

CPG Distribution

Food Products



Distribution company saves over 260 man hours in a year with TeleNav Track™.

BENEFITS OF TELENNAV

- **Improved employee accountability**

TeleNav Track enables A&R Wholesale Distributors to easily locate and monitor drivers.

- **Faster customer service**

A&R Wholesale Distributors can provide faster customer service and resolve disputes with specific GPS data.

- **Cost savings**

TeleNav Track helps improve the accuracy of payroll and reduce overtime and fuel expenses.

company needed to increase driver accountability and standardize day-to-day operations. In addition, they knew they would benefit from GPS data that would help navigate drivers, increase payroll accuracy and provide faster customer service.

SOLUTION

After rejecting other solutions that were more expensive and not as user-friendly, A&R Wholesale Distributors implemented TeleNav Track on all 22 of its drivers' phones. Now the company can monitor the location of its drivers from any computer, improving driver accountability and keeping them on schedule. With time constraints from the schools, it's important to ensure deliveries are made on time. This increased insight has given management greater control over day-to-day operations and associated expenses.

"TeleNav Track enables us to make sure our drivers keep to their predetermined routes," said Brian Fay, operations manager for A&R Wholesale Distributors. "We save five or more delivery hours each week with TeleNav Track which adds up to over 260 man hours per year. Along with the decrease we have seen in unnecessary overtime payouts, TeleNav has shown us significant and continual savings."

In addition, drivers have access to turn-by-turn GPS directions, helping to reduce unnecessary mileage. This also helps provide faster customer service.

TeleNav Track has also enabled A&R Wholesale Distributors to improve the accuracy of payroll. If a driver's timecard is missing any data, management can refer to TeleNav Track's breadcrumb report for accurate start and stop times. The breadcrumb report is also useful in



the event of a customer dispute. GPS data provides evidence as to when the driver was there.

"Recently, we got a call from a customer who thought one of our trucks hit and damaged a school fence," said Fay. "Our breadcrumb report that showed my driver was not there at the time, which meant we didn't need to pay for the fence."

A&R Wholesale Distributors also uses customizable alerts, which automatically notify management whenever a driver is stopped for a certain length of time or when a set speed is exceeded. As a result, the company can keep drivers on task and driving safely.

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- Brian Fay, Operations Manager

RESULTS

Fay says that TeleNav Track has exceeded his expectations. "I have a lot more control over day-to-day operations," he said. "I have it open on my computer all day long so I know where everyone is supposed to be at any given minute. I don't know how I would go without it."

How can we help your business?

For more information contact us.

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SITUATION

Established in 1985, A&R Wholesale Distributors delivers food items to schools, hospitals and hotels in an area of over 46,000 square miles in Southern California. With more than 110 school districts in the company's distribution area, educational facilities make up approximately 85% of the company's business. Industry trends have required A&R Wholesale Distributors to provide healthier alternatives to students, so they needed a solution that would allow them to reach maximum efficiency while keeping deliveries on schedule.

CHALLENGE

With new nutritional guidelines mandated by school districts, A&R Wholesale Distributors had to modify its business plan to serve new and different kinds of customers and offer healthier snacks and juices. With these changes, the