

# Partner Profile



## Naro Enterprises

Covington Township, PA

For-Hire Intermodal Carrier • 60 units, 160 chassis units • Family owned • 50% owner-operator

Founded in 1950, Naro Enterprises is a family-owned intermodal carrier servicing the ports of New York and New Jersey. The company is run by the third generation, brothers Michael and Tony Naro.

### COMPLIANCE OVERLOAD

About a year and half ago, Tony was feeling overwhelmed trying to keep up with safety and compliance while running the day-to-day operations of the business. Then he attended a J. J. Keller® Hours of Service Live Event and learned about the Encompass® fleet management system, and his outlook changed.

"We were having trouble handling safety," said Tony. "We had two BASIC alerts so I went to a J. J. Keller event and learned about Encompass. Now our scores are on a downhill path. Encompass is the best thing."

### DRIVER QUALIFICATION FILES SIMPLIFIED

The system has also helped streamline the company's hiring and driver qualification processes.

"Encompass makes hiring and employee set up easy. Every requirement is in there so you can see if you are missing anything or if something is coming due. And if you have an audit, you can print all the documents out. It looks nice and professional."

Tony really appreciates the time he saves each day as well.

"I used to check the driver and vehicle expiration dates daily using spreadsheets at the start of my day. But this was so time consuming that I decided to send all our DQ files to an outside source, which cost \$75 to set up each driver, and \$15 per driver a month to maintain. They gave me two weeks notice of expiration dates. Now, with Encompass, I get a 30-day, 60-day and expired notice. Thanks to Encompass, I save an hour every morning, plus I don't have the stress of worrying that I've overlooked any critical compliance requirements for a driver or unit."

### HOURS OF SERVICE IMPROVEMENT

The company has also seen a notable improvement in their Hours of Service BASIC score since using Encompass, going from 77% before using the system to 49% today. Next on the company's agenda? Adding ELDs via Encompass.

"Now that I have Encompass, we are ready to start the ELD program. I know I won't be looking any further than Encompass for this new venture," said Tony.

We're proud to call Naro Enterprises a compliance partner, and we celebrate their success.

### Where will you take your company?

J. J. Keller® *Encompass® E-Log and fleet management system* — redefining compliance for today's fleets.

JKKellerElogs.com 855-693-5338



"When you're doing the paperwork for a new hire and the phone rings, or a problem arises that needs immediate attention, things can so easily be overlooked or forgotten. Having Encompass is like having another safety person in our office, thanks to the alerts and notifications."

Tony Naro, General Manager



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