

## Amhof Trucking Increases Cash Flow by 10 to 14 Days

*"With McLeod Imaging we've improved cash flow by ten to 14 days because we are able to significantly speed up the billing cycle. By reducing our Accounts Receivable by \$200,000 and our labor, printing, postage and storage costs by more than \$25,000 annually, our ROI on this product was rapid and obvious."*

**Roger Amhof**  
CEO, Amhof Trucking



Founded in 1975, Amhof Trucking traces its roots to a family farming operation whose trucks hauled grain to Mississippi River terminals and farm equipment for nearby manufacturers. The Eldridge, Iowa-based motor carrier has grown from three trucks to 85 tractors and 240 vans and flatbed trailers that haul general commodities and dedicated freight. Included in the operation are 50 specialized trailers used to transport 112-ft long aluminum aircraft wing skins to east coast ports and overseas.

### Needs

For many years, Amhof Trucking had a pronounced need to streamline its manual business processes. The large amount of paper associated with each load required the services of three full-time administrative staff members, adding to the cost of billing, mailing, copying and filing. In addition, files had to be archived and stored for more than three years, and eventually shredded and disposed of at a significant expense.

### Solution

In 1996, fast-growing Amhof Trucking purchased McLeod Software's enterprise management system (LoadMaster) for its user-friendly design and its ability to be easily and fully integrated with its existing data reporting and financial management functions. In early 2007, the carrier adopted McLeod Imaging to address its needs for a more streamlined process for data management, billing, financial and driver settlement processes.

Now, Amhof Trucking has replaced a number of manual and paper-based processes with automatic solutions for invoicing, accounts

payable, driver settlement and journal posting. "We're using imaging wherever it fits and finding more uses for it all the time," Roger Amhof stated. "All of our regular customers have readily adopted imaged documents, which we can simply and easily import and export. We are also able to settle with drivers much faster because imaging allows us to capture the data we need to pay them more quickly and efficiently."

### Results

With McLeod Imaging, Amhof Trucking has eliminated more than 75% of its paper handling and postage costs, and through attrition, was able to comfortably reduce the size of its staff without replacing the position. Cost reductions for the staff decrease alone, according to Amhof, exceed \$25,000 annually, while printing, postage and file storage expenses have also contributed significantly to Amhof's return on investment.

"Our initial goal when adopting McLeod Imaging was to cut costs by streamlining business processes," Roger Amhof stated. "We have done that, as well as eliminated frustration. Our staff, for example, does not do any actual filing. Instead, they are able to retrieve images and email them to customers while they are on the phone. This capability alone has saved more time than anyone could have imagined.

"A further benefit we didn't expect but have realized is a much faster billing cycle that has reduced our Accounts Receivable by over \$200,000. That's the result of speeding up the billing cycle by three to five days, allowing us to get paid much faster. In addition, we've decreased turnaround time and increased cash flow by 10 to 14 Days."

*"We're very pleased with our choice of McLeod Imaging. This solution has not only cut costs and improved cash flow, but our customers are very receptive to it. The software has worked flawlessly and has definitely lightened our load."*

**Roger Amhof**  
CEO  
Amhof Trucking

**McLeod Imaging typically delivers a 30% to 50% efficiency savings across departments that must file and retrieve documents.** Want to look into reducing administrative costs and improving cash flow? Call McLeod Software today to find out more about the McLeod Imaging system.

**For more information, contact us toll free at 877-362-5363 or visit us at [www.McLeodImaging.com](http://www.McLeodImaging.com).**

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