

User Success Stories

Grimes Logistics

Established in 1972, The Grimes Companies include an active for-hire fleet of 20 trucks hauling dry foodstuffs throughout the U.S., as well as a thriving brokerage operation. They operate locations in Jacksonville, FL, and Belcamp, MD.

With the success of both Grimes companies, came unique challenges. In 2006 the folks at Grimes found their trucking operation growing once again while also juggling the addition of their new brokerage operation. They identified the need for a complete dispatch management solution that could help them keep up with both, all at once. It was also important to the Grimes team that their new solution integrates with their existing WMS, as well as QuickBooks® Pro Accounting.

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After exploring many options and conducting a rigorous screening process they selected the popular Prophesy DispatchSeries Software as the solution to manage the day to day processes of both operations. In short order, the Grimes team was up and running with their powerful solution, and in that year the company saw their greatest growth to date. Their business community took note and named Grimes 9th of their area's 50 fastest growing companies in 2007.

Their success continued, and in early 2008, Jessica Linton, Grimes Trucking Office Manager, found her team in need of a user-friendly document imaging solution to keep all load paperwork associated with the proper invoices, and to track inspection reports required by the growing fleet. She reached out to Kevin Pasternack, Prophesy National Sales Manager, who identified the Prophesy Document Imaging interface as the ideal solution for Grimes as it integrated completely with their existing Dispatch system, seamlessly

sharing files for easy reference.

“Prophesy DI is such a time-saver. We use it for keeping the driver files up to date, for matching POD's – it's great,” said Linton. “In the past when we closed financials each month, we would file away the back-up paperwork. And whenever we needed anything we would have to pull the files from storage. Now, instead of pulling out boxes we just point-and-click and pull up the documents we need right from the system.”

Combined with their Prophesy VisiFreight (Internet Shipment Tracking) option, the team at Grimes is able to invoice customers electronically, dramatically reducing turnaround time on payables. “We use the rendition billing feature of the system, which sends all forms through VisiFreight,” said Linton. “This makes our customers happy and our invoices more timely. I would definitely recommend this combination”. Prophesy VisiFreight allows documentation to be automatically uploaded to a secure website from the Dispatch database, allowing customers to view documents, print them, or save them to a local hard drive.

For more information on Prophesy Document Imaging or on our suite of software solutions designed for trucking, contact our team at 800.776.6706 or at moreinfo@mile.com.

Account
Managed By:

Kevin Pasternack
National Sales Manager
14 years with Prophesy
(20 Years in Transportation Industry)

April Anselmo
Senior Account Manager
10 years with Prophesy

