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## **Boston Transport Company Boosts Efficiency 30% With Aljex**

### **Carriers and Brokers Benefit from SmartSearch**

*Middlesex, N.J.* - (Date) - Aljex Software Inc. announced that Jay Brian Transport, a Boston-based carrier and transportation broker, has seen revenue grow by 30 percent without additional hires since it began using Aljex in 2005.

Jay Brian Transport moves temperature controlled and dry van loads on its own fleet; it also serves as a broker and northeast agent for 3<sup>rd</sup> party logistics provider John J. Jerue of Lakeland, Fla. Aljex Software is the industry leading provider of management software for carriers, freight brokers, logistics companies and other transportation providers.

"Aljex has helped us greatly increase our operating efficiency," said Jay DiBattista, president of Jay Brian Transport. "We've been able to handle much more business volume with the same staff. The number of loads we've handled has increased approximately 30 percent; the number of employees has not increased at all."

DiBattista attributed his company's efficiency gains to a number of Aljex features, among them SmartSearch.

When an agent at Jay Brian books a load, the first choice is whether to dispatch one of their own trucks or broker the load to

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another carrier. If the load is to be brokered, SmartSearch can be a time saver for both Jay Brian and the carrier who handles the load.

"Aljex retains a history of the loads we've handled," DiBattista explained. "We can enter a load, hit SmartSearch, and if we've handled that same move before, SmartSearch will show us the history and the carriers we've used."

An agent can then click on a preferred carrier to automatically send an email that offers the load to the carrier. Similarly, the carrier can respond via email to the Aljex system to book the load, which then shows as "covered" on Jay Brian's Aljex display, along with carrier details. SmartSearch can eliminate virtually all phone calls involved in booking repeat loads for both sides of the transaction.

Importantly, DiBattista noted that Aljex efficiency has enabled him to spend less time on operations and more time in sales to actually grow Jay Brian's volume.

Aljex transportation software hosted on the Internet, available from virtually anywhere and requiring no upfront investment has become the preferred solution of profit-oriented carriers brokers and 3PLs.

### **About Aljex Software Inc.**

Aljex Software leads the transportation industry with innovative software and business systems for transportation providers. Clients include carriers, freight brokers, rail inter-modal, airfreight forwarders, container draymen and logistics companies. Aljex has been perfecting smart, intuitive management solutions since 1996. For more information, visit [www.aljex.com](http://www.aljex.com) or contact [sales@aljex.com](mailto:sales@aljex.com).