

## Locus Traxx Customer Success Case Study



Grower Saves \$180,000 a Year by Utilizing the OverSight™ System from Locus Traxx.

### FAST FACTS

#### Customer Profile

A large volume grower and shipper serving retailers, wholesalers, shippers and purveyors.

**Country:** United States

**Industry:** Produce

“With OverSight™, we learned more about our shipments in eight months than in all our years doing business. This service should have been around ten years ago.”

Director of Transportation, Locus Traxx Client

As the price of food increases, pressure builds on growers and distributors to minimize shrink. This is especially true for those working in the produce industry, as the value of commodities here are often in the six figure range per truckload. We are a large volume grower and shipper, and we needed a monitoring solution that showed us exactly where the trouble spots in the shipping routes were with our products in transit. Today, we are operating with virtually no losses in the transportation chain, and we estimate a savings of \$180,000 per year.

#### Company

We are a large volume grower and shipper that serves retailers, wholesalers, shippers and purveyors. Annually, we move over 10 million packages and generate nearly \$100 million in revenue.

Our transportation department works very hard to ensure that our shipments arrive at their destinations in a timely manner, while maintaining freshness and quality in the process.

#### Challenges

We were experiencing an average loss of one truckload per season of a highly valued commodity, and could not figure out where the problem was, even with standard analog temperature recording devices installed.

We needed a way to pinpoint where the break in the system was so that we would be able to rectify the problem and prevent additional loss in the future.



## Solution

When we heard about the real-time remote monitoring offered by Locus Traxx, we knew that we had found the right solution.

Up to the point we heard about Locus Traxx, we had only used primitive recording devices that, at best, gave mediocre performance.

We were excited about Locus Traxx's OverSight™ solution because it would allow us to monitor the temperature, location, and security status of our shipments in real-time, something we never knew existed.

Locus Traxx set up a web portal for us to access a version of their OverSight™ system completely customized for our organization. They then hosted training to make sure we understood the ways to utilize all of the features within OverSight™.

The hardware that Locus Traxx supplied for the trucks transmitted real-time data to OverSight™, instantly viewable on our computers. We could see the trucks moving their way along the map (Locus Traxx uses Google Maps within OverSight™), and if the temperature inside the trailer exceeded any of our preset limits, we would get an alert message through OverSight™ and an alert sent to us via email.

At one point along the route, when the truck was moving through the desert, the temperature in the truck rose above the limit we had set. We received an email stating the temperature was in the warning zone. We immediately called the trucking company, who called the driver and instructed him to boost the air conditioning within the trailer. That load (worth almost \$200,000) arrived at the dock fresh and safe.

Through the use of the OverSight™ system, we were able to identify that location along that route as a trouble zone. We now instruct our

trucking company to make sure they decrease the temperature of the trailer when they are in that part of the desert.

At the end of that season, we had not lost a single shipment because of temperature abuse. We now use Locus Traxx equipment on nearly fifty percent of our shipments.

## Benefits

Today, we are looking to expand our business, and we intend to utilize OverSight™ to monitor all of our company's shipments. We have decreased shrink since implementing OverSight™, saving us a substantial amount of money.

Our transportation department is impressed with OverSight's ease of use. Our transportation director said, "I can't believe a system like this wasn't invented sooner."