

# Melton Truck Lines is saving \$130,000 per year using EDI software solutions from Intelek Technologies



One of the nation's top five flatbed trucking companies and a recognized leader in providing air-ride service in its market segment, Tulsa, Oklahoma-based Melton Truck Lines, Inc. services over 5,000 shippers of general commodities, building materials and steel in the U.S., Canada and Mexico. In business for over 50 years, Melton operates from five terminals in Oklahoma, Alabama, Ohio and Texas with a large and growing fleet of late model equipment that now includes 1,000 tractors and approximately 1,700 trailers.

## Challenges

**In-house handling of Electronic Data Interchange (EDI) was not cost effective or productive** — The variety of EDI transaction sets in use by shippers and a range of extensive and sophisticated customer requirements made EDI expensive for Melton Truck Lines, requiring ongoing training and significant staff time to handle the work in house.

**Monitoring freight availability and finding loads was labor intensive and time consuming** — The ability to competitively bid on and accept loads of available freight required a staff to continually access and monitor shippers' web sites and manually update load status. Even with a full-time group of people dedicated to monitoring for available loads, the company was missing freight hauling opportunities with strategic customers.

## Solutions

Melton Truck Lines is using two software solutions from Intelek Technologies to alleviate the above challenges:

**DiamondMine EDI translation software** integrates with Melton's Innovative Computing Corporation's enterprise management system to provide a seamless exchange of data between Melton and their shippers' systems. And with over 6,100 EDI maps available, implementation of either DiamondMine or a new map is simple for both Melton and Melton's customers.

**The StripMiner service** is a web-based, load gathering tool that saves time and costs by automating freight carrier load gathering from shipper and logistic companies' websites while using predefined processing rules to automatically accept loads or generate shipment status transactions back to the shippers' websites. StripMiner is load retrieval and order entry rolled into one automated function that also includes 214s.



"With DiamondMine and StripMiner software from Intelek Technologies we are realizing significant savings compared to when we handled EDI transactions and load procurement internally. We're also gaining immeasurable amounts of business we might not have secured otherwise. Intelek provides a start to finish, complete set of EDI solutions."

### Randy Rhines

Senior Vice President of IT  
Melton Truck Lines, Inc.



## Results

With about 35 of its customers already set up and exchanging data through EDI solutions from Intelek Technologies, Melton Truck Lines is realizing significant cost savings by improving its business processes, meeting customer requirements and generating additional freight revenue.

**Productivity in handling EDI transactions leads to savings** — With DiamondMine EDI software handling and speeding up the process of mapping, Melton is able to devote at least half of a programmer's time to other duties, saving the company approximately \$40,000 per year in salary and benefits.

**Responding to requests for freight hauling services quickly generates labor savings and additional revenue** — With StripMiner, Melton can monitor shipper web sites for available loads and respond efficiently and rapidly, thus enabling the company to eliminate the need to double the staff required for this ongoing task, saving \$90,000 annually. While the resulting gain in freight volume is hard to quantify, additional benefits include enabling the existing staff to focus on finding other loads and more effectively managing existing business by providing exceptional customer service.

## About Intelek

Visit [www.diamondmineedi.com](http://www.diamondmineedi.com) for more information about DiamondMine EDI software and professional services.

Visit [www.stripminer.net](http://www.stripminer.net) for more information about StripMiner EDI Screen Scraper software.

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"Intelek's DiamondMine and StripMiner software solutions provide us with very effective load gathering and customer and internal enterprise system interface capabilities. Without this package of solutions we would be realizing a loss of business and higher costs from managing EDI transactions in house."

### Randy Rhines

Senior Vice President of IT  
Melton Truck Lines, Inc.

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