

C&K Trucking gains command over its fleet.

Large intermodal trucking company teams up with Sprint and Xata Turnpike[®] to transform operations and increase profitability.

Headquartered in Chicago, Illinois, **C&K Trucking** is one of the largest intermodal trucking companies, specializing in the drayage of containers and trailers between ports, railroads and shippers. With 420 trucks, nine terminals, 92 company drivers, more than 300 owner-operators and 300,000 moves annually, C&K Trucking's mission is to become a premier intermodal logistics and drayage company by providing reliable, safe, "value-added" drayage services. These services include understanding customers' business and supply chain process, seeking proactive solutions and ideas for customers, attracting, retaining and continually educating high-caliber employees, providing drivers with the utmost respect and attractive rates, and maintaining and constantly seeking improvement in safety.

Challenge

In the highly competitive transportation industry, carriers run on tight margins and maximizing efficiencies can mean the difference between profits and losses. For C&K Trucking, this was no different. When Mike Burton and his partners purchased C&K Trucking six years ago, they had a single goal in mind for the business: turn the company into the largest, most efficient and safest intermodal trucking operation in the country. Like most owners of transportation companies, there were several roadblocks in place preventing the accomplishment of this goal.

To start, fuel costs were inching higher, and proactively, C&K set out to improve the performance of their trucks by a half mile per gallon. Reaching this goal meant saving hundreds of thousands of dollars per year. Second, C&K's customers were demanding more visibility than ever before. This required C&K to quickly locate drivers and trucks at any given time, so they could determine how close a truck was to making a scheduled delivery. And finally, improving drivers' safety was a chief concern for C&K Trucking. This meant monitoring drivers to help reduce the number of preventable accidents among C&K's fleet. C&K Trucking began looking for a solution that improved customer service and ensured safety of their drivers, all while lowering costs to improve profitability.

Solution

C&K Trucking turned to Sprint and RouteTracker powered by Xata Turnpike, to provide a GPS solution to meet their needs and achieve results to help reach their goal. RouteTracker, is an Electronic On Board Recorder (EBOR) that collects GPS data and diagnostic information among vehicle fleets. The RouteTracker device was installed directly into the diagnostic ports of C&K's trucks in about 10 minutes. Once installed, GPS data from the fleet is then transmitted on the Nationwide Sprint Network. This gave C&K the ability to retrieve and view the detailed metrics behind the fleet's poor mileage and safety performance. These metrics included information such as engine diagnostics, hard-braking, engine idling, speeding, RPMs, odometer readings, mileage and fuel efficiency. This is vital information that can be used to improve the overall performance of C&K Trucking's drivers.

In addition, the Sprint and RouteTracker solution allows all data to be routed to the Xata Turnpike hosted Web site, meaning dispatchers and back office personnel can access vehicle, driver and fleet performance reports, and logs needed to properly file International Fuel Tax Agreement (IFTA) information and record payroll. Once implemented, C&K saw the solution as an opportunity to transform their back office operation procedures to further benefit the company.



Bottom line

Just one year since implementing the Sprint and RouteTracker solution, C&K Trucking has experienced a total savings of over \$300,000 to the company's bottom line. Miles per gallon increased from 5.75 to 6.2 for company drivers, increasing fuel economy by 7.8% and saving \$150,000 annually in fuel costs. Safety also improved dramatically, with C&K seeing a 75% reduction in preventable accidents, decreasing from 12 accidents down to only three. At an average of \$5,000 per accident, this resulted in savings of approximately \$45,000 per year. To top it off, in the latest safety audit, C&K received the highest rating possible by the Department of Transportation, giving the company confidence that their goal was within reach.

In addition, standard operating procedures at C&K Trucking have improved significantly. Because the logs and reports generated from the solution are now electronic, the need to manually enter logs has been eliminated, saving significant time and money. For example, previously, filing IFTA information required entry of 21 logs per driver, per month for 400 drivers. This culminated in over 7,000 logs per year and 2-3 weeks each quarter for employees to file the necessary reports. Now, completing the IFTA information takes less than a day, and has reduced the need for two workers, saving an estimated \$100,000 per year.

Sprint and RouteTracker have reaped huge rewards for C&K Trucking. Monitoring and tracking drivers and trucks could raise flags for some employees, however the drivers at C&K Trucking have embraced the change. They have become more competitive, using the driver ranking scorecards as a mechanism to push themselves to improve performance. These changes have allowed C&K Trucking to improve profitability, increase safety, provide greater visibility and improve service to their customers.






To view a video outlining C&K Trucking's success, please visit <http://www.bigtrucktv.com/item.aspx?spr09tpa2002tur>

For more information about Sprint solutions for the transportation industry, contact your local Sprint representative or visit sprint.com/transportation

"We're very appreciative of the effort Sprint has given to help us pull this together and they have worked with us every step of the way and in every meeting to make sure this has been a successful venture."

– Mike Burton, Chief Executive Officer, C&K Trucking

Here's what C&K Trucking was able to achieve over the past year...

Fuel Economy		7.8%
Truck Idling		63%
Hard Braking		41%
Speeding		73%
Accident Rate		75%

