

ELOG PARTNER PROFILE

Mercer Transportation

Louisville, KY

TOP 50 NATIONAL CARRIER | 2,000+ CONTRACTOR FLEET | 85 LOCATIONS
OVER 12,000 CUSTOMERS

"I meet with a lot of our customers, and everyone asks about ELogs. If you're not using ELogs, you're viewed as not being on the cutting edge of the industry — and you don't want that perception. You need to be where the competition is, and you need to be better."

J. J. Keller® ELogs give us the edge we need to stay ahead of the competition."

— LEN DUNMAN, SAFETY DIRECTOR



Ranked among the top carriers in the U.S., Mercer Transportation Co. has been in business since 1977 with the philosophy that there is always one more load to be delivered safely. With over 250,000 loads delivered annually, safety and compliance are vital to the company's success.

Mercer Transportation chose J. J. Keller as their ELog and ELD compliance partner in order to stay ahead of the mandate, to improve their Hours of Service BASIC scores, and to enhance the competitive edge of their contractor fleet.

Len Dunman, Safety Director at Mercer, provides insight on the value of ELogs and why J. J. Keller is the right partner for Mercer:

THE BUSINESS MODEL

"We have a 2,000+ contractor fleet, and we respect their ability to do the right thing. Contractors are some of the safest people on the road. They own their trucks and trailers, so they don't want to abuse their equipment. They're buying their own fuel, so they worry about fuel mileage. Contractors are business people, and things that make business sense to them will work."

THE CHALLENGE

"CSA has changed the way management and contractors think. With so many people in our peer group already using ELDs, we had to go in that direction in order to reflect the company that we are and to make sure our CSA scores stay low. With HOS violations affecting CSA scores, we realized that we couldn't keep our scores where we want them to be with paper logs."

THE SOLUTION

"Our relationship with J. J. Keller goes back for years. In fact, we have turned to J. J. Keller for nearly 40 years to help us manage compliance and safety, so it was a pretty easy decision to go with them for ELogs. We felt comfortable with them from day one, even during negotiations. They were honest with us, and that was key. J. J. Keller is more than a vendor — they're a partner."

THE BENEFITS

"The installation of J. J. Keller® ELDs was not difficult, and the transition to ELogs was pretty quick and painless for everyone involved. Plus, the support from J. J. Keller has been excellent. Using ELDs makes sense to our contractors. It eliminates paperwork and ultimately saves them time and money. The paperless technology also eliminates two of the biggest Hours of Service violations that show up on CSA scores: driver duty status not current, and form and manner violations. By using J. J. Keller® ELDs, contractors can focus on what they enjoy — hauling freight — without having to worry about how many hours they have."

Since implementing J. J. Keller's **Encompass®** with ELogs, Mercer Transportation has achieved:



Reduced
Workload For
Employees



Eliminated
Driver Duty Status
Not Current and
Form and Manner
Violations



User-Friendly
for all drivers



Improved
HOS BASIC score



We're proud to call Mercer Transportation a compliance partner, and we celebrate Len's success.

Where will you take your company?

JJKeller.com/ELogs | 855-693-5338


J. J. Keller
& Associates, Inc.®
Since 1953