

Big intermodal win for Tideworks

Following the successful deployment of Tideworks Technology's Intermodal Pro (IPro) TOS at its new terminal in North West Ohio (NWOH), CSX plans to install IPro at up to 35 other CSX terminals across the US. Winning the NWOH contract was one of the main drivers in Tideworks' decision to leverage the rail planning functionality it had built into its marine terminal planning system, Spinnaker, into a separate product for the intermodal market called IPro.

Now that NWOH has been operating for several months CSX has the confidence to press forward with its plans to redesign progressively more of its existing terminals to make them more operationally efficient. Speaking at the official opening of NWOH Wilby Whitt, president, CSX Intermodal Terminals, said IPro, together with Mi-Jacks Mi-Star DGPS system, has brought a new level of inventory control to CSX's intermodal operations. While not every terminal has the



Tideworks IPro is now live at the new CSX terminal in Ohio

same requirements, CSX intends to implement the core aspects of the TOS at more of its terminals. Whitt added that with several deployment options Tideworks has made IPro flexible enough to be cost effective at low and high volume facilities.

US Intermodal terminals are expected to be a key growth mar-

ket for TOS suppliers in the coming years as more Class I railroads look to denser facilities with grounded container storage. Tideworks and RMI have emerged as the leaders in this market segment but are expected to face a stronger challenge from Navis in the future.

Last month Navis an-

nounced that Scott Holland was joining as vice president, market development for intermodal rail. Holland was previously vice president, intermodal, at RMI where he was responsible for product development, R&D, client services and project management for the OASIS and Autotrack TOS products.

"As part of the Navis team, Scott will focus on market strategy, existing customer relationships and technology and automation integration. He will be responsible for expanding Navis' rail TOS offering and customer base globally," Navis said in a statement.

● In the May 2011 issue of *WorldCargo News* (p33), we reported that Tideworks will implement its Mainsail TOS at GIE Nouméa Port, a joint venture between stevedores Sofrana and Sato. In fact GIE Nouméa Port is a joint venture between Sofrana and Manual. Sato is a competitor. Apologies for any confusion that may have been caused. □