



Westar Reduces Deadhead Miles and Saves \$250,000

A look at how McLeod Software has helped the specialized carrier reduce empty mileage, improve productivity and lower overhead costs

"Empty miles dropped by 9% and \$250,000 dropped to the bottom line. Talk about quick payback."



Stephen Majewski
Chief Financial Officer
Westar Transportation



Based in Wichita Falls, Texas, flatbed carrier Westar Transportation serves oil and gas, building products and general freight shippers. Founded in 1998, the company has grown steadily and now fields 130 tractors and 150 trailers in nationwide service.

Needs

"We wanted to reduce our deadhead miles and to do that, we needed to generate customized reports and track data on revenue and costs," Steve Majewski says. "In order to do this, we needed a software system that integrated accounting with operations. We knew that merging all areas of our business together under one system would help streamline decisions and ultimately, enhance the productivity of our operations and the profitability of loads."

Solution

The data visibility gained with McLeod Software's LoadMaster® dispatch, operations and accounting

management software, improved Westar's ability to manage its growth and its financial and operational business processes using a single, fully integrated system. Accuracy of data input into LoadMaster is also enhanced because each module of the solution fully integrates to every other module.

Results

LoadMaster has reduced Westar's deadhead miles by 9%, resulting in a savings of \$250,000 annually. At the same time, while the size of the fleet has doubled from 60 to almost 130 trucks and from approximately 90 to 150 trailers, average revenue per mile has increased by 40% for total miles billed and 38% for total miles run. The system is also credited with reducing the size of its administrative staff by 15%, improving productivity and lowering other costs.

Want to look into reducing your deadhead? Call McLeod Software today to find out more about the LoadMaster system.

"Westar has grown from a small operation into an intermediate company, and a good portion of that growth has been possible because of the decision to purchase McLeod's LoadMaster software. Since we adopted the fleet management solution, we've saved \$250,000 per year by reducing empty mileage, as well as realized several other significant savings."

Stephen Majewski, CFO
Westar Transportation

For more information, contact us toll free at 877-362-5363 or visit us at www.McLeodSoftware.com.

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