zero accidents.

CASE STUDY:

OmniTRAX Logistics Services works with a top 10 E&P company to develop and manage a turn-key transload solution that helps the customer quickly gain access to a new market.

