



Dataflow Case Study Haulage Industry



Dataflow helps H Young Transport to expand by 300% with ease!

Dataflow provides a one-stop, future-proof software solution for leading UK Haulier.

H Young Transport, a member of the PalletFORCE distribution network, has achieved a significant 300% increase in turnover, with only a 6% (1 person) increase in staffing levels using the *dataflow* Multihaul solution from Dataflow (UK) Limited.

H Young Transport, with sites in Eastleigh, Huddersfield and Ayrshire, provides palletised distribution with timed; next day; economy and tail lift services throughout the UK. Through PalletFORCE's expanding shareholder member depot network, full and part loads, warehouse and logistics services are also available.

The *dataflow* experience

H Young have used Multisoft Accounts on Unix for over 15 years. Three years ago the company moved from Unix to a Windows-based platform and decided to upgrade to the Windows version of *dataflow* Accounts, which incorporates Multihaul, at the same time.

For Aidan Cole, the Finance Director, the shift to a Windows-based platform was influenced by the growing use of Windows throughout the industry "The old Unix platform worked extremely well, but there has been an overall move towards Windows for all haulage systems, so we felt it was time we did the same".

Preparation for installing the Windows *dataflow* software involved keeping the Unix platform running initially for the Accounts, whilst the *dataflow* accounting suite was added.

Implementation of the new *dataflow* system proved to be very straightforward. Aidan describes the process as

"..We went live with all the ledgers on the same day, with only 2 hours downtime - it just worked!"

seamless; "Dataflow had written a conversion routine and it was totally painless. We went live with all the ledgers - Sales, Purchase, Nominal and even Payroll all on same day, with only 2 hours downtime - it just

worked!"



H Young Transport currently has 16 users of the *dataflow* solution based in Accounts and three Traffic Offices. For the small, or large Traffic Office Multihaul controls the input of jobs, load details, allocation of vehicles, trailers and drivers.

Users can build screens of information for themselves, the way they want to see them; "In *dataflow* you can turn on and off as much information as you like on the user screens", Aidan observes.

The resulting Traffic screen for staff at H Young transport is easy to read - collection and delivery addresses can be free typed, or quickly populated from short keys and look-up tables.

It is also possible to colour code screens to make them easy to understand, for an instant view of job status for example.



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Complete control with *dataflow*

With the vastly increased burden of legislation affecting the haulage industry now, the ability of the Multihaul system to manage information relating to government initiatives such as the Working Time Directive has proved invaluable. Aidan Cole notes: "The *dataflow* software gives us transparency and functionality." For the WTD, Multihaul can collect time sheet information using mobile phone technology for example.

Reports are also very important to the firm, "the business is run on them", states Aidan. There are a number of reporting tools available in *dataflow* providing the ability to produce management reports to a company's exact requirements, with the ability to export to Excel or Access, if required.

For an industry which has to combine its use of IT with paper-based systems, the ability to retrieve and reprint documents is also very useful. According to Aidan Cole, "At H Young Transport we rely massively on paper. 80% of our customers wouldn't pay if they couldn't see the right paperwork."

He adds, "Although some customers receive PDF invoices by e-mail, which the *dataflow* system will do with ease, we still need to produce printed delivery documentation, so it is important that the system is also able to provide the option of this."

Record keeping is important for a haulage company, but Aidan explains that the requirement for document storage has decreased because of the *dataflow* software. "*dataflow* holds jobs for as long as you require, so the history is always available for reproduction, copying to a new job, or for simple reference purposes". The result is less filing and quicker access to information, as it is all held in the software.

"... it's nice not to have to worry about the system."

One of the key benefits of *dataflow* for H Young Transport is the fact that the system is low maintenance. Aidan comments: "Road Hauliers like to be as self-sufficient as they can be;

it's nice not to have to worry about the system."

The Future

dataflow has certainly shown its ability to expand with a growing company. When it was first implemented, H Young Transport Ltd had a turnover of £3m per annum and the average value of a haulage job undertaken was £37. This year, turnover is expected to be £10m and the average value of each job is £35, yet today there are the same number of Accounts staff and just one additional person has been recruited for the Traffic Office.

While using Dataflow software, H Young have increased turnover by over 300%, but staffing levels have only increased by 6% (1 person). *dataflow* proved able to deal with the three-fold increase

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in workload, with a minimal increase in staff. Aidan Cole notes on the inherent cost savings, "the system expands very nicely, thank you!"

Darius Mogtader, Dataflow's Managing Director, pointed out the benefits of having an integrated system for the haulage industry. "Significant efficiency gains are made from using a system like *dataflow*. Many processes that could take up valuable time are automated. Any business working in a sector subject to changing legislative pressures needs to be flexible. Companies require access to accurate information and with *dataflow* we are able to offer haulage management businesses exactly this".

Dataflow's Management Systems are already helping many companies to realise their true growth potential through streamlining their business processes. If you would like further information, please contact us on 0845 456 1020.

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