

COOLING FUEL COSTS

For Stevens Transport

OPERATIONS

Headquarters: Dallas, TX

MANHATTAN SOLUTION

Manhattan Carrier™



CHALLENGE

Escalating fuel prices and a competitive employment market.

SOLUTION

Manhattan Carrier Fuel&Route®, Driver&Load® and Drop&Swap® solutions selected to help the company optimize assets and maximize profits.

PROGRESS & RESULT

Increased equipment utilization by 5%; reduced fuel expenses by 1% per year; strengthened driver retention and recruitment.

“The implementation of Manhattan Carrier has had a significant impact on our business. The solution is enabling us to save \$500,000 a year in fuel costs alone.”

RANDY BARNETT, PROJECT MANAGER, STEVENS TRANSPORT

OPTIMIZING ASSETS AND MAXIMIZING PROFIT

at Stevens Transport

FUEL COSTS CREATE HEAT FOR STEVENS TRANSPORT

Stevens Transport, an irregular-route, refrigerated truckload carrier, hauls temperature-controlled cargo throughout the 48 contiguous states, Canada and Mexico. The company's fleet includes 1,600+ tractors and 3,000+ trailers operating out of 14 service centers throughout North America.

Challenged by escalating fuel prices and a competitive employment market, refrigerated carrier Stevens Transport determined that it needed to increase control over routing and fueling of its fleet of 1,600+ tractors and 3,000+ trailers. The company wanted a real-time carrier management solution that would automatically optimize its drivers' route and fueling recommendations.

STEVENS RESEARCH DRIVES COMPANY TO MANHATTAN

During its survey of the carrier management market, Stevens Transport learned that nearly half of the top 100 motor carriers in North America use Manhattan Carrier solutions. Stevens fully analyzed the components of Manhattan's solution and decided that the Fuel&Route, Driver&Load and Drop&Swap components would best enable the company to optimize its assets and maximize profits.

IMPLEMENTATION SIGNIFICANTLY REDUCES COSTS

According to Randy Barnett, project manager at Stevens Transport, "The implementation of Manhattan Carrier solutions has had a significant impact on our business. The solution is enabling us to save \$500,000 a year in fuel costs alone." As Stevens Transport receives orders, the Driver&Load solution enables the company to match each driver to their load in real time. The solution considers available units and the characteristics of each vehicle, the metrics of the load, the required point and time of delivery, as well as driver hours and preferences in order to optimally match specific drivers with particular loads. The resulting optimized loads help to reduce empty miles, increase equipment utilization and yield higher driver satisfaction.

Once a driver and a load are matched, the Fuel&Route solution considers fixed and variable costs such as fuel prices, taxes and tolls as well as drivers' requests and preferences. Fuel&Route then provides a route that includes fuel stops and street-level, door-to-door directions and communicates this information directly to the driver via Qualcomm units in their trucks. The entire process greatly reduces out-of-route miles and costs.

"A large portion of the fuel savings can be attributed to the impact of Fuel&Route on our relationships with fuel suppliers."

Even the most efficient load and routing functions can be affected by unanticipated circumstances such as traffic, changing weather and fleet maintenance issues. These challenges previously dramatically impacted Stevens' ability to deliver on time, but Drop&Swap now enables the company to manage unplanned events. The solution considers all of Stevens' potential drivers and loads and evaluates each possible scenario in order to perform en-route swapping optimization—ensuring Stevens' shipments stay on schedule.

STEVENS OPTIMIZES ITS MOST VALUABLE RESOURCE

Manhattan Carrier has enabled Stevens to optimize what it views as its most valuable resource—the best employees in the industry. By taking drivers' preferences and requests into consideration, the solution has greatly bolstered both driver retention and recruitment.

In terms of some of Stevens' other valuable assets—equipment and fuel—the company estimates it has increased equipment utilization by 5% and reduced fuel expenses by at least half a million dollars per year. According to Barnett, "We estimate that the company spends more than \$5 million per month on fuel—meaning the current monthly savings is yielding an annual savings of 1% for Stevens."

According to Barnett, "A large portion of the fuel savings can be attributed to the impact of the Fuel&Route solution on our relationships with fuel suppliers." Before the solution was implemented, Stevens had just 170 authorized fuel stops. Today the company has more than 1,000. The increase reflects the belief among fuel suppliers that those offering the best prices will reap the reward of increased business. Barnett explains that prior to automation, deals with fuel suppliers were often arbitrary and relationship-based. He says that "Today our deals are more scientific—they consider cost, location and benefit to both the company and the driver."

