

# THE DISPATCH

3RD QTR | 2011

YOUR QUARTERLY STOP FOR TRUCKING RELATED NEWS, INFORMATION AND SAVINGS

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### NEW FUEL TAX REPORTING OFFER

DriveLine™ Fuel Tax is an innovative reporting software providing the most accurate and comprehensive fuel tax solution in the transportation industry. Members can now save 10% and get all sign-up fees waived. Learn more at [truckersb2b.com/driveline](http://truckersb2b.com/driveline).

### GET A FREE FUEL ANALYSIS

Whether you are enrolled in our fuel program or not, we will provide your fleet with a free custom fuel analysis. Let our dedicated Fuel Specialists take a look at your fleet's fueling and show you how you can get the most bang for your buck. You'll be amazed at the money you could be saving. Call today. 866-354-7322.

### FREE EOBR WEBINAR

Join PeopleNet for a complimentary, educational webinar about EOBR requirements and the upcoming changes expected to impact trucking fleets across the country.

Wednesday, October 12, 2011 at 12:00 pm EST  
Register now at [truckersb2b.com](http://truckersb2b.com)

### ARE YOU A WINNER?

We're rewarding our loyal readers again. We have randomly selected 5 members to receive a free gift, including our very own RUN WITH THE BIG DOGS T-shirt and hat. To find out if you are one of our lucky winners, simply visit [truckersb2b.com/winners](http://truckersb2b.com/winners).



## today's dispatch solutions drive efficiency and profits

» ASHLEY SAUNDERS—MARKETING COORDINATOR, PROPHECY TRANSPORTATION SOLUTIONS, AN ACCELLOS DIVISION

In today's trucking industry, there are dispatch solutions available for all sizes and types of companies and brokerages. Luckily, no matter what your size or preference, there is a solution to fit the needs of your operation. Dispatch solutions can be found in a number of formats. Subscription-based, online interfaces are a great fit for smaller companies looking for an affordable yet powerful solution. On the other hand, a desktop program, which is hosted on your company server, is a good fit for medium to large size companies looking for a truly robust solution that you purchase one-time and own.

A dispatch software solution automates your business from beginning to end. The solution will keep track of drivers, tractors and trailers in one centralized location. If you broker loads, your loads with carriers included can also be managed. The system keeps all of your information organized and accessible.

Dispatch software that includes web portals for your customers and carriers, makes your business processes more efficient by enabling your customers and carriers to view load information on their own. Eliminating time spent fielding phone calls and searching through email, can make a world of a difference. In addition, one-time data entry

allows you to never have to rekey data into the system. All critical information flows through your business in real-time. Add an accounting interface, and you are able to streamline and integrate dispatching and accounting departments.

Some transportation management software companies offer a modular approach to dispatching software, a great choice for a growing business. You can begin by addressing your most critical business needs, such as dispatching and accounting, and then add more capabilities, such as document imaging, EDI or mobile communications, as your company continues to grow.

Important benefits available in many dispatching solutions include the ability to:

- Immediately access to all critical load information
- Quickly quote rates for prospects & customers
- Bill customers with greatly reduced errors
- Efficiently book loads
- Display available drivers and equipment
- Perform customer-specific rating
- Calculate commercial mileage

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# MEMBER SPOTLIGHT

## Warwick Motor Carriers

Wadsworth, OH | 26 trucks | Earned \$17,200



**“TAKING CARE OF BUSINESS”**

Just like any other over-the-road trucking company, Warwick Motor Carriers knows the aches and pains associated with the trucking industry over the last few years. Founded in 2006, the fleet of 26 trucks and 90 trailers has managed to survive and thrive through a variety of management decisions.

One such decision was to invest in dispatch software through Prophecy Transportation Software three years ago. According to Ben Sauser, Operations Manager of Warwick, “As the manager of a small fleet of almost 30 trucks Prophecy makes it easy to see the day to day operations. With all the reporting tools and ease of use, I can easily track trucks’ profitability.” And as a TruckersB2B member, Warwick enjoyed a 10% rebate on their purchase from Prophecy.

Another executive decision that has paid off was joining TruckersB2B in July 2009. Since that time, Warwick has earned over \$17,000 in rebates on fuel, Goodyear tires, and Castrol heavy duty oil. As a matter of fact, after being on the fuel program for a year and a half, Warwick realized the advantage of directing their drivers to a more restricted network of Pilot Flying J fuel stops, just as the larger fleets do, and in doing so, was able to take advantage of a larger per gallon savings from TruckersB2B. In addition by going on a direct bill program with Pilot Flying J, they were able to save an approximate \$.02/gallon by eliminating their fuel card transaction fees. “Drivers understand we have a business to run, and therefore, asking them to fuel where it makes sense for us was not a problem,” stated Ben Sauser.

For information on how you can save like Warwick Motor Carriers, call your Savings Consultant today at 888-937-6334.

## The Cost/Benefit Considerations of EOBRs

» BRIAN MCLAUGHLIN  
COO, PEOPLENET

Carriers and drivers have so much at stake under the new regulatory landscape that the cost of non-compliance is far more expensive than the cost of compliance. In addition to avoiding the huge expense of heavy fines, EOBRs with HOS solutions offer great cost savings in improved safety and minimizing operational burdens related to meeting EOBR regulations.

Carriers that anticipate driver dissatisfaction and accelerated turnover because of EOBRs are likely to be surprised with the most common outcome. Driver retention actually improves, because after a brief initial period of familiarization, drivers soon appreciate their freedom from onerous logbook paperwork. In general, firms that are using EOBRs and electronic logs consistently report that after the initial dust settles, drivers experience additional drive time and quicker, less frequent roadside inspections. They realize that the data protects them from frivolous or unfounded legal actions, clears

them of legal responsibility, and protects their CSA score. In essence, technology represents a huge driver benefit that in reality reduces turnover and the associated costs.

Carriers wondering if more sophisticated bundled EOBR systems are worth the investment should understand the potential for additional ROI across their operation. In the area of safety alone, EOBRs with additional capabilities generate data about driver behavior/performance. The data creates an early warning system about habits that pose safety threats; without this information, these risks may go undetected until they cause an accident.

When used properly, the data is a catalyst for generating driver awareness and focus on correcting negative behaviors. Managers have the information they need to dialog with drivers. They can get to the root causes of undesirable behaviors that may not only

lead to safety violations and accidents, but also to excessive fuel consumption.

Trucking firms that have implemented EOBR technology have reaped impressive ROI data that demonstrates its ability to not only strengthen HOS compliance, but also make operations more efficient. They have reduced overhead, insurance premiums, fuel and other operational costs, and improved customer service and driver efficiency—adding up to a better bottom line.

*Experience a new level of performance*  
Find out how other fleets have reaped the benefits of EOBRs and onboard technology, visit [www.peoplenetonline.com](http://www.peoplenetonline.com). (Check out the special offer at [truckersb2b.com/peoplenet](http://truckersb2b.com/peoplenet)). Don't forget to register for the free EOBR webinar on October 12, 2011. (see right.)



# TRUCKERS: MAKE MORE MONEY IN A TOUGH ECONOMY

While the economic slump has driven many small carriers and owner-operators out of business, others have seen surprising success in their business – simply by using all the features in their load boards.

A load board is a web-based search engine where drivers post trucks and find freight. Like an internet dating service, carriers meet shippers and brokers online. Some carriers use a load board to book every trip and others use it for back hauls. They keep trucks full, allowing drivers to avoid empty miles. Because load boards present the opportunity for business partnerships, it's important to use a load board that checks the credentials of participating companies before they are posted and has years of proven experience.

Load boards are used by transportation professionals, from owner-operators to the largest shippers and brokers, as a reliable source for loads and trucks. Most provide other business-critical tools such as lane rates, compliance, and mileage and routing information.

TruckersEdge®, powered by DAT® is built specifically for owner-operators who want to find freight. It's easy-to-use and very affordable. It provides:

- Unlimited load searching and truck posting
- Instant alarm match notification for your searches
- Mileage and routing
- Broker credit scores and days-to-pay
- Weather and road conditions
- Reliable partnerships – TruckersEdge ensures that every participant in their network maintains the proper authority, licenses and code of conduct.

The DAT Network began in 1978 as Dial-A-Truck (DAT) at the Jubitz® truck stop in Portland, Oregon. It's the original 'load board' that started as a board covered with index cards advertising available loads to for-hire drivers waiting at truck stops. Over the years, the DAT has grown to become the primary place where transportation professionals meet. It's a vibrant marketplace for 60 million loads and trucks per year and has become the industry standard for load boards. The DAT Network serves as the backbone for all of TransCore's load board products.

In the face of an unpredictable economy, put your trust in the safest, largest and most reliable marketplace to find the highest paying loads. With TruckersEdge.net, you'll have your choice of more than 180,000 fresh loads daily, many that you won't find anywhere else. Find out how you can get your first 30 days of TruckersEdge.net free and receive a 10% discount thereafter with TruckersB2B at [www.truckersedge.net/truckersb2b](http://www.truckersedge.net/truckersb2b).

## FREE EOBR WEBINAR

Learn about EOBR requirements and the upcoming changes  
**Wednesday, October 12th 2011 12:00pm EST**  
REGISTER NOW AT [TRUCKERSB2B.COM](http://TRUCKERSB2B.COM)

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Once you get behind the wheel of an International ProStar®+ with MaxxFer® 13, you won't believe what this truck offers. The fully capable 13-liter engine delivers all the power you need, and with our no-hassle emissions solution you get exactly that, no hassle, so you can focus on the job at hand. But what you'll really be impressed with are the Class 8 leading weight advantage and fluid economy, which provide more payload capacity and greater fuel savings for your fleet. And like with all International® trucks, you'll enjoy award-winning service as part of the largest dealer network in the country.

### DON'T MISS THESE GREAT OFFERS!

With the exciting offers, a FREE Meritor Wabco OnGuard™ System or \$3,500 off the purchase of an Eaton UltraShift® Plus, AND the \$1,000 rebate you can receive from TruckersB2B, there's never been a better time to buy.

Learn more and find a dealer near you at:

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# REFER A FLEET

## GET MORE FREE STUFF

For every referral you submit that joins TruckersB2B, you will receive our "Run With The Big Dogs" T-shirt. Then, once your referral earns \$100 in rebates, you'll both get \$25! Just another easy way to score some free cash from TruckersB2B. Refer a fleet and view full details at [truckersb2b.com/refer](http://truckersb2b.com/refer).



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- Manage advances, deductions and reimbursements
- Handle split loads and reconsolidation
- Track trailers, including drop-and-hooks
- Handle carrier and customer confirmations
- Single-user or network configurations
- Dramatically simplify dispatch functions
- Improve customer service
- Automate carrier safety & compliance alerts
- Remote Agent Security
- Multi-shipment functionality

See what companies who currently utilize dispatch software are saying...

*"It tracks every expiration we need to worry about – medical cards, insurance, inspection, registration, and so many others. We also have the option of preventing a driver from being assigned to a load if one of his expirations is coming up. Believe me, our DOT Compliance Officer is absolutely in love with it! ~ Tarisa Dudley, Office Manager, TMS Delivery, Inc. Tyler, TX*

*"[The Dispatching System] has absolutely enhanced productivity. I handle all of the billing and financials. Before, quarterly reports took days; they now take me just hours. Handling Payroll used to take me all day; not it's done in minutes. I've also cut my accounting costs to the bare minimum because the software integrates seamlessly with Quickbooks Pro. And IFTA reports now take minutes instead of days...! just Click Print and I'm done, because all info is already calculated by the software. ~ Keith Dahl Jr., Office Operations, Dahl & Sons LLP, Center, ND*

These companies currently use Prophecy DispatchSeries software.

Prophecy, a partner of TruckersB2B offers a robust desktop-based Dispatch Solution, as well as a new web-based Prophecy OnDemand solution geared toward smaller companies and brokers. To learn more about Prophecy, and the rebate offered as part of your TruckersB2B membership contact your Savings Consultant at 888-937-6334 today or visit [truckersb2b.com/prophecy](http://truckersb2b.com/prophecy).

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