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Benchmarking & Data Analysis = Powerful Results

In the last newsletter, we discussed benchmarking and how it could benefit you. If you will remember the three main objectives of benchmarking are:

1. To determine what and where improvements are called for to reveal true performance.
2. Analyze how other organizations or peers achieve high performance levels
3. Use the information to improve performance and achieve best in class practices.

Below is a case study demonstrating the first objective: *determine what and where improvements are called for to reveal true performance.*

Reducing Miles between Breakdowns Saves Company over \$1.3 Million

Situation:

A Director of Maintenance of an LTL fleet came to FleetNet looking for ways to reduce the number of events (breakdowns). Their linehaul units were running approximately 50,000 miles between breakdowns. This customer uses FleetNet for all their breakdowns; therefore, the data we capture for each event could be used for root cause analysis to determine if anything could be changed to increase miles between breakdowns.

Action:

FleetNet added a way to capture miles driven per month by the linehaul units to the graphs we produce.

Results:

With the analysis of these graphs and information, the Director of Maintenance realized a group of 2006 Macks were causing most of the breakdowns. He sold these units and his miles between breakdowns have increased to 106,000. This saved the company over \$1.3 million.

Supporting Information:

Events by Make/Model	Unknown	Before 2000	Between 2001 and 2005	Between 2006 and 2010	Between 2011 and newer	Grand Total
1 MACK	-	36	1,201	3,286	166	4,689
2 VOLVO	918	669	-	-	-	1,587
3 INTHR	-	-	12	150	59	221
4 STER	-	1	16	53	-	70
5 TOYOTA	-	-	19	11	-	30
6 OTTST	-	8	12	-	-	20
7 PTRBL	-	-	-	6	-	6
8 KNWRT	-	4	-	1	-	5
9 MSL	-	4	-	-	-	4
10 INVSTR	4	-	-	-	-	4
11 GRDGN	-	-	-	-	2	2
12	-	-	-	1	-	1
13	-	-	-	-	-	-
14	-	-	-	-	-	-
15	-	-	-	-	-	-
16	-	-	-	-	-	-
17	-	-	-	-	-	-
18	-	-	-	-	-	-
19	-	-	-	-	-	-
20	-	-	-	-	-	-
TOTALS	922	722	1,260	3,508	227	6,639

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
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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Look for us on:   

FleetNet America 2014 Tradeshows

FleetNet America representatives will be traveling across the nation again this year to meet and greet current and potential clients. Stop by the FleetNet America booth at the tradeshows listed below.

PepsiCo – Pepsi/Frito Lay	San Antonio, TX	Feb. 17-20
TMC – Technology & Maintenance Council	Nashville, TN	March 10-13
NPTC – National Private Truck Council	Cincinnati, OH	April 13-15
TMW Systems – Transforum	Nashville, TN	Sept. 21-24

FleetNet Promotions

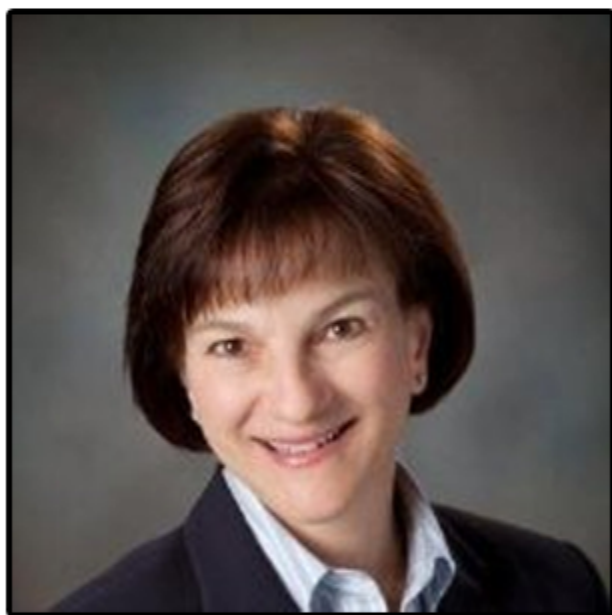
FleetNet America Continues to Expand Sales Team

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.



Lisa Price

Lisa Price joined FleetNet as Region Sales Manager for the northern Texas area. Lisa has held sales roles with Aramark, and most recently with Ryder Transportation. She is a University of Texas graduate and will be headquartered in the Dallas, TX area.



Elizabeth Suerth

Elizabeth Suerth joined FleetNet as the Midwest Division Sales Director. She has held sales leadership and general management positions at AT&T, ADP and most recently helped Manpower transform their sales organization to become more growth focused. Elizabeth will be headquartered in the Chicago area.

New Customers Join FleetNet Family

FleetNet America administers service for 350,000+ 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.

American National Logistics	Caddo Mills, TX	Lomax Tile & Marble	Charlotte, NC
Astral Carrier	Lynn, IN	McFarland Trucking	Austin, MN
Dugan Truck Line	Wichita, KS	Mendon Truck Leasing & Rental	Brooklyn, NY
Environmental Transport Group	Flanders, NJ	Moark DBA Egg Express	Bozrah, CT
Fargo Cargo	Fargo, ND	Pacific Coast Fruit Co.	Portland, OR
First Star Logistics	Lawrenceburg, IN	Ryan Logistics	Marysville, OH
Graebel Companies	Aurora, CO	Southwestern Motor Transport	San Antonio, TX
Ideal Transport	Hickory, NC	Vector Fleet Management	Charlotte, NC
Infinity Oil	Williamsport, PA		