

SUCCESS STORY

Heniff Transportation Systems Enhances Security with SkyBitz.



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Colby Nichols
Operations/Dispatch Manager
Heniff Transportation Systems

Experience, integrity and a solid track record have earned Heniff Transportation Systems a reputation as a proven leader in the seamless transportation of liquid bulk chemicals throughout the continental U.S. and Canada. Headquartered in Burr Ridge, Ill., Heniff currently operates seven terminals across the country and continues to expand its services and increase the scale of its business.

Situation

When you haul latex, solvents and other hazardous materials, shipment security from portal to portal is always a concern. That’s why Heniff decided to add trailer tracking to its portfolio of technology tools.

“We wanted to know exactly where our trailers are at all times,” said Colby Nichols, Operations/Dispatch Manager for Heniff. “We already have satellite communications on our tractors, but trailer tracking is just one more way that we can keep tabs on every load.”

Solution

After conducting an extensive search to find the ideal trailer tracking provider, Heniff ultimately selected SkyBitz trailer tracking based on the ease of installation and simplicity of the unit.

“We like the fact that there’s no tether to deal with and that each SkyBitz unit has a lithium battery that can easily be changed,” said Nichols. “We also believe that SkyBitz has the easiest computer interface to use.”

Heniff began adding SkyBitz GLS 210 mobile units on its trailers in 2007, performing the installation on site at four different terminals and also at the trailer manufacturer’s facility.

Results

Heniff now “pings” its local delivery trailers 8-12 times a day to ensure that deliveries are on track. Thanks to the SkyBitz Smart Sensor Tracking, Heniff also receives arrival and departure notifications for each trailer while non-essential starts and stops are automatically filtered out.

Additionally, when trailers are dropped at customers’ locations, Heniff can verify how long they have been there and charge the appropriate detention and storage fees.

In addition to enhanced security, Heniff expects to see an increase in asset utilization through the use of SkyBitz trailer tracking – which will help to ensure even more efficient pick up and delivery service for its customers.



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