

Smart Transport Solutions Ltd

Courier Exchange Case Study

Mick Stringer MD and Paul Spooner Operations Director set up Smart Transport solutions as a driver agency five years ago. Mick has been in transport all his working life since leaving the Army in 1990. Recognising there was a shortage of drivers, they managed to start and grow their business on the back of the influx of qualified HGV drivers from Eastern Europe. But as this market has changed they have developed a haulage business now with 4 artics and two vans.



Mick and Paul have two vehicles on container work up the road from their depot near Rugby with one curtainsider on general haulage work. And like many small haulage businesses Mick and Paul keep their hand in driving by filling in shifts to keep the vehicles running 24/7 five days a week.. Now the agency driver work is picking up again Mick says he is not sure how long the driving will go on for.

The other key player in Smart Transport Solutions' operation is Steve in a van based in Shaftesbury over 150 miles from Rugby. " He is an old mate from our army days and was made redundant, says Mick. It was the only reason why we took on a van." Having signed up to Haulage Exchange to keep the artics busy, Mick is using Courier Exchange for all the van work. It is easy to use to see the loads available in the office and plan accordingly.



Steve is completely mobile says Mick and with CX Mobile is able to plan his daily operations while on the move. We are amazed at

the quality of the information we get out of Courier Exchange. With POD and confirmations of loads online while Steve is on the move, we can plan and develop his workload in advance.. CX gives us complete visibility of the operation. The reports tell it all: "In the last 7 days Steve completed 23 jobs from Courier Exchange and the van made a profit of £1,090. Courier Exchange gives us an excellent view of what is going on. For a small business this is crucial as the phone and fax don't seem to stop and administration has to take a back seat to getting the job done.

So confident are they with Courier Exchange and Haulage Exchange's ability to support their business that Mick is planning to put another two artics and a van on the road in the next few months.

Courier Exchange, the UK's fastest growing exchange for owner drivers, couriers and freight forwarders, announce the launch of their new 'Journey Sweeper' system. This revolutionary feature automatically notifies members about available backloads and urgent loads that are available en-route during their return to base. The system is extremely effective at reducing driven miles when there is either no load or only a part-load on board, a major economic and environmental issue for companies in today's marketplace.

Courier Exchange (<http://www.courierexchange.co.uk>)

Real time trading platform for the same day and express freight industry.

Haulage Exchange (<http://www.haulageexchange.co.uk>)

Real time online trading platform for the haulage industry.

CX Mobile (<http://www.cxmobile.co.uk>)

A sophisticated, yet affordable & easy to use mobile data service for courier & transport companies.

Transport Exchange Group (<http://www.transportexchange.co.uk>)

Europe's largest network of professional freight exchanges and a member of the Fret Alliance.

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