

FleetNet *focus*

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Company Uses Data For System Failure Analysis of Events

FleetNet has solid experience helping companies reduce maintenance events. When you have fewer maintenance events, you put more money on the bottom line. Below is an example of FleetNet's ability to provide data to a customer for system failure analysis resulting in better maintenance decisions and reduced events, thus putting money on the bottom line.

Situation:

The Director of Maintenance for a fleet of tractors, and a variety of both box & tank trailers wanted comprehensive data on his fleet in a centralized location to help them make decisions regarding maintenance of the equipment. The company has in-house technicians handling a portion of the breakdowns along with FleetNet handling the over-the-road events.

Action:

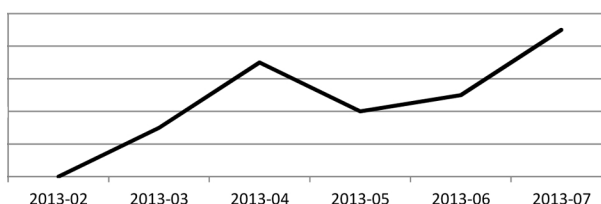
FleetNet made a few modifications to a current program allowing the company to input information from the in-house repairs into the FleetNet system. With the repair information now in FleetNet's workflow system, the events are VMRS coded resulting in a complete picture for the data analysis and reporting.

Results:

Using the full data, the Director of Maintenance was able to isolate and identify a disproportionately high failure rate on brake chambers. Digging deeper into the issue, he discovered the manufacturer had started to use a cheaper grade of brake chambers. The company issued a recall to change these brake chambers, returned them to the OEM and received relief for the defective chambers.

Another failure analysis involved cranking systems. Again, using the data, the director found the units used on drop yards had a higher than normal percentage of events with "no starts". To counter this, 1 of the 4 batteries was removed & replaced with a capacitor on these units as well as a change in the PM schedule for batteries.

Cranking System by Month



This is just one example of how
Benchmarking & Data Analysis = Powerful Results!

How can FleetNet help you save money
by using benchmarking and data?

Contact your Division Director
to partner with you to find out.

Northeast Area:	Chuck Cavanagh	610-312-4612
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Jill Marquardt



Mark Madias



Stepphone Mack



Daryle Shuford



Rocky Carroll

FleetNet New Hires

FleetNet America Continues to Expand Sales Team

FleetNet America continues to deepen its footprint across the US by adding additional sales consultants. With a mission to change the direction of fleet maintenance, FleetNet’s sales consultants become a partner with customers helping them get their fleets back on the road faster than anyone else in America; assisting in reducing maintenance events by providing data and information to make even better maintenance decisions; and delivering best in class PM compliance (>97%) at the lowest total maintenance cost.

Jill Marquardt joined FleetNet as Region Sales Manager for Minnesota, North Dakota, South Dakota, and Wisconsin. Jill has experience in freight sales, having worked with Enterprise Freight and FedEx. Jill will be based in the Minneapolis, MN area.



Kent Miller

Kent Miller has accepted the role of Region Sales Manager for Colorado, Arizona, Nevada, and New Mexico. Kent has deep experience in the transportation industry, having worked for Utility Trailer Interstate, XTRA Lease, Saia, Matheson Transportation and Overnite. Kent will be headquartered in the greater Denver area.

Mark Madias joined FleetNet as a Region Sales Manager for the Michigan and Ohio region. Mark’s background is in trailer and equipment leasing. Mark will be headquartered in the Cleveland, OH area.



Michele Donna

Michele Donna has accepted the role of Region Sales Manager for Illinois and Indiana. Michele comes to us with a background in fleet services with GE Capital, and sales consulting experience with Sales Oxygen. Michele will be headquartered in the Chicago, IL area.

Stepphone Mack is the new Region Sales Manager for the Kentucky and Tennessee area. Stepphone’s background is in freight sales, having spent 14 years with UPS. He will be based in Louisville, KY.



Steve Owens

Steve Owens joined FleetNet as a Region Sales Manager for Missouri, Kansas, Iowa, and Nebraska. Steve has extensive background in sales and finance having worked for Enterprise Car Sales and Bank of America. Steve will be based in Kansas City, MO.

Employees earn Certified VMRS Specialist Credentials

FleetNet is pleased to recognize Daryle Shuford and Rocky Carroll who were part of the first group to earn Certified VMRS Specialist credentials through ATA’s Technology & Maintenance Council (TMC). These individuals have demonstrated their knowledge in the use of the Vehicle Maintenance Reporting Standards (VMRS). VMRS is the industry standard coding convention for tracking equipment and maintenance information, and has been an important tool for successful fleet operation for more than 40 years. The program provided current VMRS users a means of demonstrating their expertise and proficiency. The VMRS Certified Specialists join an exclusive group of committed people willing to go the extra step in improving their skills. FleetNet is proud to have these employees on our team.

New Customers Join FleetNet Family

FleetNet America administers service for 360,000+ events annually, as well as being responsible for over 1,000,000 pieces of customers’ equipment in the TMcare® (Total Maintenance Care) and Roadside (emergency roadside) programs. We would like to welcome the new customers who joined our FleetNet family in the last few months.

Alchemist Specialty Carriers
Carolina Cargo
Colorado Boxed Beef
Crane Transport Inc.
GET Inc.
Mahoney Environmental
Mountain River Trucking

Canada
Rock Hill, SC
Auburndale, FL
Gainesville, GA
Carlisle, PA
Joliet, IL
Mt. Airy, NC

Murphy Brown
Neir
Shelton Trucking Service
Southern Asphalt
Southwest Milk Logistics
Special Distribution
Wood Consulting Service

Warsaw, NC
Coatesville, IN
Altha, FL
Ft. Worth, TX
Grapevine, TX
Sand Springs, OK
Channelview, TX