

“We use the Actsoft software to make sure that drivers are where they need to be, when they are supposed to be there.”

- Richard Holland,
Warehouse Manager

Profile

Jarboe Sales Company is a wholesale liquor and wine distributor located in Tulsa, Oklahoma. They supply quality liquor, wine, and beer products to Oklahoma bars, restaurants, hotels, and liquor stores. Jarboe Co. has been in the wine and spirits wholesale industry for over 40 years. Since they started, they became the first wholesaler to provide customers with a consolidated source of supply for all of their wine, spirit, and strong beer needs.

Challenges

Jarboe Sales didn't have a way to track drivers as they were on the road making deliveries, nor could they monitor driving behavior such as drivers' speeds and idling times while on the road. They wanted to ensure that drivers were making deliveries to the customer on time.

Solution

Encore was the solution Jarboe Sales needed. The GPS tracking capabilities in the software helped them fully recover a stolen vehicle that was loaded with expensive whiskey. They were able to change drivers' bad driving habits by being able to view the entire fleet or single vehicle from the GPS tracking dashboard. Because of this increase in efficiency, customer satisfaction expanded throughout the company.



Benefits

Since the company began using Encore, they were able to increase driver accountability, monitoring to make sure that each driver not only practices safe driving habits, but also maximizes route efficiency to help guarantee timely, fuel-efficient deliveries.

Using the software, they were even able to recover a stolen vehicle in New Jersey, thanks to its tracking capabilities. Overall, efficiency for the company increased by about 20 percent, and customer satisfaction has grown significantly, according to Richard Holland, warehouse manager. Jarboe Sales estimates that implementation of the software saves them \$500–1000 each month.