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Solutions

Technology

Haulers

About

Blog

Contact

Customer Login

Menu

Search

Search

Blog

Search

Search

Categories

All

Insights

Technology & Innovations

Customer Success Stories

Partner Success Stories

The transition to dynamic: A chat with JLT Trucking

Posted on 12/16/2020 in Insights



Amidst the uncertainty of 2020, Jerome L. Taylor Trucking, Inc. (JLT) sought a beacon to navigate the unpredictable. JLT then adopted a dynamic collection schedule, replacing the traditional static collection with modern technology that creates routes based on a constant stream of data, eliminating the guessing game that resulted in collections being performed on a static schedule. The resulting efficiencies proved a benefit to both JLT and its customers.

JLT employed Enevo smart waste technology to create data-driven collection schedules and routes. Enevo's patented in-container sensor monitors fill levels and collection activity. Sensor data informs Enevo's advanced analytics software, creating collection schedules and routes that match actual customer waste generation and container utilization.

The resulting schedules and routes are designed to curtail driven miles while ensuring that container capacity is always available to the customer. Dynamic routing uses collected data to effectively address unpredictable fluctuations and reduce unnecessary services while eliminating overflowed containers. These optimized collections require less resources, reducing costs and decreasing carbon emissions.

All waste information is shared on our HUB customer portal, where haulers and their customers can monitor their waste data. After implementing Enevo tech at JLT's large public school district customer, JLT drove 61% fewer miles to collect each ton, while reducing lifts and time on site per ton by 79%. Additionally, JLT created a 51% increase in average tons per dump, collecting more tonnage every day with fewer resources. Read their full case study here:

Full Case Study

We spoke with JLT's Owner Jerome Taylor and Business Development Consultant Marc Shaener to discuss this transition and the results.

What made you decide it was time to implement dynamic scheduling?

MS: COVID-19 brought it to the forefront with inconsistent generation of materials. Currently, the students are learning remotely while school staff only works in person intermittently. Now, we can efficiently adjust to those changes on the spot.

JT: It was something we thought would be a little more efficient. We could tackle some issues with [the county we serve] and save us a few dollars. We get real time feedback from the system... we can address service confirmations. We get complaints we didn't dump a container, but not only can we determine exactly when the container was serviced, but we can even tell if someone else dumped our container. It's confirmation of service that is invaluable, particularly for government contracts.

What issues did you face with fixed scheduling?

JT: We were facing issues of efficiency. You could be dumping air. The customer is paying for unneeded [redacted] or the hauler is running the truck unnecessarily. The major benefit we've appreciated has been the reporting [redacted] ng a

button [in Enevo's customer portal HUB] to get content. We have all the information needed to comply with our contract.

What made you consider a tech solution like Enevo?

MS: Many technology companies understand the tech, but not the business. Enevo understands the operations of waste collection companies, we didn't have that learning curve to overcome and address.

What worried you about adding tech to your operation?

MS: Ensuring that the technology was user-friendly and did not overburden our administrative staff. It turns out the technology saves them time too.

JT: Trash has to get picked up every day. You don't want to get phone calls early in the morning, but the Enevo system has met the challenge. With trucks departing in early morning hours, system reliability is crucial.

When you look at your competitors, what are their weaknesses?

JT: They lack sophistication in their collections and services offered. We get a lot of calls for new services based on competitors not being able to keep up with fixed service schedules, or by guessing their customers' needs – which is a losing battle in 2020.

With the addition of new tech, where do you see the business growing?

JT: The tech gives us the ability to track everything. Enevo reporting creates less paperwork that the drivers have to deal with or relaying information to the customers... tracking as well. Giving the customers that tech means they will want to give us more work.

MS: As a salesman, it enables a small company like JLT to grow without having to invest in new resources, while providing services that even large companies are unable to offer.

What do you wish your customers knew about implementing tech into their waste services?

JT: We are well into the digital age and traditional waste collection can be managed as if we are in the 21st century.

MS: We see tech in all other aspects of our lives. We're tracking things online rather than guessing. Customers can get the information they need without phone calls and emails.



For JLT, dynamic routing has been crucial in addressing everyday waste issues and the circumstances of the pandemic. As JLT grows and the world prepares for the new normal, Enevo will support JLT's operation, automatically adjusting collection schedules and routes to meet whatever comes next.

Insights

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