



Editors note: Teletac Inc. and Navman Wireless are now merged as a global telematics powerhouse. This content was created prior to the unification of both brands.

## Navman Wireless iCOS LIVE integration enables significant business growth for ScuzzTrans

*Real time track and trace provides transparency, control and effective systems management*

ScuzzTrans is a small family-run Queensland-based transport company, loading containers in and around the Port of Brisbane. As specialists in container transport between the Northern Rivers and the Port of Brisbane, ScuzzTrans has a fleet of late model trucks and trailers servicing Northern New South Wales and Queensland. ScuzzTrans also has a container pack and unpack depot in Brisbane, as well as offering container storage in the city.

### Tracking and tracing vehicles and cargo

Dealing with an increasing number of jobs for customers, all of them being time critical deliveries, ScuzzTrans needed a way to track and trace not only their fleet vehicles, but also the cargo on board each vehicle via a transparent easy-to-use and reliable system.

Owner and operator Andrew "Scuzzy" McSweeney said minimising the costs associated with demurrage fees and storage costs is vital to his business.

"Most of our work is time sensitive. Cargo sitting on wharves can incur significant up-front costs to our customers, so we needed to be able to effectively manage the process of loading and offloading containers and freight and scheduling vehicle works flows."

### Navman Wireless and iCOS LIVE working seamlessly together

In early 2013, following a successful demonstration phase, ScuzzTrans implemented a joint track and trace management system using a combination of a Navman Wireless GPS fleet management solution and iCOS LIVE transport and logistics management system.

Navman Wireless' Qube tracking device, combined with the iCOS LIVE system provides a fully integrated solution, enabling ScuzzTrans to monitor routes, speed, driver behaviour and real time vehicle location. Navman Wireless and iCOS LIVE scheduling and dispatch allow ScuzzTrans to send job bookings to vehicles in priority order and receive accurate proof of delivery (POD). In addition iCOS GO enabled tablets are given to the drivers providing turn-by-turn navigation and two way messaging as well as signature capture on pick up and drop off of goods.



*"The role of fleet management in any transport company is crucial and with the integrated systems ScuzzTrans has now full fleet and cargo visibility. Our business and our customers are both reaping the benefits of the solution."*

**Andrew "Scuzzy" McSweeney,  
Owner and operator, ScuzzTrans**

## Benefits to business and customer

Unlike other integrations that iCOS LIVE has with GPS providers, Navman Wireless send accurate satellite GPS coordinates to iCOS LIVE transport and logistics management system which give a true, real-time location of all vehicles and produces tangible benefits to ScuzzTrans business. "The integrated Navman Wireless and iCOS LIVE solution has given us the best of both worlds. Not only do we know where our vehicles are at any one time, we also know exactly what is on board by Italian company with a global presence in the cement industry. Raul Tamez, vice president of traffic, runs his operation like a fine sports car: precise and efficient. One key is operating a safe fleet with Alamo Transit owner-operators who practice safe driving only taking a glance at the iCOS LIVE view mapping," said Scuzzy.

"The systems have made a massive difference to our bottom line."

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*"Since installing the Navman Wireless/iCOS LIVE management systems our business has grown by 35%. Two years ago we were struggling to complete 20 to 30 jobs a day, while now we are consistently delivering between 55 and 80 jobs per day. It's a demonstration of track and trace at its best."*

**Andrew "Scuzzy" McSweeny,  
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In one instance Scuzzy said the company saved \$600 after a customer tried to claim non-delivery of goods, but ScuzzTrans was able to prove that the merchandise had been delivered after the system tracked and traced every move with longitudes and latitudes date and time stamping through the combined data from iCOS LIVE and Navman Wireless.

"It's a demonstration of track and trace at its best," said Scuzzy.

Compared with previous manual based system where the despatch team needed to be in mobile contact with drivers who were trying to take notes over the phone, the new system is simple and effective to operate.

"All despatch, freight, route and delivery detail information is on tablets in front of drivers in the form of electronic run sheets and they love using it."

## Considerable business growth

Scuzzy said the new integrated system has enabled his business to grow considerably.

"The integration of two highly effective management tools has been integral to the ongoing success of the business," he said. "As well as delivering smoother processes both in the office and in the truck's cabs, we've been able to increase our container movements and yet retain the same staff numbers. We estimate that in the first six months of using the system we saved the business \$50k by not having to employ additional staff to manually process the additional workload."

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The new integrated system has enabled ScuzzTrans to secure a number of new customers in recent months as Scuzzy has had more time to grow the company.

"The transparency of information and the ease of use have given us more control as a family business, more control and time to grow our customer base. Little things like the sign on glass delivery process is a big deal for some customers and the demonstration of the Navman Wireless iCOS LIVE solution has helped us to win big several new contracts," said Scuzzy.

"And we think we're on our way to winning more," he said.

Scuzzy has been able to step out of the business more and more—getting back his life to focus on the things he loves doing driving – his NED Kelly truck and trailer, which incidentally is going on tour with country and western singer Jayne Denham

