

## CASE STUDY

### CHALLENGES

Maximizing Asset Value

Regulatory Compliance

### TAKEAWAYS

CSM helps robust distributing company maximize asset value and stay compliant.

- Web-based and easy to implement
- Cost savings from tracking maintenance, warranty, and service issues
- Less regulatory liability
- Reduce time spent looking for critical records
- Critical backup to paper-based processes



## Compliance Safety Manager™

**Helps Family Distributorship  
Find Cost Savings and Limit  
Regulatory Exposure as Fleet  
Grows ... and Grows**



Cash-Wa Distributing

## Cash-Wa Distributing

In 1934, Cash-Wa began as a candy distributor to neighborhood grocery stores in Kearney, Nebraska. Harvey Henning started working for Cash-Wa Candy Company when he was 17 years old, pedaling his bicycle around town to take and deliver orders. After his service in WWII, Harvey became a full time employee of Cash-Wa, and in 1957 he purchased the company.

In 2010, Cash-Wa Distributing is in its third generation of family operation, having evolved into a nine-state distributorship that employs more than 500 people and whose vehicles cover six million miles a year serving convenience stores, schools, hospitals and multi-unit institutions with food products and a variety of retail and institutional services.

Today, Cash-Wa's fleet has grown to over 165 power units; 200 trailers; and 100 cars, pickups, and vans. With the recent addition of a 71,300-square-foot warehouse and 16 new truck docks, the need to manage and maintain regulatory compliance across multiple locations, departments, while tracking, and maintaining due dates and alerts has only become more complex for this vibrant, homegrown enterprise.

## Facing the Twin Challenges: Asset Value Maximization and Regulatory Compliance

Like all capital-intensive businesses, Cash-Wa must face down the twin challenges of complying with occupational and safety regulations while maximizing the investment in all their equipment — from forklifts to tractor-trailers — by thoroughly tracking and managing inspections, warranties, maintenance and repairs.

Regulatory visits and intervention are a unique stressor on a company, with poor documentation of safety and licensing practices resulting in potentially steep fines. No company wants to depend on

finding every driver and vehicle document in sprawling physical files when a DOT audit is on the near horizon.

With so much equipment in use in a wide area, Cash-Wa was vulnerable to audits, costly breakdowns and maintenance issues. In the shadow of all these challenges, their fleet and safety leaders needed a way to make sure their equipment stayed compliant and delivered them maximum possible value.

## **Cash-Wa Turns to Compliance Safety Manager™**

When Dean Lynch joined Cash-Wa as fleet manager, he was among the company's advocates for improved fleet operations (service, repair and inspections). In addition, he and the Cash-Wa team saw that not tracking warranties was resulting in untold losses in vehicle wear-and-tear costs.

If a \$300 part continually fails in dozens of units, a company has thousands of dollars to gain by monitoring part performance and getting parts replaced under warranty whenever possible. The team needed a single resource that could track all maintenance items and make records easy to find. For both maintenance and regulatory issues, Cash-Wa staff was simply spending too much time tracking down and pulling physical files when they needed them.

Compliance Safety Manager's (CSM) web-based solution gave Cash-Wa's safety and fleet teams an easy way to manage equipment assets across the entire organization. Lynch and his team can monitor and track maintenance to vehicles and their subsystems (engines, tires, hydraulics, etc.) and capture detailed information on each asset type, storing and archiving documents for warranties, licensing due dates, cost per piece of equipment, preventative maintenance and service records, usage, and reporting.

CSM helps Cash-Wa monitor performance based on fuel and/or oil consumption, fuel per mile/hour/usage and oil per mile/hour/usage. Automated reports help Cash-Wa fleet managers spot potential problems before they become serious headaches. Cash-Wa also uses CSM to monitor a money-saving tire-wear tracking and maintenance program in concert with a vendor.

## Less Stress from Regulators, More Savings on Equipment

“We can’t afford to go rifling through file drawers when we get a DOT audit or we need to track the maintenance history of equipment,” says Dean Lynch, Cash-Wa fleet manager. “We now have a dependable backup to our filing system, and finding the information I need is a matter of minutes and seconds versus hours and days.”

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“Having a dashboard that gives us a big-picture way to track costs per mile, component parts, and repairs means an aggregate positive impact on our decision-making around asset maintenance,” says Cash-Wa Distributing owner Tom Henning. “I know we made the right choice. We’ll continue to depend on Compliance Safety Manager™ to keep us running safe and strong.”

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**For more information, please contact us toll-free at (888) 257-0124 or visit [www.compliancesafetymanager.com](http://www.compliancesafetymanager.com).**

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