

Streamlined Routing, Safety, and Onboarding with Descartes GroundCloud™

Sandusky Transport Inc.

As their business grew and package requirements changed, Sandusky Transport Inc. faced challenges keeping their team running efficiently while balancing safety training and onboarding new drivers. By centralizing their operations with Descartes GroundCloud, they were able to send optimized routing and integrated safety training directly to their drivers as part of their daily workflow. This led to improved stop performance, reduced training time, and a strong foundation for their growing operations.

“I was the first in our Kalamazoo building to test Descartes GroundCloud on an iPad. It’s been great because anyone can run any route with minimal training. The notes for each delivery stop help a lot. It’s made training and running routes much easier.”

Richard Stewart, Fleet Manager,
Sandusky Transport Inc.

Company Profile

Sandusky Transport Inc. is an Independent Service Provider (ISP) operating 25 routes around Kalamazoo, Michigan.

Descartes Solutions

Descartes GroundCloud™

Quick Overview

Challenge

Sandusky Transport required streamlined route optimization and driver safety training to support their growing operation.

Solution

Descartes GroundCloud’s route optimization and safety training helped to improve efficiency and build a safety culture while increasing package volume.

Results

- Boosted Route Efficiency
- Built a Safety Culture
- Simplified Onboarding

READ THE FULL STORY →

Challenge: Managing Growth Without Sacrificing Efficiency or Safety

As Sandusky Transport's delivery volume surged in 2019 due to network changes, the company faced mounting pressure to complete more stops in less time—all while upholding service quality and driver safety. At the same time, a growing operation meant bringing on new drivers and dealing with higher turnover, making it harder to maintain consistency. These factors created a dual challenge: scaling the business efficiently without compromising the safety culture or overburdening the workforce.

Solution: A Unified Platform for Smarter Routing, Safer Driving, and Faster Onboarding

To support its growing operation, Sandusky Transport adopted Descartes GroundCloud to optimize routes, strengthen safety practices, and simplify onboarding. With efficient routing delivered via mounted tablets, drivers gained access to optimized paths and helpful stop-level details, boosting performance and reducing wasted time. Simultaneously, the integration of Descartes Driver Safety Training and VEDR Telematics introduced a structured, ongoing safety program—providing twice-weekly mobile lessons and reactive coaching based on real driving behaviors. This combination not only reinforced a strong safety culture but also enabled new drivers to get up to speed quickly, reducing onboarding time and ensuring consistent performance across the fleet.

Results:



Improved Route Efficiency

Descartes GroundCloud's route optimization helped Sandusky Transport reduce miles and backtracking. Additionally, drivers began using stop-level details like address notes to improve service at each stop.



Simplified Driver Onboarding

Improved route visibility and safety training enabled any driver to run any route. New hires are onboarded faster with optimized routing and targeted driver training.



Developed a Safety Culture

Descartes Driver Safety and VEDR-based Reactive Coaching helped to solidify professional driving habits and strengthened Sandusky Transport Inc's overall safety program as their fleet grew.