Success Stories

Adapting for Success

Evolution From Intermodal to Boxcar
Cornerstone Systems

sunrise MFG., INC.
Freight Protection

Cornerstone Systems
Evolution from Intermodal to Boxcar

1) Several Receivers were not happy with Blocking and Bracing Method of their vodka moving intermodally.
2) Due to Shipper's inability to apply any material at loading, Carrier contracted Wooden Bracing
3) There were no noted shift or damages issues BUT

- Difficult to dismantle
- Difficult to dispose of
- Expensive

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Cornerstone Systems
The Challenge

1) Receivers compelled the Shipper to take a look at proper securement done at their site for their intermodal loads.
2) Obtained Dimensions and offered a couple options to the Carrier.
3) Targeting minimum items and ease of application
4) Performed a few test loads.
5) Test loads arrived in good condition.

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Cornerstone-Systems
Titos Vodka - 18 Pts
1.75 Liter

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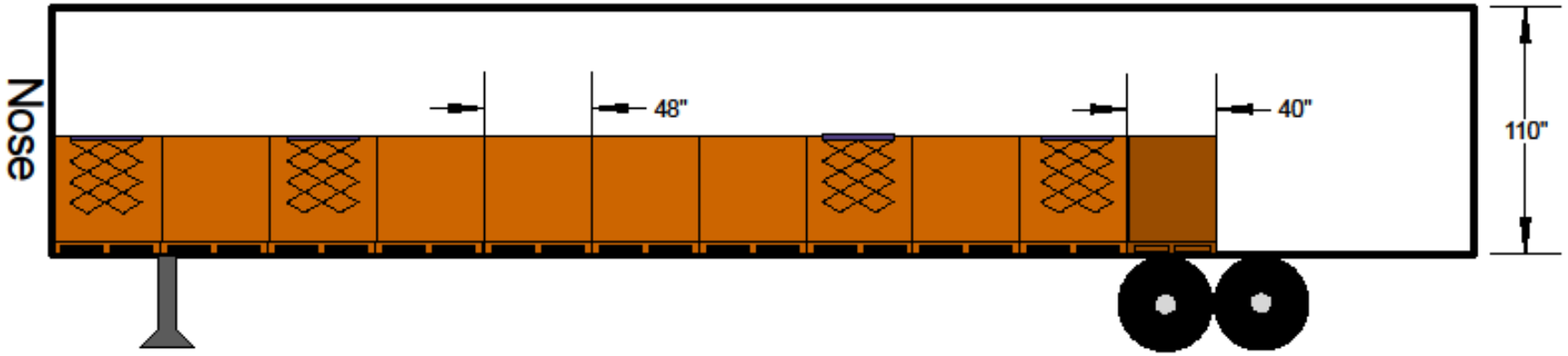
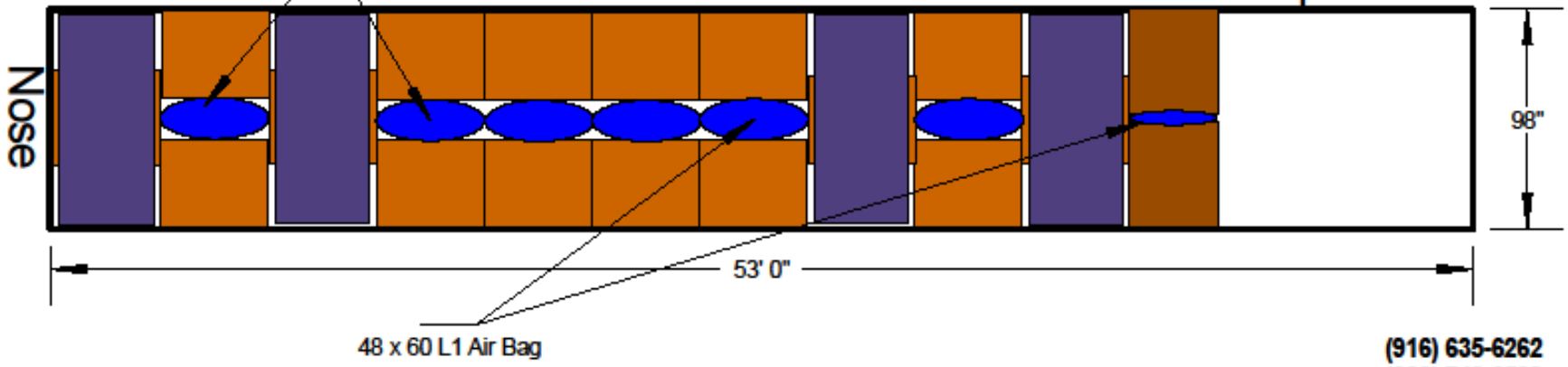
Side View



28 x 42 x 28 SADDLE-PAK Void FIller

Top View



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Cornerstone-Systems
Titos Vodka - 18 Pts
1 Liter

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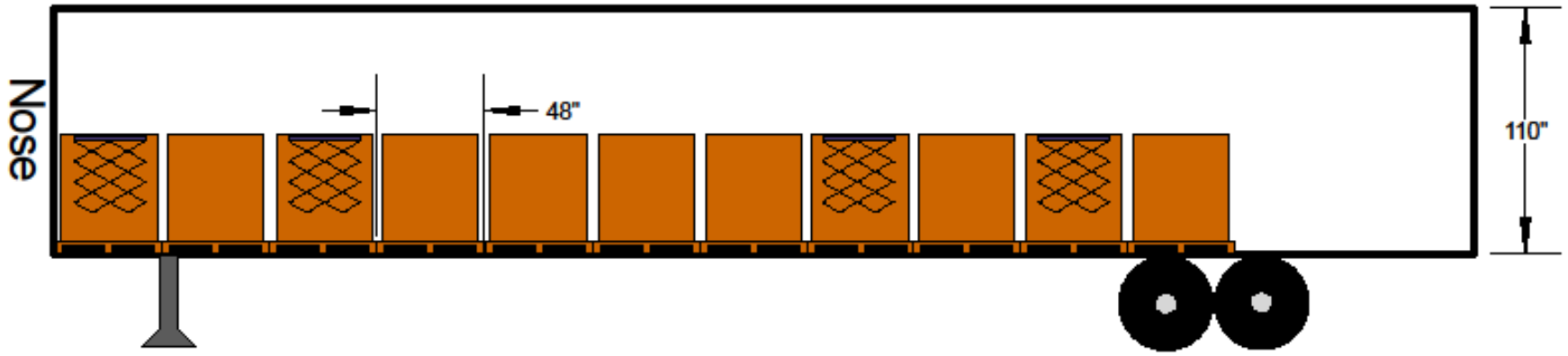
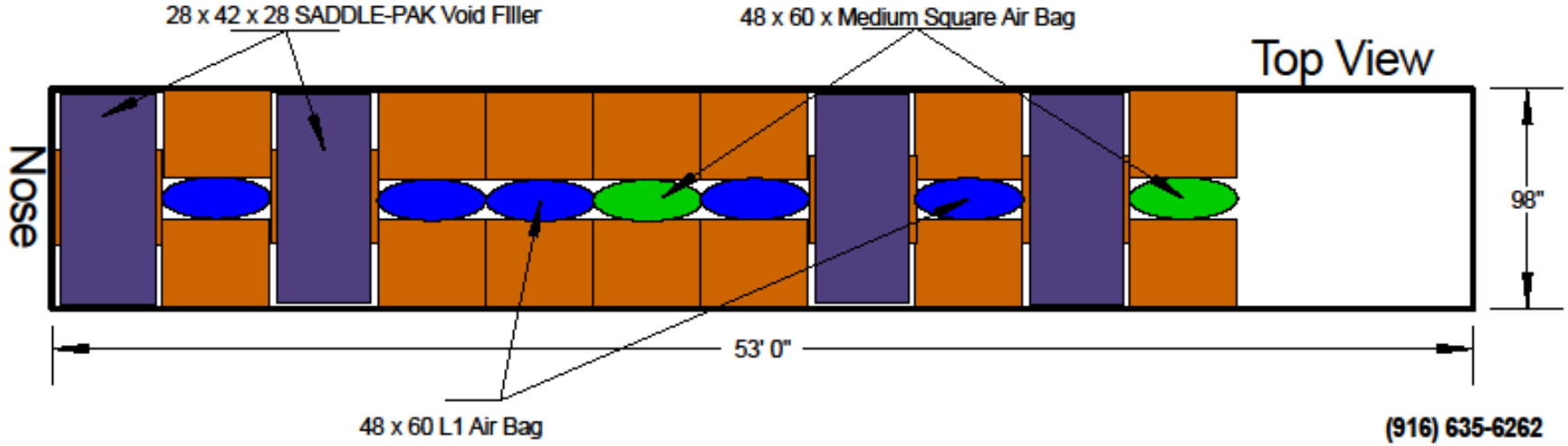
Side View



Top View



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A New Direction

1) Stuck in the Middle
   - *Shipper was not excited to secure loads on site*
   - *Receivers did not want the wood gates*
2) Where do we go from here?
   - *Carrier also offers boxcar solutions.*
   - *Seemed like the next logical step was investigate the viability of boxcar.*

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Cornerstone Systems
The Process Begins

1) Carrier works through the numbers concludes it could work.
2) Receivers would like to see if boxcar would be a viable option.
3) Start the planning:

- Find a warehouse
  - *Warehouse is not accustomed to loading outbound*
- Car availability
  - *Warehouse receives daily potential target cars – 60" high capacity*
- Target Product to try
  - *Start with largest volume SKU – 1.75 Liter*

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Cornerstone Systems
The Initial Trial

1) The Carrier already has a set loading program in place with other semi-similar products.
2) Modified plan to fit this circumstance.
   - *40 x 48 Pallets*
   - *41.5 x 47 x 68 Units Dimensions*
3) Perform first 2 test loads.
4) Shipped to 2 locations

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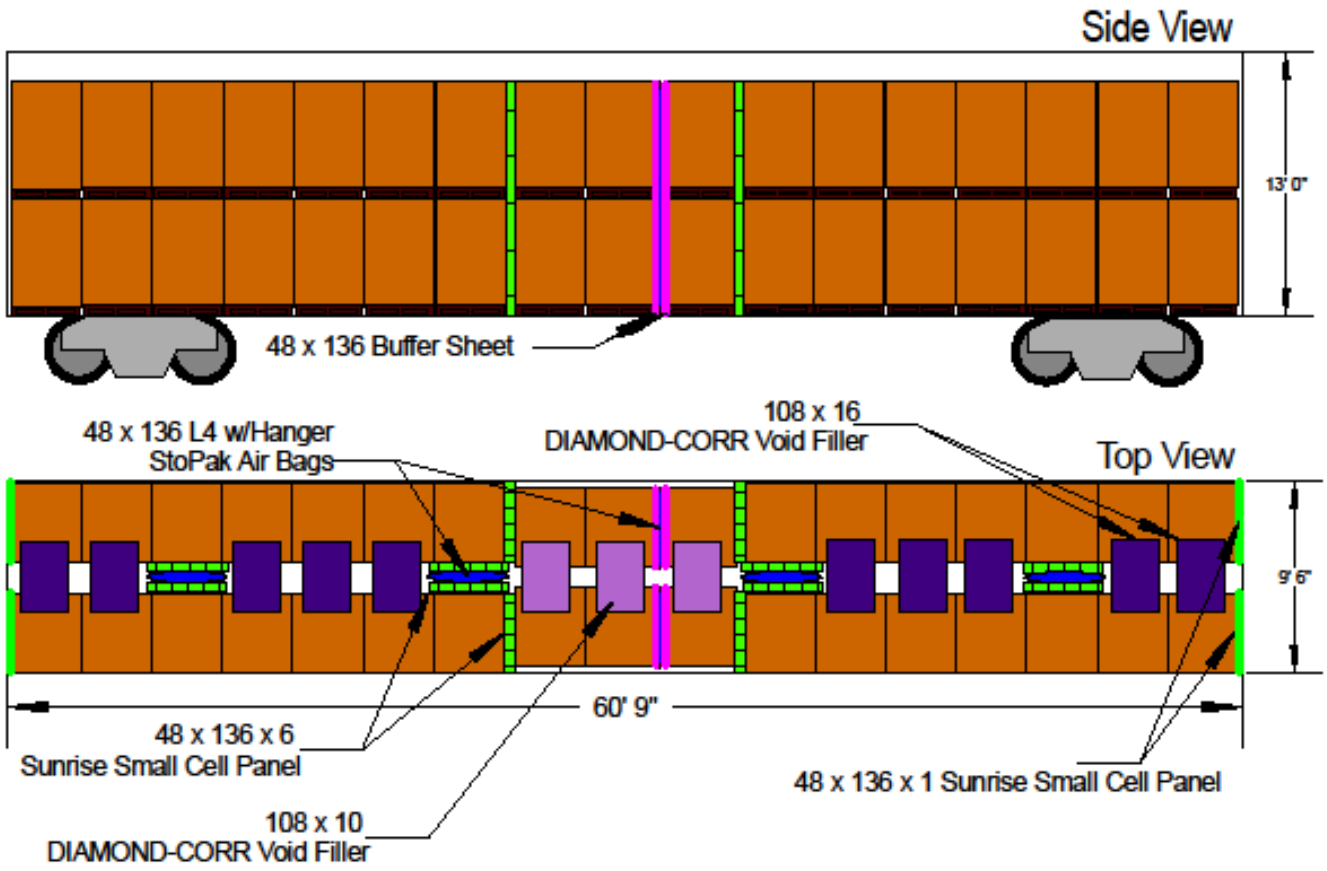
Cornerstone - Tito's
60' - TBOX
68 Pallets - 1.75 Liters



Origin

Destination

Cornerstone Systems
The Initial Trial

1) Make adjustments to the plan
   - *Clamp onto slip sheets in car ends*
2) Consider other high volume SKU's
   - *1 Liter and 750 ML*
3) Do additional test loads with adjustments
4) Program is a go
5) Growing Pains.

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Origin

Cornerstone Systems
The Initial Trial

1) Program is a go
   - *Regular shipments are implemented*
2) Growing pains
   - *Adding SKU's rapidly*
3) Re-access

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Questions?

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