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Increased PM Compliance and Lower CSA Scores

FleetNet America has the accessibility and understanding of the industry to help companies manage their fleet's maintenance. With a better maintained fleet, your company will see an increase in PM compliance and a lower CSA score. Below is an example of how FleetNet's team helped one customer and made recommendations to improve efficiency and save them money.

Situation:

The fleet director of a food delivery fleet was looking for solutions to increase equipment compliance, reduce out of service vehicles numbers and reduce DOT violations. With a small maintenance staff and the department viewed as a cost center, the fleet had not been properly maintained and had a 48% PM compliance rate.

Action:

Working with the fleet director, FleetNet America set up a process and procedure to begin managing 44 units at 2 branches. The process included tracking all planned maintenance, scheduling vendors to complete work on units during downtime, generally where they were

Results:

Within a year FleetNet America was managing the entire fleet of 280 units at 40+ branches. PM compliance increased from 48% to 98% and a vehicle maintenance score of 6.8%. With FleetNet America managing their maintenance, the company was able to maintain their smaller maintenance staff and increase their PM compliance. Recommendations from their dedicated team at FleetNet have also saved them money by helping their fleet run more efficiently. Examples include how to load trucks so they don't freeze up, suggestion of plastic strips at back doors of trailers, lift gates instead of steps, larger batteries and alternators.



Watch this video
and more on
FleetNet America's
YouTube Channel



This is just one example of how FleetNet can increase PM compliance and lower CSA scores.

How can FleetNet help you?

Contact your local RSM or Division Director to partner with you to find out.

Northeast Area:	Chuck Cavanagh	610-312-4612
Southeast Area:	Randy Whittaker	501-658-5735
Midwest Area:	Elizabeth Suerth	224-456-0467
Western Area:	Matthew Hilber	707-322-5344



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FleetNet 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.

Chris Coggins joined FleetNet as Region Sales Manager for southern Texas and Louisiana. Chris has over 15 years of general management experience with companies that include Travel Centers of America. Chris will be based in the Houston, TX area.



Chris Coggins



Randy Davis

Randy Davis has accepted the role of Region Sales Manager for northern Texas and Oklahoma. Randy has both a sales and operations background with McLane Distributions, Transport Industries and AutoZone. Randy will be based in the Dallas, TX area.

Improving the Industry with Investment in Vendors

In late May, FleetNet America announced its sponsorship for all FleetNet mechanical vendors' 2014 membership in Everything Fleet, a benefits and cost saving program. "Sponsoring these memberships for our vendors is one way FleetNet America is able to assist the industry. The benefits our vendors will receive from this program will give them a competitive edge to remain viable to serve the industry as well as our customers," states Gary Cummings, President and CEO of FleetNet America.

The Everything Fleet program is designed to provide valuable resource materials and other special affinity marketing from Everything Fleet supplier partners. Members save on many products and services they use in their businesses. All Everything Fleet members also receive an e-publication filled with business information valuable to member companies, their owners, managers and employees.

ABOUT FTI Groups, Inc.

FTI Groups, Inc. is a leading provider of benefits and software services in a variety of industries. FTI Groups improves vendor relationships and the bottom line at member companies through its towPartners® and Everything Fleet™ brands. FTI Groups is the provider of software tools including sureFleet® and Pelican Mouth. More information about FTI Groups can be found at ftigroups.com.

Visit FleetNet America's YouTube Channel to view case study videos demonstrating how FleetNet helps customers improve their business.



FleetNet America's Data Helps Customer Save \$1.3 Million
 FleetNet America Improves Customer's PM Compliance and CSA Scores
 FleetNet America Reduces Customer's Late Penalties and Downtime



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.

D.M. Bowman	Williamsport, MD	Metrolina Greenhouses	Huntersville, NC
El Paso Freight Services	El Paso, TX	Nesco	Bluffton, IN
Genox Transportation	La Porte, TX	RAC Transport	Commerce City, CO
Great Lakes Petroleum	Cleveland, OH	Smartway Trailer Rentals	Ontario, Canada
JC Fodale	Dilley, TX	Swing Transport	Salisbury, NC
JMN Transportation	Maryland Heights, MO	T Haul Tank Lines	Springfield, MO
Kyle Trucking	Bartlett, TN	Wall Street Systems	Mantua, OH
MDS Enterprises	Jefferson, WI		