Rate Setting
Optional Services
Industry Track Agreements
Transloading
And Any Other Exciting Stuff

Brian Buchanan
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Rates
Neenah, WI to Miami, FL

**THROUGH RATE**
- One total rate and invoice covers entire move

**RULE 11 RATE**
- Each railroad invoices separately

**Misnomer—“switching fees”**
Between railroads
Rates – Switching

Anywhereville

Shipper

Elsewhere

Interchange Track

Customer
Rates – Intermediate Switch Charges

Chicago
• IHB
• BRC

St Louis
• ALS
• TRRA
Optional Services
Optional Services

- Demurrage
  - While Actually Placed
  - Constructive Placement
  - Storage

Whose car?
Whose track?
Incidental Switching
Industry Track Agreements (ITAs)
Industry Track Agreements (ITAs)
Transloading