



Cargo Transporters Enhances Safety and Efficiency with Fleetworthy

Claremont, North Carolina-based Cargo Transporters is a truckload, dry van carrier operating 504 late-model trucks in the 48 lower states. While Cargo Transporters specializes in moving freight with specific delivery times and JIT/expedited truckload service on lanes east of the Rocky Mountains from locations in North Carolina and South Carolina.

The company provides shippers with a complete outsourced transportation solution. For Cargo Transporters, identifying solutions to operate as efficiently and environmentally friendly as possible is a priority.

In September, the company was one of 21 truck carriers to receive a SmartWay Excellence Award from the U.S. Environmental Protection Agency as an industry leader in freight supply chain environmental performance and energy efficiency.

Cargo Transporters' leadership group is committed to driving positive change in the trucking industry. Its President & CEO, Dennis Dellinger, was recently installed as the chairman of the American Trucking Associations (ATA). The ATA is the trucking industry's largest and most comprehensive national trade association representing all sectors of the industry.

DRIVEWYZE AND BESTPASS THROUGH FLEETWORTHY

As a leader in the industry, Cargo Transporters is proactive in identifying effective solutions to help drivers and the company operate more safely and efficiently. Among its fleet management services that it uses are Drivewyze by Fleetworthy for weigh station bypass and proactive in-cab driver safety alerts and Bestpass by Fleetworthy for toll management services. Bestpass, now operating under its



parent brand 'Fleetworthy' recently acquired Drivewyze to combine its complimentary fleet management services under one umbrella – Fleetworthy.

According to Jerry Sigmon, Jr., Cargo Transporters COO, the company has used Drivewyze and Bestpass for several years, and both providers have been effective in reducing driver downtime, operating costs, and time spent on administrative tasks by using weigh station bypass and toll management solutions.



BENEFITS OF BYPASSING WEIGH STATIONS

Through Drivewyze's PreClear weigh station bypass service, Cargo Transporters drivers can bypass many weigh station locations across the country. Drivewyze is the largest provider of this service, with more than 900 fixed and mobile weigh station sites in 48 states and provinces in its network. When drivers approach an upcoming weigh station, they receive a visual and audio notification through their ELD with permission to bypass the inspection site or instruction to pull in. Since Cargo Transporters has good safety scores and bypass rates are tied to a carrier's safety standing, its drivers receive permission to bypass weigh stations at a high rate.

In fact, according to recent data from Drivewyze, over a recent 30-day period (October), with approximately 500 vehicles subscribed to weigh station bypass (491), Cargo Transporters received 10,237 bypasses. Each bypass is worth an estimated \$8.68 in fuel and time savings. Multiplied over the 10,237 bypasses, Drivewyze created an estimated monthly value of \$88,857 – an ROI of more than 10x their monthly cost.

"PreClear is a great service that helps us reduce downtime and costs associated with pulling into inspection sites," said Sigmon. "It's a service our drivers really appreciate having. They don't like spending their time waiting at inspection sites, or any delays for that matter, and Drivewyze helps them stay productive."

KEEPING DRIVERS SAFE WITH THE HELP OF SAFETY+

In addition to PreClear, a few years ago, Cargo Transporters began using its proactive in-cab safety alerts service, Safety+, to help support safe driving practices across its fleet by informing drivers of upcoming hazards that could cause issues. Through Safety+, which is a premium subscription-based extension of Drivewyze Free, the company can alert drivers of low bridges, high truck rollover corners, severe weather, high violation areas for speeding, high-risk areas for cargo theft, and more. With Safety+, Cargo Transporters can also access back-office tools to create their own customized driver alerts.

For drivers, especially those new to trucking or those traveling on unfamiliar routes, receiving a notification of an upcoming troublesome area, like a low bridge, is helping Cargo Transporters reduce their chances of being involved in an incident. According to Darren Burger, Cargo Transporters Vice President of Operations, in 2023, the company saw a significant reduction in bridge strikes compared to the year before, when drivers weren't receiving in-cab safety alerts.

In addition to the safety alerts provided by Drivewyze, Cargo Transporters has created custom alerts specific to its operation. According to Burger, the company recently developed notifications to warn drivers of a new 4-way stop intersection near one of its terminals.

EFFICIENT TOLL MANAGEMENT WITH BESTPASS

For Cargo Transporters, using Bestpass to simplify all aspects of processing and managing tolls is a solution the company has relied on since 2008. With more than 500 trucks running across the U.S. and the East Coast, Cargo Transporters can assign the correct toll transponders to its trucks based on where they operate. Most of its transponders are the Complete Pass, which covers all major toll sites nationwide, and Bestpass' E-Z Pass, which is used in trucks that operate regionally along the East Coast.

Through Bestpass, all toll bills and data are consolidated into one account, making it easier for Cargo Transporters to manage tolls received and to identify toll spending trends. With Bestpass, the company receives one toll bill that covers all tolls trucks received in their account and can pay directly from the cash deposit in their Bestpass account.

"Bestpass is a great solution that significantly reduces the amount of time we would otherwise spend managing toll activity if we didn't use a toll management service," said Tim Hawn, Cargo Transporters Operations Manager - Assets. "Accessing all toll activity through one account helps us manage all aspects of tolls much more efficiently. Plus, Bestpass makes it easy to assign the correct pass to each truck based on where they operate and the type of coverage we need."

In addition, if Cargo Transporters truck receives a toll violation, misread, or a double toll charge from a tolling authority, Bestpass has its truck plates on file and will work directly with the tolling authority to rectify any issues. In the past year, it's estimated Bestpass has helped Cargo Transporters save 25 hours in violation processing.

"Having the support from the Bestpass team to identify toll irregularities or violations and helping us resolve them gives us peace of mind knowing they're monitoring that activity," said Hawn.

THE FUTURE WITH FLEETWORTHY

With Bestpass and Drivewyze now operating under one company, Fleetworthy, Sigmon is excited to see what's in store for the two leading toll and weigh station bypass providers.

"Now that Bestpass and Drivewyze have joined together under Fleetworthy, we look forward to seeing how they continue to innovate and integrate their services," said Sigmon. "Drivewyze and Bestpass provide great services that help our fleet operate more efficiently and safely."

"Safety+ has proven to be an excellent resource for us to communicate to drivers about potentially problematic zones along their route to help keep them, and others they share the road with, safe."

— Darren Burger —
VP of Operations, Cargo Transporters

