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# Success Story

«We now do not have any manual activities any more; instead, almost everything is automated, We thus save a lot of time.»

«We see what we have earned with each order. This transparency is very important for us.»

Andreas Podrug  
Authorized signatory

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ZEITWIRTSCHAFT

## Haller Internationale Spedition, Möglingen

### Getting costs under control with SFDC

The increase in storage and personnel costs, the reduction in turnaround times and the constant increase in the goods offered, combined with increasingly independent consumer behavior, are putting industry and retail under more and more pressure with regard to profitability. Logistics companies are also feeling this competitive pressure. Modern logistics today means maximum flexibility and absolute compliance with deadlines. The international haulage company Haller from Möglingen is opting for a system for time recording and shopfloor data collection to get its costs under control.

Irrespective of whether it's Stuttgart or Turku, Paris or Dresden. From Europe to overseas: The international haulage company Haller reliably takes its customer's goods to their destination. The company headquarters near Stuttgart guarantees: Germany in a 24-hour cycle: from Stuttgart to Frankfurt, Rhine-Ruhr, Osnabrück, Bremen and Hamburg, as well as to Dresden, Erfurt and Berlin. The system road-rail-road is used to save the environment. The company is particularly fast in the zip code 7 region, for this is where Haller is at home and which Haller knows like the back of its hand. The drivers know the state of the roads, where there are road works and traffic jams, and what the weather is like. Defined routes also permit particularly low-cost collective consignments every 24 hours.

A large fleet of vehicles with lifting platforms of 5t loading capacity, special vehicles such as low loaders, semi-trailers, swap bodies, containers and small transporter vans facilitate every kind of transport requirement.

In France, Austria, Hungary and Finland, Haller haulage company works with partners and can thus draw on a network with approx. 1,000 HGVs. Haller has, for example, been represented in Paris and Lyon with reliable partners for more than 20 years. The haulage company can thus offer routes from Stuttgart to Paris, Strasbourg, Alsace, Northern France or Lyon on a daily basis. There are also daily routes to Salzburg and Vienna. But the logistics company can offer much more: «Haulage services today account for only 60 per cent of our business activities; 40 per cent are already services», emphasizes the company's authorized signatory Andreas Podrug. «We pick and pack goods - including packaging and loading into units - and transport the goods to their respective destination.» The customer supplies the individual parts which are put together by the Haller employees to form finished units, e.g. advertising displays. They are packed, sealed or shrunk in foil, depending on customer requirements and then delivered to the dealers. Goods are also stored for customers.

# Success Story

This saves them stock management and personnel costs, shortens the turnaround times and takes the goods to the desired destination in good time.

The logistics company employs a total of 120 people in Baden-Württemberg, 80 per cent of them at the company's headquarters in Möglingen near Stuttgart. Work is done in a flexible two-shift operation from 6 a.m. to 9 p.m. The employees work from 7 a.m. until the last HGV leaves the yard. «The shifts are dependent on the order; the personnel planning is done two days beforehand», explains Andreas Podrug. Employees work particularly flexibly in the logistics department in which the service orders are processed. «Here, we have to orient ourselves to our customers' requirements and work on Saturdays and Sundays at times», emphasizes the authorized signatory Podrug. With such flexible working times, an electronic time recording system is a must. It was introduced at Haller in 2000 after the manual effort via clocking-in machines and Excel files had become too great. Since then, the working times have been recorded contact-free at terminals from Kaba Benzing. The data are prepared and processed for the payroll accounting by the time recording tisoware.ZEIT. The solution from tisoware Gesellschaft für Zeitwirtschaft mbH in Reutlingen met the demanding requirements of the logistics specialist.

«We were looking for a system that was able to implement piece wages», says Andreas Podrug, describing a principal requirement. In the logistics department the employees are partly paid according to a piece wage. The quantities today are recorded via barcode with a CCD hand scanner at a SFDC terminal of the type Bedas 95 20. The employees report the beginning and end of the order at the terminal. If, for instance, 100 units have to be packed for an order, the unit price is stored in the system. If the order has been processed and reported back to the system, it is possible to see in the evening via the statement on the system what has been produced and released. The precise quantities are indicated on the reports from tisoware which form the basis for the remuneration. This precision is appreciated not only by the company but also by the employees. They receive the print-out with their wage slip, making their wage highly transparent for them. Twice a week, reports are drawn up by the system on the complete production of the logistics department. Units and hourly wages can then be checked for plausibility. The entire time recording system which has an interface to KHK, is supported by the external service provider HKM Gesellschaft für kaufmännische Dienstleistungen & Büroorganisation mbH in Ludwigsburg.

Managing director Marc Henner and his team deal with the wages as well as the accounting at Haller. He uses the payroll module from KHK for this.

The logistics company Haller and HKM are highly satisfied with the system for time recording and shopfloor data collection. «We now do not have any manual activities any more; instead, almost everything is automated, meaning we save a lot of time», says authorized signatory Andreas Podrug, summing up. «We can draw on the database at any time. We see what we have earned with each order. This transparency is very important for us. The data are used for post- as well as pre-calculation.»