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THE ABILITY TO DO MORE

LTI Trucking Services Improves Bottom Line and Saves $370,000

A look at how McLeod Software has enabled the refrigerated truckload carrier to reduce deadhead mileage, improve equipment utilization, control costs and increase revenue.

"With LoadMaster® V8.0, we grew over 10 percent during a very competitive year while simultaneously reducing our operating ratio by 2 percent. This improved our bottom line by $370,000."

Nicholas Civello
Owner and President
LTI Trucking Services

Based near St. Louis, Missouri, LTI Trucking Services is a refrigerated truckload carrier specializing in serving the needs of Fortune 500 food and grocery businesses. The fleet of 150 tractors and 300 refrigerated trailers operates throughout the Midwest and in parts of the southwestern and southeastern U.S. Its Logistics & Brokerage Division also provides service nationwide.

Needs

Operating in a highly competitive industry and a market featuring intense customer demands, flat rates and rising costs, LTI needed information management and reporting capabilities that would enable it to streamline its system, operate more efficiently and profitably and, ultimately, satisfy its customers.

"We wanted to better manage our operations by reducing costs and out-of-route and deadhead mileage and continuously provide our customers the highest quality transportation service possible," Civello says. "Today, customer service demands on carriers are greater than ever while rate pressures and rising operating costs for fuel, drivers and insurance are impediments to success. To address these challenges, advanced management technology has never been more valuable."

Solution

A long-time user of McLeod Software's LoadMaster® product, LTI upgraded to Version 8.0 of the enterprise transportation management system for its improved operations management and reporting capabilities. The company also invested in three new solutions from McLeod Software.

Issues of concern to LTI included a tractor being late for its next stop or being out of route based on the current stop, so additions included McLeod's ETA/Out-of-Route module and Integrated Mapping system, which allows dispatchers to graphically view loads, available trucks and their locations on a large panel monitor or on individual computer screens. Complete information on drivers, tractors and loads is easily accessible while color-coded alerts indicate the status of orders, truck pre-assignments and truck timeliness. Integrated Mapping also allows dispatchers to drill down geographically on a truck icon, all the way to street level, to better determine its exact location and ETA. LTI's truck and load information is also visible to its customers through an Internet access arrangement.

The second improvement was McLeod's Rapid Alert Notification System (RANS) module, which constantly searches for exceptions to user-defined thresholds and provides instant notification by email, a message window or an audible alert. For example, an Empty Distance Alert is issued when an order's empty distance will exceed a defined error threshold by percentage or number of miles.

Results

McLeod Software has helped LTI improve performance by providing an enhanced reporting capability, reducing deadhead mileage, improving equipment utilization, controlling costs and increasing revenue.

While managing approximately 30,000 loads annually and helping LTI to achieve 10 percent growth per year, the enterprise transportation management solution also enabled the carrier to improve its operating ratio by 2 percent in a very competitive year -- resulting in a bottom line savings of $370,000. Each percent reduction in empty or out-of-route mileage, the result of McLeod's ETA/Out-of-Route module and Integrated Mapping system, saves the carrier $200,000. The company is now meeting higher-than-ever on-time delivery standards, with on-time pick-up and delivery to its customers averaging 98 percent.

"McLeod Software has improved our performance and made us a better operating company. It gives us a competitive edge as we grow and has opened the door for us to increase business. It has exceeded our expectations so we can exceed those of our customers."

Nicholas Civello
Owner and President
LTI Trucking Services

Want to look into improving your bottom line? Call McLeod Software today to learn more about the LoadMaster system.

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