



# SUCCESS STORIES



## THE BEST WAY TO MOVE A PANTHER

### THE CHALLENGE



Find a safe, secure, cost efficient, and ecologically friendly way to move 120 "Panther" MRAP (mine resistant, ambush protected) armored vehicles from Chambersburg, PA to Charlestown, SC.

*DISTANCE*

**630**  
miles

Weight per Panther  
approximately  
**75,000lbs**



NUMBER  
OF TRUCKS  
REQUIRED



**120**

ONE HEAVY  
DUTY LOWBOY  
FLATBED  
TRAILER FOR  
EACH PANTHER

Trucking cost  
**\$5,600**  
per vehicle

Pennsylvania & Southern Railway's "Customer First" philosophy encourages our experienced team to find creative solutions to our customers' challenges. Our strategic partnerships, willingness to go the extra mile for our customers, and ability to utilize our infrastructure capabilities to its full potential has enabled us deliver results that save our customers time and money.

In the summer of 2017, the PA&S team was presented the challenge of showing that using rail for a medium-haul scenario would be more cost effective and environmentally friendly than traditional, over-the-road trucking. The Pennsylvania and Southern Railway serves the expansive operations at the 18,000-acre Letterkenny Army Depot. The depot ships as many as 3,500 carloads of ammunition and equipment each year. In addition to the US Government, many contractors operate within the facility, performing maintenance and systems upgrades on a wide range of tanks and armoured vehicles.



One of these contractors, Man Tech, was upgrading 120 "Panther" MRAP armored vehicles for the DOD. Once completed, the 75,000lbs vehicles needed to be sent to Charlestown, South Carolina, for shipment overseas. Man Tech had traditionally used heavy-duty lowboy trailers for equipment moves, a process where only one vehicle would be shipped per truck. Not only would this require 120

Pennsylvania & Southern's Cost-Saving Solution

## THE SOLUTION



Save money, time, and manpower hours by shipping Panthers directly to the destination by rail – 40 vehicles at a time.

# 2 PANTHERS

on each flatcar



Hours less travel time for contractor personnel



75 tons less CO<sub>2</sub> emissions



Total savings to the US taxpayer approximately

# \$200,000



truck trips, but Man Tech personnel would also have to be dispatched to supervise the unloading process every time a truck arrived at the destination. Based upon the information shared by Man Tech regarding the process of shipping the Panthers and their cost to move these vehicles by truck, Pennsylvania & Southern's marketing and operations team went to work to develop a point-to-point rail alternative that was safe, secure, cost-effective, and environmentally-friendly.

Utilizing our partnerships with Class 1 railroad CSX, transload specialists, and intermodal companies, PA&S was able to provide Man Tech with a rail option that saved taxpayers approximately \$200,000 in freight charges. The savings vs. trucking was almost \$1,500 per vehicle. The Panthers were loaded on flatcars – 2 per car. Instead of one car leaving at a time, 20 rail cars (40 Panthers) left Chambersburg as part of a dedicated "block". Man Tech was able to realize significant savings in time, manpower hours, and logistical challenges, by utilizing these larger shipments. Company specialists only needed to be sent to Charleston three times to supervise the unloading process.



*"I have told everyone that will listen that moving trucks by rail is the only way to go. From my perspective all future movements that we control will be done by rail – it was way easier than moving them by lowboy."*

Man Tech Representative



There were also significant environmental benefits to shipping these vehicles by rail. According to the "sustainability page" on the Association of American Railroads' website, railroads are roughly four times more fuel efficient than trucks, and can move one ton of freight approximately 468 miles per gallon of fuel. Using their "carbon calculator" for this particular shipment shows we were able to reduce CO<sub>2</sub> emissions by almost 75 tons vs. trucking.

The best evidence for the success of the shipment was from Man Tech itself. Speaking about the move, a company representative was quoted as saying; *"I have told everyone that will listen that moving trucks by rail is the only way to go. From my perspective all future movements that we control will be done by rail – it was way easier than moving them by lowboy."*

Contact us today to find out more about how the infrastructure and logistics services at our four rail logistic centers can be put to work for your business.

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