

## ELD PARTNER PROFILE

# Roadrunners Autotransport, Inc.

Markham, IL

AUTO HAULER | 84 VEHICLES | 50 DRIVERS | MIXED FLEET | FAMILY OWNED

*“If it wasn’t for J. J. Keller’s partnership and assistance, knowledge and teaching, we wouldn’t be where we are today. And really, being compliant and being safe ... that’s what we feel has catapulted our company to the next level. That is really what made us grow.”*

— SAL GIOVINGO, PRESIDENT AND OWNER



Roadrunners Autotransport has been in business for over 40 years. From its humble beginnings as a mom and pop shop, to a progressive market leader, Roadrunners Autotransport exemplifies what makes American small businesses great: hard work, dedicated customer service, and commitment to their employees.

The company’s president and owner, Sal Giovingo, acknowledges the road to small business prosperity has not been easy.

“Back in 2001, we received an unannounced DOT visit for a full-blown, comprehensive audit,” he said. “We were in such poor shape. We weren’t conducting any drug testing. Our drivers weren’t filling out log sheets. We were really doing things the wrong way.”

Sal says the audit was the best thing that could have happened to him. He drove six hours through a snowstorm to attend a J. J. Keller® training session in Iowa, with the hopes of turning the tide at his company. And that is exactly what he has done. In fact, their recent DOT audit was flawless.

In 2011, Sal contacted J. J. Keller about the **Encompass® fleet management system**. He was looking for a paperless option for driver qualification and logs that would improve compliance and efficiency within his operation. The results speak for themselves.

Sal attributes his success to the holistic approach of J. J. Keller® **Encompass® with ELogs** and the resulting company-wide commitment to safety. “The program encompasses the whole company, and that’s the thing ... everyone’s involved, not just one person. You need compliant drivers to grow your company. You need professionals. People who actually take pride in their profession.”

Since implementing J. J. Keller’s **Encompass® with ELogs**, Roadrunners Autotransport has achieved:



**12%**

Revenue Growth



**10%**

Driver Growth



**8 Hours**

Saved Weekly In IFTA Preparation



**10–14%**

Annual Fuel Savings



**Reduced**

Workload For Employees



We’re proud to call Roadrunners Autotransport a compliance partner, and we celebrate Sal’s success.

Where will you take your company?

[JJKeller.com/ELogs](http://JJKeller.com/ELogs) | 855-693-5338

