

User Success Stories

Not Just Trucking, LLC

Not Just Trucking, LLC is a Connecticut-based carrier specializing in the transportation of liquid products including gasoline, heating oil, diesel fuel, kerosene, liquid asphalt, and more. The company also hosts fuel inventory control systems for third parties, offers instruction in commercial driving, safety, and hazardous materials transportation, among other services. Founded in November 2002 with five tractors, Not Just Trucking now extends its services to all of New England and manages a fleet of 20 tractors, 16 gasoline tankers and 8 asphalt/heavy oil tankers with a dedicated crew of hazmat-certified CDL drivers and several office staff.

Not Just Trucking founder John Dwyer is no newcomer to trucking. He has worked in the industry for 30 years in a range of jobs including CDL driver, dispatcher, operations manager, and even president of a large trans-

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- John Dwyer, Owner

portation company managing multiple distribution centers. He is currently State of Connecticut Vice President of the American Trucking Association, on the Board of Directors of the Motor Transportation Association of Connecticut, Chairman of the Board of Directors of The Golden Age of Trucking Museum, actively involved in the State of Connecticut Federal Highway Watch, and a member of the Homeland Security Policy Committee. He is also a certified HM-126 trainer on hazardous materials transportation. Dwyer’s high standards of business are reflected in his impressive list of credentials. The Not Just Trucking team strives for the very best in efficiency and complete compliance with ever-changing DOT regulations.

In the past, Dwyer and staff had relied upon a legacy software system for dispatching, QuickBooks® for accounting, and spreadsheets for various other tasks. “The major problem posed by our former dispatch software was that it wasn’t kept current by the manufac-

turer,” said Dwyer. “In today’s transportation industry, software needs to be continually updated to meet changing laws and requirements, so at some point it just stopped meeting our needs and became antiquated.” Furthermore, the spreadsheets were error-prone and did not share data, leaving the office staff prey to miscommunication as well as data entry mistakes, lapses, and duplication.

John Dwyer began his search for a new software system to handle his company’s dispatching needs and quickly found Prophesy Transportation Solutions, Inc., also based in Connecticut. After a thorough review of the features and benefits of Prophesy’s DispatchSeries software with account manager Jay Votzakis, Dwyer selected the Prophesy solution for his business. This fully integrated suite included an interface to his existing QuickBooks accounting software to handle all dispatching and accounting operations, as well as integrated commercial mileage and routing, fuel tax reporting, and driver management.

Dwyer and Office Manager Sue Begin participated in comprehensive training with expert Prophesy implementation consultant Kim Manzone, who worked closely with the Not Just Trucking Team, guiding them through all functions of the software using their own data. As an added benefit, much of the training took place on-site, allowing them to use the software in their live environment and get a true sense of how things

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Account
Managed By:

Jay Votzakis

Senior Account Manager
6 years with Prophesy



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would function after going live. While on-site, Manzone also assisted in the implementation of the Prophesy software and its modules. "Kim really shines through and shows her worth as an excellent instructor and technical specialist," said Dwyer. "She was able to implement the Prophesy system on our network and show us everything we needed to know to use it over the course of a couple days. I was surprised how easy the whole process was."

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Once the new Prophesy system was in place, the benefits became visible immediately. Dwyer has noted the newfound ease with which his staff is able to book and track loads, as well as an increase in productivity due to the wealth of tools and increased efficiencies provided by the Prophesy DispatchSeries software. "It is a

tremendously time-saving program," said Dwyer. "Using Prophesy, one person can handle a workload that used to require three people. It makes all our dispatching operations much simpler." The company also benefits from the integration between Prophesy and their existing QuickBooks software, seamlessly transferring billing and other information between their dispatch and accounting staff. Most recently, the company commissioned Prophesy to create custom-tailored reports that handle their specific reporting needs.

"Our experience with Prophesy has been and continues to be very beneficial," said Dwyer. "Even in this weak economy, we're not only able to stay afloat but we're projecting a steady increase in revenue over the next year. The new capabilities and efficiencies we've gained with Prophesy have been a tremendous help in maintaining our stability and growth."

For more information about Prophesy's Total Solution for Trucking, email moreinfo@mile.com or call 800-776-6706.

