

# User Success Stories

## D.H.T., Inc.

D.H.T., Inc. of Reese, MI, is a regional carrier serving Michigan and surrounding states. Their fleet hauls general freight including liquid fertilizer, propane, sand & gravel, lumber, and even sugar beets – an area favorite. This rapidly growing company uses Prophesy solutions for dispatching, fleet maintenance, GPS tracking, document imaging, and more.

For much of its 25-year history, D.H.T. was dependent on manual methods and lots of paper to manage its operations. “Our loads were tracked solely on paper slips stuck on an old-fashioned big board,” said Rick Harrison, dispatcher. “We got by, but it was difficult to make heads or tails of it sometimes. On top of that, almost everything else was written by hand and had to be duplicated several times throughout the course of a given load. At the same time we were growing as a company and could barely keep up. When our fleet reached about 30 trucks, we knew we’d be in

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trouble if we didn’t take steps to scale up our systems to accommodate our increasing fleet size.”

In March 2007, owner Dave Hausbeck began his search for software that would help to remove some of the strain. It was not long before his search led him to a single software suite that would shoulder the burden of not only a few processes, but each and every operational need of the company.

After a demonstration with Prophesy’s National Sales Manager Kevin Pasternack, whose continued service the folks at D.H.T. have simply described as “fantastic”, Hausbeck was convinced that Prophesy was the right solution for his growing company. The company implemented Prophesy Dispatch with QuickBooks® Pro Interface, Document Imaging, as well as fuel card import, brokerage capabilities, and other useful modules. Staff members also took advantage of Prophesy’s comprehensive training program to quickly get up to speed.

Immediately the power of the system became evident. Using the QuickBooks interface, all data duplication and other headaches between their dispatching and accounting teams were eliminated. Key documentation is now digitally stored and quickly retrievable with Document Imaging. With the addition of Prophesy FleetTrax, each vehicle’s preventive maintenance schedule is now accurate and current. And with Prophesy TaxTally, LogPlus, and DriverTrax fully integrated with their dispatch application, all tax reporting, log auditing, and driver management is now a snap.

In March 2008, D.H.T. added Prophesy’s Mobile Comm GPS solution to track their fleet. They quickly realized the power of Mobile Comm as a tool to keep customers informed and happy, and they have even implemented creative ways to maximize its use. “We have actually hung a 50-inch high-definition screen in the office that is dedicated to displaying our online Tracker map, showing the GPS location of every one of our units,” said Harrison. “When a customer calls looking for information on their shipment, we can give them an accurate answer inside of ten seconds. I never stop to wonder how valuable an addition this has been to our business...our customers tell us every day!”

D.H.T. continues to grow, now boasting a staff of 70 employees and – due to a recent acquisition – a fleet of 38 vehicles. With the help of Prophesy, each of these vehicles is maintained and tracked flawlessly, documentation is well organized, federal requirements are always met, and the D.H.T. workforce is breathing easy.

For more information about Prophesy’s Total Software Solution for Trucking, email [moreinfo@mile.com](mailto:moreinfo@mile.com) or call (800) 776-6706.

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