



**AMERICAN
ROCK SALT**

Mined with pride in the U.S.A.

**“One Million Car Loads, One car
at a Time”**

Barbara Horton

Rail & Stockpile Administration

“SALT”

ARSC is in the business of keeping roads safe during the winter season.

S - Shipping

- Salt is shipped to Stockpiles throughout the Northeast, in excess of 10,000 + car loads a year.
- The past 2 years have proved to be the most challenging with having an slow winter followed by a winter that just wouldn't end.



A=Achievement/Adjusting

Shippers have commitment goals and at times achieving those goals can be a struggle.

Turntimes play a huge role in achievement
There are times that other commodities take precedence over salt. Commodities such as box freight, sand, coal, grain.

It's about how well the Railroads **Adjust** that helps us **Achieve** our goals.



L=Logistics

- Logistics- Perhaps the most difficult part of the puzzle for “S.A.L.T”.
 - Trends- As the weather changes from year over year, it has proven to fluctuate up and down.
 - Challenges- imports from other countries, other commodities from aggregates to mail delivery pose a problem for our rail shipments.
 - Communication-is a key to the success, we are always working on strengthening the communication process.



T=Teamwork

- Teamwork-Shippers use many different sources and teamwork is a critical part of the success.
 - Having consistent service, dedication and most of all honesty is very important part of the success.
 - Working closely with both Class 1's and short lines communication needs be open, honest and frequent.