



Tealinc Touchbase Clips March 2020

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I'd like to take a moment and thank our many customers for your business. We really appreciate the opportunity to work with you.



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We live in interesting times: impeachment, coronavirus, trucking possibly recovering (or not), rail shipments continue to be receding, and the economy is booming. This month, we continue to push process by example and provide wide sweeping news (such as the coronavirus) that is relevant to any shipper, receiver, or investor. Railing On!

Maintenance Planning

[Waste Advantage Magazine](#) has a great article this month on maintenance planning for composting machinery. Why is this relevant to the railcar and railroad industries? It's the process that they outline that drives relevancy from fail to fix to predict and prevent. In the railcar world, we receive thousands of pages worth of data on the maintenance of our railcars. That's a ton of data to convert to information. If you don't establish a process to analyze the data and move into the proactive predict-and-prevent stage, you'll be running in reactive let-it-fail-then-fix-it mode. With that comes a lot of problems, such as timing of failures, budgetary surprises and potentially significant downturns. Give it a read—it's got a great outline to follow.

Coronavirus

[Coronavirus](#) has severely impacted the supply chain around the world. The question is, how long will this impact last, and what financial ramifications will it have on shipments around the world? FreightWaves has a recap of thoughts that give us some indication of the reach of this deadly virus on the shipping community.

General Rumbings

The Canadian National Railroad recently got pounded by protesters shutting down major rail network lines by “camping” on the track, climbing on railcars, and refusing to let locomotives move. Safety, safety, safety! Let the Transport Canada folks see a CN employee pulling these shenanigans and there’s a financial hand slap. Let it be a special interest group and enforcement is slow and

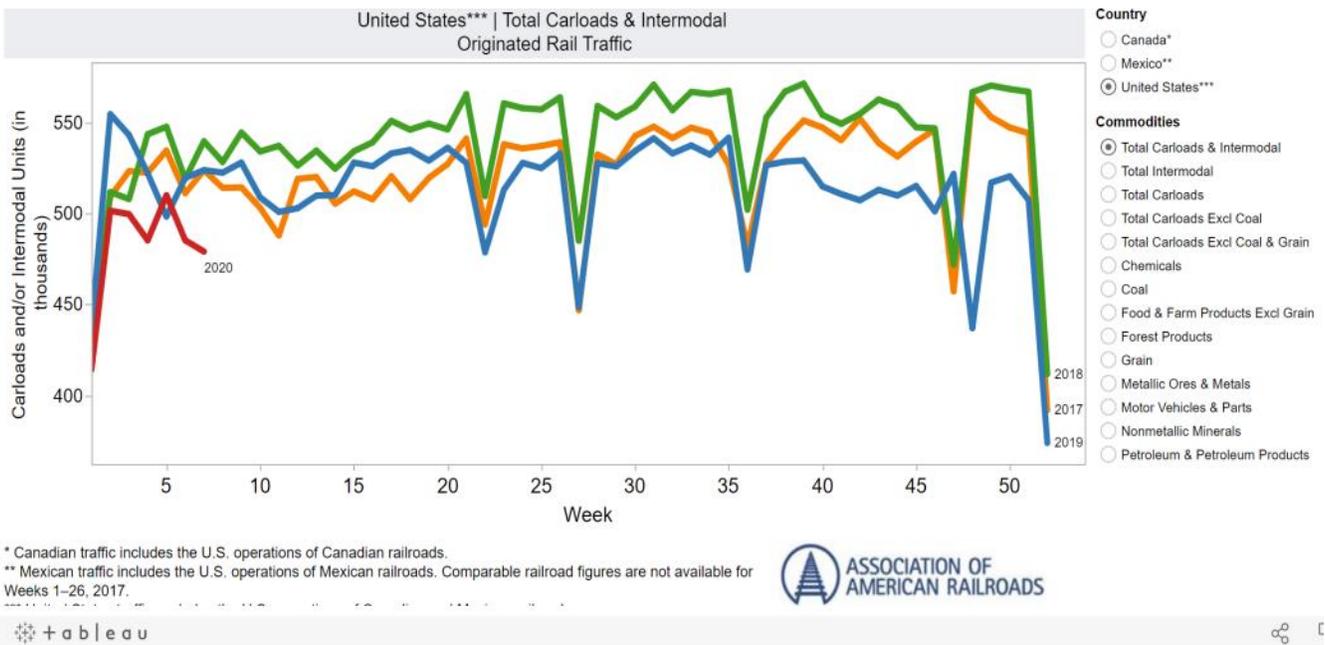
lacking. There’s a better way to do this, folks!

The Coronavirus outbreak shows how integrated our world economies have become. For example, when Chinese skilled laborers get sick and no electronic widgets are produced, far fewer electronic gadgets get sold, so earnings reports are down hundreds of million dollars. Hence, the US stock market makes a severe downward correction to

account for reduced earnings. At the ground level, buyers aren’t receiving products and sellers aren’t shipping. Look for this to be like the small snake that ate the big rat: we’ll have a massive swell of goods needing to get to where they should have gone weeks ago, straining our transportation networks.

AAR Update

We’re off to the slowest originated rail traffic start in the past four years. Effects of a booming economy, tariffs, PSR, disease, or a combination of all the above? Source: [AAR](#)



* Canadian traffic includes the U.S. operations of Canadian railroads.
 ** Mexican traffic includes the U.S. operations of Mexican railroads. Comparable railroad figures are not available for Weeks 1–26, 2017.



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