



# GDX TRUCKING

GDX Trucking, headquartered in Chula Vista, California specializes in various forms of freight movement, across the nation's western 11 states. In 1998, Wolwowitz founded what is known today as GDX Trucking, with only one other employee and 2 trucks.

GDX has transformed into a successful LTL and TL carrier, hauling everything from envelopes and parcels to cargo requiring box trucks, tractor-trailers or aircraft unit load devices (ULD's). GDX primarily services the airfreight market, though they have diversified in the last 5 years to include regional, over-the-road, expedited or overnight shipping, exclusive use equipment, HAZMAT, airfreight, and warehousing.

Currently, GDX Trucking is made up of 18 employees, over 30 tractors, and 45 trailers. Among the company assets are a warehouse in San Diego, California and a drop yard in Phoenix, Arizona.

Before seeking an automated solution, GDX recorded trip information manually using a white board and filing cabinet. As the company began to grow, so did their need for a solution that would keep pace with its newfound success. After reviewing several industry frontrunners, Wolwowitz felt that the choice was clear, and selected Prophesy DispatchSeries software to run GDX going forward. However, in 2005, under pressure from a large customer, Wolwowitz switched his company to a competing solution. "Prophesy was the first program I bought for my business," said Wolwowitz. "After a little while I thought there was something else out there. I had no idea that other options aren't as user friendly as the software that

Prophesy offers." He admits, "The other solution didn't service our company the way Prophesy had, and we suffered as a result." After only four months, GDX made the switch back to Prophesy DispatchSeries and hasn't looked back.

GDX has added options to their original Prophesy software over the years. The company now uses Prophesy Dispatch Version 6.2 with Quickbooks® interface, Qualcomm® interface, EDI interface and Electronic Fuel Card interface. GDX also uses other integrated Prophesy tools including TaxTally, Mileage and Routing, Document Imaging and VisiFreight.

Wolwowitz is thrilled that he has been able to implement all of GDX's software additions, in-house. He said, "The software is pretty intuitive. I picked it up very quickly and had no problem installing it."

The GDX staff has taken advantage of over-the-phone training with Prophesy since first purchasing the solution. Wolwowitz also explained that though GDX took advantage of software training, the whole process was user friendly and simple. "The software has not only met, but surpassed our needs and expectations. Prophesy is great about updating their software to keep up with changes in the industry," Wolwowitz emphasized.

The team at GDX was initially impressed with the ease of the software. "Prophesy made moving away from the dry erase boards and filing cabinets stress-free," Wolwowitz continued. "Prophesy Dispatch has saved the company labor, money, and time. I love this software!" The solutions have allowed GDX to consolidate all daily information and paperwork that had been disbursed over various outlets, into one easy-to-use program.

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As GDX Tucking looks to the future, they expect major growth. “This year should be a strong year for GDX,” Wolwowitz shared. “We’ve already seen an increase in volume. There is usually a lull in the first quarter, but this year we have seen an increase in business.” GDX Trucking looks forward to a bright future.

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