

TermiNet^{*} 300

DATA
COMMUNICATION
PRINTER

APPLICATIONS

^{*}Registered trademark of General Electric Company, U.S.A.

TermiNet 300 Printers Keep Track Of Trucking



TermiNet 300 printers with DigiNet 160 interface equipment help St. Johnsbury, (Vt.) Trucking keep track of equipment, shipments, and billing.

“Keep on truckin’” isn’t just another catchy phrase to officials of St. Johnsbury (Vt.) Trucking Company, Inc.

St. Johnsbury keeps its 29 different trucking terminals in nine different northeastern states in line with General Electric TermiNet 300 KSR printers which are on line all the time. The printers are continually sending

and receiving shipping/billing information and management reports over nine channels of voice grade telephone lines.

Two Honeywell computers are accessed through a General Electric DigiNet 160 frequency division multiplex. Information from the 92 different GE printers is assembled in a Honeywell 516 front-end process computer for

disk storage in a Model 2050 main frame.

Keeping track of each piece of equipment, what shipments are in what load, and billing of each operation is where the TermiNet data communications system comes into primary use.

David L. Brown, Director of Information Systems, says, “St. Johns-

bury is one of the top regional haulers on the basis of gross revenue . . . in 1973 we had an operating revenue of approximately 52 million, carrying some two million shipments of an average weight of 1,080 pounds.

"The average length of our hauls is 220 to 230 miles. Obviously with the number of shipments we carry, most are less than full load. This means that we have a lot more paperwork than a long haul trucker with the same amount of business." The paperwork is of utmost importance to St. Johnsbury.

The company's volume of business is accomplished with a fleet of 250 line haul tractors, 400 trailers and 800 straight trucks.

When selecting a data terminal to fill the bill, St. Johnsbury sought one which had a good design philosophy. "Being on line all the time," Mr. Brown said, "we wanted a machine which could provide reliability . . . the DigiNet 160 interface equipment has produced a good track record. Better than 90 percent of the time when we report line trouble, it is really line trouble and not a hardware malfunction."

The basic work cycle of the trucking operation calls for morning deliveries of freight to customers on straight trucks from the local terminal. Shipments for other localities are picked up during the afternoon and put onto line haul trailers during the evening. Between 7 p.m. and midnight, the tractors move to their destinations, sometimes going through a "break bulk point."

The break bulk point is essential to a short haul operation—it helps

make more efficient use of the line haul trailer—and compounds the paperwork.

Since it is impractical to have a trailer deliver to all communities it has shipments for, at a break point, partial shipments from several trailers headed for the same destination are combined into one load to speed shipping and reduce mileage for individual trailers.

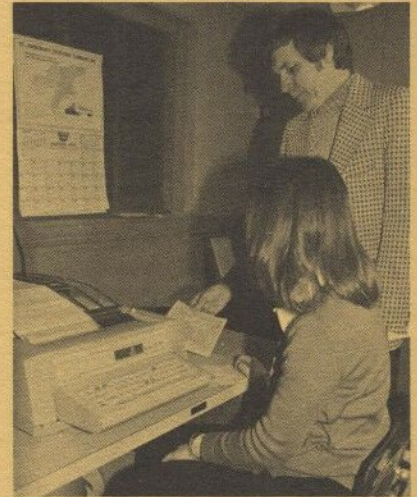
The TermiNet printers are brought into the picture once a package comes into the terminal on a straight truck. Six copies are made of each computer entry. Two copies are kept by point of origin and four are delivered to the point of destination.

When the package is picked up from the customer, basic information is recorded by the driver; then, when the straight truck gets to the terminal, the information is put into a freight bill and it is entered automatically and immediately into the computer.

Freight is then unloaded from the straight truck and onto a trailer. After the trailer is loaded and sealed, a long trip manifest is entered into the computer with the information from each freight bill on board, the tractor and trailer numbers, plus destination of the vehicles.

After the trailer is dispatched an inbound manifest is sent to the destination terminal showing a summary of the shipments and a copy of every freight bill on the trailer. In the early morning a tracing report is transmitted to each terminal with the report destined to arrive to 8 a.m. advising all terminals of shipments to arrive.

The 8 a.m. morning report recaps operations for the past 24 hours giving each terminal manager a quick



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rundown of the previous day's performance, cumulative totals for the past week, the day and the week a year ago, etc. All the information is available to all employees at all terminals. All salaried employees are on an incentive program and as such, all are involved with performance.

"Ours is a semi-regulated, highly competitive industry," says Mr. Brown. "To get and keep customers, we have to provide top service and keep our costs to a minimum. Our data communications system helps us do both. Our system is reliable and it gives the service we need to give the service our customers demand."

General Electric Company
Data Communication Products Department
Waynesboro, Virginia 22980

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