

Wimsatt Building Materials Improves Distribution Efficiency with Descartes and Geotab

Posted Jun 15, 2020

WATERLOO, Ontario, June 15, 2020 (GLOBE NEWSWIRE) -- Descartes Systems Group (Nasdaq: DSGX) (TSX:DSG), the global leader in uniting logistics-intensive businesses in commerce, announced that Wayne, Michigan-based Wimsatt Building Materials, a Midwestern distributor of quality exterior building products, is using Descartes Route Planner™ On-demand and Geotab® GO™ devices to help make its distribution network in Michigan and Northern Ohio more efficient.

"We now have the tools to automate formerly manual processes, which increases our efficiency in vehicle routing, asset tracking, fleet maintenance, Department of Transportation (DOT) compliance and more," said Barry Crane, Director of Logistics at Wimsatt Building Materials. "Our Descartes/Geotab solution has allowed us to improve asset utilization, refine our processes, and increase our organization's efficiency, resulting in higher levels of customer service with lower operational cost."

Descartes Route Planner On-demand provides an easy and affordable way to optimize and dispatch routes as well as track delivery status in real-time. This cloud-based route optimization and execution solution combines sophisticated planning and execution functionality in an easy-to-use environment. It optimizes delivery routes by taking into account geographic location, customer time windows, truck capacities and other physical constraints. The solution is available on the Geotab Marketplace, an extensive and growing ecosystem of business-focused applications, hardware Add-ons and software Add-ins used by companies with fleets large and small.

Geotab is a global leader in IoT and connected vehicles. Descartes offers the Geotab GO device as part of its integrated routing, mobile and telematics solution suite. With Geotab GO devices, fleets can securely capture accurate data for improved fleet management, including vehicle location data, vehicle health assessments, in-vehicle driver coaching, collision detection and notification, advanced data capture and more.

"As professional contractors, our customers require timely and accurate deliveries to keep their crews operating efficiently, and that's especially critical as they combat the labor shortage in our industry," said Rob G. Hoffman, President & COO of Wimsatt Building Materials. "Our customers' needs, along with our culture of continuous improvement, mandate that we continue to elevate our industry's expectations of building material delivery services. Descartes and Geotab have provided us with a platform that allows us to deliver on that mission."

"We're pleased to help Wimsatt achieve distribution efficiencies that are contributing to high standards of customer service," said James Wee, Vice President of Sales at Descartes. "By collaborating with Geotab, we can create greater awareness for the value of combining advanced route planning with vehicle telematics and equip customers with the tools to help better manage drivers, vehicles and overall delivery performance."



Company Profile

Wimsatt Building Materials
Distributor of Specialty Building
Materials

Descartes Solutions

Route Planning and Execution

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Barry Crane

Director of Logistics
Wimsatt Building Materials

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About Wimsatt Building Materials

Wimsatt Building Materials Corporation is a distributor of quality steep slope & low slope roofing, exterior cladding, windows & doors, and specialty building materials. We are the leader in unassisted rooftop delivery, pioneering the service in Michigan over 30 years ago and continuing to perfect it in conjunction with maintaining an unrivaled inventory of shingles. We serve builders and contractors with our Gold Standard Service Experience from eight locations across Michigan and Northern Ohio. For more information, visit wimsattdirect.com.

About Geotab

Geotab is advancing security, connecting commercial vehicles to the internet and providing web-based analytics to help customers better manage their fleets. Geotab's open platform and Marketplace, offering hundreds of third-party solution options, allows both small and large businesses to automate operations by integrating vehicle data with their other data assets. As an IoT hub, the in-vehicle device provides additional functionality through IOX Add-Ons. Processing billions of data points a day, Geotab leverages data analytics and machine learning to help customers improve productivity, optimize fleets through the reduction of fuel consumption, enhance driver safety, and achieve strong compliance to regulatory changes. Geotab's products are represented and sold worldwide through Authorized Geotab Resellers. To learn more, please visit www.geotab.com and follow us @GEOTAB and on LinkedIn.

About Descartes Systems Group

Descartes (Nasdaq:DSGX) (TSX:DSG) is the global leader in providing on-demand, software-as-a-service solutions focused on improving the productivity, performance and security of logistics-intensive businesses. Customers use our modular, software-as-a-service solutions to route, schedule, track and measure delivery resources; plan, allocate and execute shipments; rate, audit and pay transportation invoices; access global trade data; file customs and security documents for imports and exports; and complete numerous other logistics processes by participating in the world's largest, collaborative multimodal logistics community. Our headquarters are in Waterloo, Ontario, Canada and we have offices and partners around the world. Learn more at www.descartes.com, and connect with us on LinkedIn and Twitter.

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Cautionary Statement Regarding Forward-Looking Statements

This release contains forward-looking information within the meaning of applicable securities laws ("forward-looking statements") that relate to Descartes' solution offering and potential benefits derived therefrom; and other matters. Such forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, performance or achievements to differ materially from the anticipated results, performance or achievements or developments expressed or implied by such forward-looking statements. Such factors include, but are not limited to, the factors and assumptions discussed in the section entitled, "Certain Factors That May Affect Future Results" in documents filed with the Securities and Exchange Commission, the Ontario Securities Commission and other securities commissions across Canada including Descartes most recently filed management's discussion and analysis. If any such risks actually occur, they could materially adversely affect our business, financial condition or results of operations. In that case, the trading price of our common shares could decline, perhaps materially. Readers are cautioned not to place undue reliance upon any such forward-looking statements, which speak only as of the date made. Forward-looking statements are provided for the purposes of providing information about management's current expectations and plans relating to the future. Readers are cautioned that such information may not be appropriate for other purposes. We do not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in our expectations or any change in events, conditions or circumstances on which any such statement is based, except as required by law.