

ELD PARTNER PROFILE

Spotters Ink, Inc.

Germantown, WI

15 DRIVERS | 35 UNITS | REFRIGERATED TRANSPORT | LOCAL/SHORT-HAUL

*“J. J. Keller® **Encompass®** fleet management system makes my life easier, the drivers’ lives easier, and improves productivity and customer service.*

We have a great safety rating ... and we give that credit to having J. J. Keller® ELogs.

— TED ZINGALE, OPERATIONS AND SAFETY MANAGER



Spotters Ink started as a two-employee operation in 2006, and has since grown into a short-haul carrier with 15 drivers — all thanks to its dedication to customer service. As Spotters Ink has expanded, however, so have its operational and compliance challenges. The J. J. Keller® **Encompass® fleet management system** has helped Operations and Safety Manager Ted Zingale manage the increased workload while saving time and money.

DRIVER PRODUCTIVITY

J. J. Keller® ELogs have allowed Spotters Ink to increase efficiency, getting loads from their customers to the refrigerated warehouse faster. “My guys aren’t stopping to put load numbers in and write details on paper logs. This is all done with a few touches of the J. J. Keller ELog. Before using J. J. Keller ELogs, drivers ran 8 or 9 loads a shift; now they’re doing 11 or 12. More loads mean more money at the end of the week.”

COST SAVINGS

Drivers at Spotters Ink are paid hourly and used to have to punch a clock. Now they are paid off of their ELogs.” With **Encompass**, my overtime costs have decreased 8-10%. I can see where the guys are with their hours and who can pull extra loads. It tells me exactly when drivers start and end their day, because they log into the app. No more waiting for drivers to call in and tell me where they are at with their hours.”

TIME SAVINGS

Using J. J. Keller® ELogs for payroll has resulted in significant time savings for Ted as well.” I will never change my mind as far as how payroll works now. It used to take me three days to do payroll. Today, with **Encompass**, I can do it in an hour and a half. Payroll, compliance, safety, what hours drivers have available ... it all comes together like a fine-tuned machine.”

USER-FRIENDLY SYSTEM

Ted was pleased he was able to get up and running with J. J. Keller® ELogs so easily. “If you can turn on a computer, you can run this system. It’s that simple. There’s nothing hard about it. And if you do need help, J. J. Keller is available 24/7.”

Since implementing J. J. Keller’s **Encompass® fleet management system**, Spotters Ink has achieved these weekly improvements:



2-4

Additional trips per shift



8-10%

Overtime cost savings



1½ Hours

Reduced payroll processing time



User-Friendly

System for driver buy in



We’re proud to call Spotters Ink a compliance partner, and we celebrate Ted’s success.

Where will you take your company?

JJKeller.com/ELogs | 855-693-5338

