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 **JONKER & SCHUT**



teleroute

Logistics service provider Jonker & Schut is saving time, reducing empty mileage, acting sustainably and increasing profitability by using the new Teleroute application

The solid performance and yearly growth at Jonker & Schut is a result of both the use of modern tools and practice of diverse activities at the logistic service provider and manufacturer. Jonker & Schut, located in the Dutch town of Barneveld, has been Teleroute user for over 20 years.

“We recently adopted the latest version of Teleroute Freight Exchange, which is easier to use and helps us to further reduce empty mileage.”

Erik Schut
Company director





Jonker & Schut is gradually expanding its business in Barneveld. At the moment the company is operating from 3 different locations. In addition to the production and processing of dairy powder it provides customs and forwarding, transportation, logistics, and warehousing services.

▶▶ In recent years we have grown on average by 5 to 7 percent. The diversity of our business offers a solid basis and it allows us to focus on offering quality products and services to our customers. ◀◀



Balancing cargo demand and supply

Transportation represents about 40 percent of its global activity, although it has not always been its core business. As carriers did not provide a good service, Jonker & Schut decided to move towards transporting goods to customers itself. Currently the company owns 60 trailers and 26 trucks. All other transport equipment and services needed to serve customers are outsourced to partners. Teleroute Freight Exchange is used on a daily basis for both offering and searching cargo.

▶▶ Several of our planners benefit from Teleroute, for ad-hoc shipments, also for balancing cargo supply and demand in cases of market fluctuation. ◀◀



One-third is outsourced

Two third of all the transportation flows are executed by Jonker & Schut drivers and equipment. The remaining one-third is outsourced. “We use Teleroute for the ad-hoc part of shipments. This represents for on average 5 to 10 percent of our outsourced activities. This percentage has increased slightly in the last couple of years”, says Operations Manager Marty van Lagen.



Sustainable corporate strategy

Jonker & Schut provides logistics services based on a sustainable corporate strategy. Trucks being used need to have a Euro-5 or 6 engine. Planning is executed with a focus on efficiency. This includes optimizing transport mileage in relation to the truck's load factor.

Modern IT-tools

The use of modern IT-tools is key in achieving the highly desirable transportation efficiency. Therefore a new combination of transport management (TMS) and warehouse management (WMS) solutions has been implemented.



Simply adding requirements in Teleroute

The new Teleroute Freight Exchange has made life easier for planners. The cloud-based platform contains many improved functionalities. “In case of a GMP-transport, our planners can simply add this requirement to the Teleroute post. If they don’t, this might cause problems at the location of loading. The same goes for cases in which a carrier needs to use aluminum instead of wooden load boards”, states Marty van Lagen.



Emphasizing friendliness of platform

In the past, both the Director and Operations Manager considered Teleroute primarily an entry system for freight exchange. Nowadays they see it as a strategic solution for doing business, reducing empty mileage and working more efficiently. When asked for their opinion, they prefer to emphasize the solution's user-friendliness.

▶▶ It's easy to use and provides map overviews which help our planners. ◀◀


One of the several improvements is that dispatchers have additional search options in the new Teleroute. Marty van Lagen: "Searching for cargo in a specific and relatively small area has been made easier." In the new Teleroute the number of vehicles shown is much higher as before. This is a result of active matching. A planner searching for a carrier can choose from up to 20,000 vehicles daily, depending on the route.



Improving load factor

“One of the added values of Teleroute is that it offers us flexibility.” One quick check in Teleroute shows if Jonker & Schut trucks can pick up or drop off cargo. If they can, this will improve the load factor. In case a match cannot be made, the planners can still post a request on the freight exchange platform.

▶▶ The freight exchange solution provides us an increased profitability of 4 till 6 % on for example our transit lane towards Lyon in France. ◀◀



▶▶ Teleroute provides us an entry point to new transporting partners. It is just one of the additional added values. ◀◀

Benefits are very clear

Certain things have not changed: using Teleroute or demanding one of the fixed subcontractors to execute a transport. “Still, the benefits of Teleroute are very clear to our company. The freight exchange solution provides us a benefit of 4 to 6 percent, for example, on our transit lane towards Lyon in France. We have been using Teleroute already for a long time and I’m sure we will keep on using it. It has been a satisfying experience to use the platform, especially if we are dealing with major fluctuations in supply and demand.”



The challenge

Logistics service provider Jonker & Schut was in search of additional functionalities to be even more flexible in offering and requesting cargo. Improving efficiency per shipment was key, as well as the possibility to continue on the path of sustainability. So, a quick insight into the freight exchange market was a necessity.



The solution

The new cloud-based Teleroute Freight Exchange provides the Jonker & Schut planners with a user-friendly platform on which they can search for cargo. In addition they can place carrier requests. Teleroute has been in use at the LSP for many years. New functionalities makes the use of the platform even easier and quicker.

The benefits

The new cloud-based Teleroute Freight Exchange supports the planners even better than before. They can quickly and easily indicate the requirements of a shipment in a post. TFX allows the LSP to search for cargo or carriers in a relatively small area. Cloud-based detailed maps support planners. On certain trade lanes the benefit of using Teleroute has been raised by several percentage points. “And, Teleroute definitely saves time, but as we are using the platform for such a long period, it is difficult to say how much time exactly.”





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More than 70,000 European transport professionals one click away.

Teleroute is the original pan-European online freight and vehicle exchange solution accessing freights from and to western, central and southern Europe.



25% reduction of empty running



60 sec to close a deal



70K European transport partners to get more business



80% debt mediation success rate