networkfleet DRIVING BUSINESS

BLS Trucking Inc. Reduces Fuel Costs, Theft and False Claims Using Networkfleet®

Summary

When gas prices, vehicle theft, and false claims against drivers sky rocket at the same time, it gets your attention. At BLS Trucking, the solution was a wireless vehicle management system from Networkfleet which paid for itself within a year.

Problem

Based in Dayton, Ohio, BLS Trucking Inc. operates a fleet of 210 trucks within 40 locations throughout six states. In business since 1988, the company's reputation for reliable, on-time delivery and competitive pricing has helped it become the largest independent delivery service for one of the region's biggest lumber companies.

During recent record-level gas prices, the company felt the pressure of high fuel expenses. BLS also experienced three truck thefts during a six-month period and a rash of unsubstantiated complaints against its drivers.

Solution

After evaluating various solutions to these challenges, BLS implemented Networkfleet, a wireless fleet management system. Networkfleet merges patented remote diagnostic monitoring with GPS-based Automatic Vehicle Location (AVL) technology. Initially, the company wanted to rein in fuel costs and automate maintenance schedules to reduce breakdowns in out-of-the-way places and save money on avoidable repairs. But the company soon realized Networkfleet offered additional benefits.

"Networkfleet is attached to the truck's engine and is able to read information directly from the engine," said Josh Zimmet, Executive Administrator at BLS. "Having this type of diagnostic data at a competitive price sold us on Networkfleet. The technology can track and report on speed, idle time, odd-hour usage, locations and fuel usage, among other types of data. Additionally, when something is wrong with the engine, it sends a warning to my computer. We knew tracking our trucks and knowing where they were at all times would eliminate unauthorized use and reduce costs."

Results

- *By eliminating unauthorized usage and unnecessary idling time, BLS saved $188,539 in fuel consumption alone during the first year. This equates to more than $900 savings per vehicle, nearly 10 percent savings over the previous year.*

- *Lowered repair costs and reduced breakdowns on the road.*

- *Improved vehicle management and deterred vehicle theft. Since installing Networkfleet, BLS had one truck stolen, and it was returned undamaged within 24 hours.*

- *Drivers at the scene of an accident not ticketed because of the time-stamp GPS data that Networkfleet provided.*

Results

By lowering fuel and repair costs, Networkfleet paid for itself in less than a year. By the end of the second year, Zimmet projects a savings of $220,000. "That is like having 55,000 gallons of free fuel," he said.

Just as critical, Zimmet said, it has protected drivers against false claims and deterred theft. "We've had drivers who, because of the GPS data provided, have not been ticketed at the scene of an accident," said Zimmet. "Additionally, we've had many claims that our trucks have caused damage at a particular location. By having the GPS data with time-stamps, we proved we were nowhere near the location where we had been accused of causing damage. These savings are 'hidden' savings, but they defenitely are evident."

This last point proves there's more to Networkfleet than a better bottom line. As Zimmet explained, "What is good for the company ends up being good for our employees."

For more information on Networkfleet call (559) 432-2424.