

LONG HAUL TRUCKING IS
ALREADY RECOGNIZING ITS
POTENTIAL TO IMPROVE CASH
FLOW BY ELIMINATING
ERRORS IN TRANSACTIONS



Long Haul Trucking is a specialized carrier, offering Truckload and LTL services, operating in the lower 48 states, Alaska and Canada. Based in Albertville, Minnesota, the company serves over 2,400 customers, handling over 31,000 shipments per year with a fleet of 265 tractors equipped with their specialized Conestoga Trailers

Challenges

To meet the needs of its trading partners for an **Electronic Data Interchange solution**— Approached initially by one shipper that required Long Haul Trucking to have an EDI capability, the carrier soon found itself addressing the same demand from as many as seven of its largest trading partners. The growing demand for EDI transactions required Long Haul to look at changing their EDI operations. The previous operation was a single source individual acting as a translator, offering 210 mappings.

Solution

After evaluating as many as eight EDI solution designed for motor carrier operations, in the summer of 2011 Long Haul Trucking adopted DiamondMine EDI translation software from Inteltek Technologies corporation. Currently, the carrier is also in the process of implementing Inteltek's StripMiner EDI Screen Scraper software.

Combined in a scalable, modular, hosted package, the two solutions form the Inteltek EDI Transportation Suite.



“In a short period of time, we have already identified a real benefit from the use of Inteltek’s EDI software. With the automation of EDI transactions we no longer have to take time to fix data errors. That allows for potential for improved cash flow. We also anticipate administrative savings as we add more customers and freight volume without needing additional staff to handle the increase in business.”

Mike McDonough

Dispatch Manager
Long Haul Trucking

The flat fee Software-as-a-Service (SaaS) solution, accessible over the Internet, allows the company to communicate electronically with shippers to transfer loads, shipment status records, invoices and electronic payments using over 6,200 available EDI maps.

Using a unique engine to recognize patterns in a shipper web sites, the Intelek EDI Transportation Suite pulls information from any format and delivers it back in any required format. The software automatically searches partner websites for loads that meet specific criteria determined by a carrier's business practices, such as lanes, charged, distance and weight. When a match is located on a shipper's web site, the solution automatically "scrapes" the load and performs a variety of functions, including automatically accepting the load, issuing a 204 for CSR review, and sending an email.

The easy-to-implement and flexible solution can be used with any communication platform, including Direct FTP, Secure FTP, AS1, AS2, AS3, SSH, FTPS, email or existing Multi-VAN services, saving monthly data transmission costs. The Suite includes an extensive library of thousands of EDI trading partners, in addition to accepting modules, such as GPS tracking and trading partner relationships without any added software or hardware purchases.

Results

The potential to improve cash flow while lowering administrative costs for a growing volume of business --

With the Intelek EDI Transportation Suite, Long Haul Trucking is already recognizing its potential to improve cash flow by eliminating errors in transactions between the carrier and seven shippers. Looking ahead, the company is anticipating administrative cost savings from the software's ability to handle a larger volume of business for a growing number of trading partners.

"We looked at eight different software packages before choosing Intelek. Ultimately, we chose Intelek not only for its advanced EDI capabilities but also for its less costly flat fee service, and unlike its competitors, Intelek's much lower EDI mapping costs. That was a big deal to us and the largest deciding factor."

Mike McDonough

Dispatch Manager
Long Haul Trucking



VISIT WWW.INTELEKTECHNOLOGIES.COM FOR MORE INFORMATION ABOUT THE INTELEK EDI TRANSPORTATION SUITE SOFTWARE AND PROFESSIONAL SERVICES.

921 26TH AVE NW, NORMAN OK 73069

(405) 364-5473