

Improve Data Accuracy With POSITRACE



THE COMPANY

Excel Transportation Inc. is a transportation - logistics firm that has been providing bulk commodity hauling services for over forty years in the North American Market. Their team consistently delivers innovative and sustainable logistical solutions for Excel's client base. The company is committed to maintaining the highest standards of quality, efficiency, and safety.

THE CHALLENGE: Inexact Data

Cycle-times, speed, and idling at loading sites are all important components of information necessary for Excel to calculate appropriate and fair compensation for drivers. Before implementing the POSITRACE tracking solution, Excel had to estimate these figures based on extrapolated travel durations and speeds. However, this information was neither precise nor accurate and objectively unfair to drivers, as the travel-duration for each shipment varies slightly. Excel ultimately had no way to determine the actual travel time of each vehicle.



THE SOLUTION: More Information



CASE STUDY

Since partnering with POSITRACE, Excel has been able to obtain the data-inputs that they require to create a universally fair system. POSITRACE uses cutting-edge GPS tracking technology and several types of IoT sensing equipment to provide detailed information about fleet movements and individual vehicles. This means that Excel now has access to speed - alerts, routing - notifications, driver-behaviours and geofencing as well as being able to see the location of units in real-time. Most crucially however, implementing the POSITRACE has provided Excel with accurate time-cycle data, which allows Excel Transportation to measure the time required to make a single-shipment to make the best use of drivers' hours of service and fleet-utilization.



“ The features that positrace have given us which are vital to our business are the speed alerts, the geo zones, the ability to see where the units are in real time, and probably most important of all the cycle time data. ”

MURIEL MCGUIRE
Excel Transportation Alberta Ltd, Accountant

Over the last 2 years, POSITRACE has worked with Excel to develop customized reporting that allows the company to easily determine the time-cycles for each shipping destination. Excel Transport is then able to use this data when creating forecasting, bidding and quoting hauling rates for each destination & shipment.

THE RESULTS: Better Rates & Greater Efficiency

The implementation of a Positrace tracking solution has resulted in greatly improved quality and usability of data, removing the need for guesswork and benefiting all parties involved, including clients and vendors.

Excel Transportation has been able to achieve better rates for all of the company's shipments hauls. Additionally, the ability to monitor vehicles' locations and identify problem areas to be avoided has resulted in less idle-time for the trucks when they arrive for loading & delivery. The benefits of real-time tracking for Excel simply cannot be overstated. The ability to determine where a vehicle is in its transportation-cycle at any given moment has had an enormous impact on efficiency.



“ Overall we have been extremely satisfied with Positrace. Their willingness to work with us has been excellent and they have given us what we have asked for in the way of specialized reports. They go over and above to solve these as quickly as possible. ”

MURIEL MCGUIRE
Excel Transportation Alberta Ltd, Accountant

Contact us and get free advice on how to improve your fleet management.

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