



ASSET PLANNER SAVES TIME, CREATES EFFICIENCIES

It is always a challenge to efficiently plan a route while at the same time meeting every customer's delivery time window request. That doesn't even take into account evenly splitting deliveries across the fleet or balancing labor, overtime, and fuel against route efficiency. The last thing anyone in operations wants are half-loaded trucks and inefficient routes in the field.

Dave Safirstein, who heads up Elite EXTRA's Distribution sales group, and who has 30 years of experience serving the Distribution space said, "What we looked to accomplish when building this algorithm was a single tool that would digest sales order attributes such as customer deliver time windows to suggest the least amount of drive distance, equipment and labor to get the delivery puzzle solved. It needed to be simple to use, intuitive and accurate."

In testing the tool, we took actual historically-run manifests that were run by a large HVAC distributor. They were using Google Maps, which do not take into account truck routing, customer time windows or any order attributes. We ran the route in the order which Google suggested. When setting the start time at 7 a.m., (when the actual route started), it was shocking to see that we were actually late for three deliveries out of nine stops, one being significant at over four hours late. "It's one thing to spend money delivering product, it's another to alienate and potentially lose a customer with poor service," said Safirstein.

We ran the same route through the Elite EXTRA Asset Planner. The results were astonishing. The system recommended splitting one of the orders onto a second truck. In the end, we drove about the same distance across the two trucks; however, we met every customer's expected delivery time and the overall elapsed time took 15 minutes less runtime.

The cost of running a fleet leveraging professional CDL drivers, box and stake trucks, runs between \$400 to \$500 per truck/driver per day – all in. Shaving off time or distance and only using the resources needed to do the job can result in significant savings over a year's time for a distributor with as few as six to 10 trucks at a branch.

To learn more about how this tool might help your company be more operationally effective, contact sales@eliteextra.com.