



PeopleNet's Tailored Solutions Rings up \$50,000 Annual Savings for Carolina Cargo

Carolina Cargo is a major coast-to-coast common carrier based in the Southeast United States that hauls dry goods, produce, and beverage to and from California. The company has been improving operational efficiency with PeopleNet BLU® In-Cab PCs since 2009. When President Jim Crowder challenged PeopleNet Tailored Solutions group to help automate an expensive, time-consuming workflow, PeopleNet passed with flying colors.

Whopping savings eliminates costly, time-consuming out-of-route miles

When the company received a broker order, dispatch sent a message to the driver who was closest to that broker to make an unscheduled stop at the nearest truck stop to receive the faxed order. Crowder explains, "It was costing us more than \$7 per fax, and that doesn't include the lost time and cost of out-of-route miles. So we knew we were spending nearly \$46,000 each year just for faxes, considering each of our 120 trucks received one fax per week or four each month."

PeopleNet Tailored Solutions came up with a custom, Automated Workflow to take the burden off of drivers having to make those time-consuming extra stops. The custom application lets drivers view scanned produce order images that are automatically sent to their BLU In-Cab PCs.

The custom application is saving the company about \$50,000 per year. "I sure didn't have to think twice about it," Crowder said. "Who would have thought that this simple, inexpensive arrangement could make such a huge difference in our costs? Amazing!"

How it works

At the core of this tailored solution, a PeopleNet Link device interfaces with a multi-function device (fax, scanner, copier) at company headquarters. Once a broker order is scanned, it knows which directory to store it in that corresponds to the truck nearest to the broker that is supposed to pick up the load. The PeopleNet Link polls the directories at



MEASURABLE RESULTS

Customer

Carolina Cargo, Rock Hill, South Carolina

Challenge

Find a way to get orders from produce brokers to drivers without having to make costly, unscheduled out-of-route stops to retrieve faxes.

Solution

Using PeopleNet Link, PeopleNet Tailored Solutions develops and implements an Automated Workflow for drivers to view images of produce orders on their in-cab PeopleNet BLU® PCs.

Results

- Almost \$46,000 annual savings in faxes alone (120 trucks send 1 fax per week at \$7.34 each = \$880 per week x 52).
- Eliminate \$499,000 per year in total out-of-route mile costs (62 OOR miles per week to receive faxes at a per mile average cost of \$1.30 = \$80 per week per truck or \$9,600 per week for 120 trucks).
- Increase driver productivity by eliminating wasted time at truck stops.
- Improve driver safety by reducing time spent at truck stops.
- Reduced accidents by an average of two per month.
- Reduced annual liability insurance cost by \$600,000.



predetermined intervals and automatically downloads images of stored orders to the right trucks via the PeopleNet Data Center. Dispatch sends the driver a message that an order has been sent so he'll know to look at the document.



"Working with David and the Tailored Solutions Team was great. They were able to take my ideas, and develop them into reality. This reality went straight to our bottom line. The ROI took less than four weeks. I want to come up with another idea just to work with David again." – Jim Crowder, Carolina Cargo

Bonus safety improvement

In addition to increasing driver productivity by eliminating wasted time driving to truck stops, the custom solution improves driver safety. Since 90 percent of truck accidents occur in small parking lots, less time at truck stops has reduced Carolina Cargo accidents by an average of two per month.

Crowder sums up the savings bonanza. "By improving our safety, we reduced our liability insurance costs by \$600,000 annually. We started out wanting to eliminate faxes, but ended up saving a whole lot more in safety and fuel. I think it's the PeopleNet way."

In addition to this custom application, Carolina Cargo subscribes to eDriver Logs, which is integrated with the company's payroll system. The company diligently monitors its Vehicle Management data, which is delivered in quarter-day chunks in a custom report.

Media Contact

PeopleNet
888-346-3486, info@peoplenetonline.com
