



 **99%**

Higher service levels  
across fleet

 **15%**

Increase in fleet  
utilization

 **48%**

Reduction in trailer  
repair costs

## DRIVEN TO DELIVER MORE PRODUCTS, MORE EFFICIENTLY THAN EVER

### PAPER TRANSPORT HELPS TO BETTER CONTROL COST AND DRIVE EFFICIENCY WITH AN INNOVATIVE FLEET MANAGEMENT PACKAGE

In February of 2019, the leading developer and manufacturer of packaging materials had a dedicated fleet with no capacity issues, no real cost issues, and no on-time problems. It was a solid fleet that delivered the organization's products without much trouble. However, they knew there was more that could be done and needed a more innovative transportation provider to push the envelope and drive them to think differently.

### BUILDING A BETTER WAY TO PACKAGE MULTIPLE SHIPMENTS ONTO ONE TRUCK

Multi-stop shipments are a business reality for many companies. With four plants, each delivering product to customers within a 100-mile radius, it just made good business sense to get the most out of each trip. The issue was a team of highly motivated individuals were manually creating multi-stop loads and didn't have all of the tools needed to reduce costs and drive efficiencies within their fleet.

Getting to a new way of doing business would take a transportation provider filled with innovative ideas. This is where Paper Transport comes in.

### THE TIME HAD COME FOR OUT-OF-THE-BOX THINKING

The situation was a common one in which transportation planners were manually stacking paper bills of lading to organize multi-stop truckloads and plan routes. The team had some visibility into their trailer pool and were spending a lot of time spotting trailers and finding empties to be loaded.

They were running multiple routes each day without real-time metrics for fuel costs, mileage-related costs, or dwell times at customers. Without these metrics, it was difficult to identify areas in which waste could be eliminated and costs reduced. In short, a more forward-thinking solution and a carrier who was willing to take on some of the risks inherent in changing the system.

## PAPER TRANSPORT HELPS TO BETTER CONTROL COST AND DRIVE EFFICIENCY WITH AN INNOVATIVE FLEET MANAGEMENT PACKAGE

Paper Transport started looking for answers and began discussions with the manufacturer to see what could be done to improve operations. PTI came in with a solution that was not only new to our customer but new for PTI as well. The team needed to address the lack of visibility and find a solution to help increase the efficiency of the overall system.

The first step was a digital route planning tool that processed the information on incoming orders and used that data to optimize routes and deliveries. This gave the system visibility to every delivery, allowing the software to digitally arrange loads and plan routes.

The system also gave planners visibility to dwell times so they could monitor how long a truck waited at a consignee. The dwell metrics gave our customer a platform to discuss wait times with customers and make each stop in a route as efficient as possible. This helped drivers save time at each appointment so they could make more deliveries in the same amount of time.

In addition, PTI used optical devices inside each trailer to tell the system whether or not a trailer was empty. This made spotting and recovering trailers in the yard easier, reducing the number of trailers in the yard.

**“WE KNEW THERE WERE MANY DIGITAL PLANNING TOOLS AVAILABLE BUT HADN’T HAD THE OPPORTUNITY TO USE ONE. WE KNEW OUR CUSTOMER WOULD BENEFIT FROM IT AND WE TOOK ON SOME OF THE RISK TO GET UP TO SPEED AND MAKE IT WORK TO OUR CUSTOMER’S BENEFIT.”**

**- Joe Shefchik**

VP Business Development

Paper Transport

## A CAREFULLY IMPLEMENTED PLAN DELIVERS UNBEATABLE RESULTS

When it came to cost savings across the fleet and overall performance improvements, the PTI solution exceeded nearly all expectations. The results of this innovative approach to fleet management really speak for themselves:

- 99% or higher service levels across the fleet
- 15% increase in fleet utilization with a much lower reliance on 3rd-party carriers
- 48% reduction in trailer repair costs with much better trailer management and accountabilities
- An immediate 11% reduction in the number of trailers needed for the fleet

By proving its ability to bring innovative solutions forward, take calculated risks and drive incredible results, PTI has earned a great deal of trust with the manufacturer. The companies continue to work together, building on their success and continuously reducing costs and improving fleet operations.

