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Eggleton Trucking and FleetLocate:

A Better Approach to Fleet Management

Local Fleet Management

Eggleton can locate every truck and driver instantly, and dispatch drivers to new stops based on which driver is closest.

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A Better Approach to Fleet Management

HIGHLIGHTS

Family-owned trucking company hauls mulch and green waste to agricultural operations in southern California. Installed Spireon FleetLocate GPS tracking to manage fleet operations for 8 trucks.

- Increased productivity, adding more loads each week
- Achieved $76,800 in incremental annual revenue
- Realized 27:1 ROI on fleet management solution

When Dan Eggleton's father started his trucking business in the 1940s, fleet visibility was limited by the technology available at the time. "He'd hand them a dime and say, 'Call me when you unload,'" says the younger Eggleton, who re-launched Eggleton Trucking in 1997 with his son Kyle.

Fast forward a few decades. While drivers transitioned from pay-phones to cell phones, Eggleton still had to spend hours each day calling drivers to find out where they were, whether the trucks were loaded or unloaded, and how long it was going to take them to get to their next stop.

Temecula, Calif.-based Eggleton Trucking hauls bulk commodities (primarily mulch and compost) to farms throughout southern California. The company also participates in a regional recycling program, hauling household green waste (yard and tree trimmings, etc.) that has been ground into mulch to area orange groves, vine-yards, and other agricultural operations. The company also has a farming operation that spreads the material in the groves and vineyards. The eight Mack trucks that make up Eggleton's fleet average 100 to 110 loads of material per week. By adding two more trucks this spring, they'll be hauling close to 140 loads each week.

Before installing FleetLocate, Dan reports, "All of our tracking was basically by the seat of the pants."

Dan Eggleton and son Kyle have grown their hauling business through customer service and efficient dispatching.

Eggleton trucks leave early to make their first pick-ups at a green waste facility between 3-5 AM.

Any unexpected delays could cause big problems for the drivers and Eggleton's schedule since pick up locations have short time windows.

"We'd plan to get the last load at 2 PM at a place that only loads until 3:30," says Dan. "All of a sudden, my driver tells me he's not going to make it in time to get the load. If I had known that in advance, I could have re-routed another truck."

Because Eggleton had to rely on the drivers to self-report their locations and ETAs, Dan was not always working with accurate information. "You may have a guy hoping to get an extra load in telling you he's farther along than he actually is."
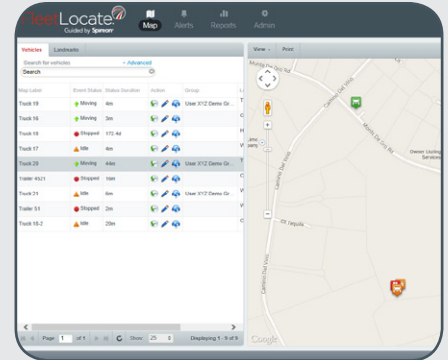
HIGHLIGHTS

Fleet Visibility, Any Time, Anywhere

In 2012, Eggleton decided to do something about his fleet tracking problems, and selected Spireon's FleetLocate GPS vehicle tracking solution to improve dispatch operations. FleetLocate is a scalable GPS-based fleet tracking solution that provides continuous vehicle monitoring, vehicle safety and performance data, and customizable alerts. FleetLocate also provides a browser-based mobile platform that allow users to access vehicle data via Android and iOS-based phones.

The solution provides real-time location information for the entire fleet, enabling both Dan and Kyle to view truck information from a mobile phone at any time of the day or night.

Typically, Kyle would arrive at the Eggleton yard at 1:30 AM to check the trucks and stay onsite to make sure all drivers were on time for their 2-5 AM starts. Kyle still does the 1:30 AM check, but can be elsewhere and still track start times using the mobile app.

Dan and Kyle can easily check vehicle histories from their phones to verify starts and stops or monitor speeding and idling, which waste fuel.

"We're getting more loads in per week because I know where everyone is at."

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According to Dan, "We have a four-hour span of time when the trucks are all leaving the yard. If you have to sit there for four hours in the morning just to watch the trucks, then half the day is shot. The mobile app is the key to the whole thing."

The remote visibility has had immediate benefits. "One morning I looked at 6 a.m. and one of our trucks that should have already been out of the yard hadn't even started yet," Dan says. "I had to call the driver and wake him up."

In the past, Dan may not have known that the driver overslept and the driver would have missed the pick-up.

Throughout the day, either Eggleton can locate every truck and driver instantly, and dispatch drivers to new stops based on which driver is closest.

"As things change during the day, we can change with them," says Dan. "If there's a traffic problem or a hold-up at one of the loading locations, I can switch the dispatching around to fit that, and find another driver to cover the next stop."

Installation was a breeze, with installation scheduled after hours. "It was very simple," says Dan. "The tracking device is wired into the ignition switch, so I know when the ignition is turned on and off. I know where the trucks are, and when they are in operation."

Kyle and Dan say there were no objections from the drivers about the new tracking system. "They get paid by the load. They all want to get their work done as quickly as possible, so they recognized the value of this," adds Dan.

Eggleton Trucking hauls, then spreads green waste at agriculture operations in Southern California. Eggleton equipment, which stays at the customer site, also have FleetLocate tracking devices for security and to provide insight on equipment use.

"The biggest benefit for me has been the ability to constantly monitor the trucks so I can maximize our dispatching and productivity."

Increased Revenue and Productivity

"The biggest benefit for me has been the ability to constantly monitor the trucks so I can maximize our dispatching and productivity," Dan says. "We're getting more loads in per week because I know where everyone is at."

Better planning has increased productivity by three to four loads per week, yielding an incremental $1,600. That's around a 27 to 1 return on investment for FleetLocate's fleet management system.

Another important benefit, which Dan credits with driving his business growth, is improved customer service. He and Kyle can quickly answer questions for customers about arrival times, the number of loads delivered, and easily accommodate requests for additional pick-ups on short notice.

One Eggleton contract has a service level agreement with specific pick-up times. "We're at 100% for meeting that requirement," boasts Dan.

Dan was also able to quickly respond when a customer complained about an Eggleton driver travelling too fast within a facility "I pulled up the tracking data to see where my driver was and how fast he was going," reports Dan. "The customer had a problem that I could nip in the bud pretty quickly."

With better fleet visibility, Dan and Kyle say their whole operation runs better. Says Dan, "the drivers are done sooner, the trucks get in earlier, and it's been a good deal for everyone. I thought I had a good handle on things before, but now I don't know how I would do without this."

"I know now that you can't compete without tracking. Without it, you'll go by the wayside"

FleetLocate provides a browser-based mobile platform that allow users to access vehicle data via Android and iOS-based phones.

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FleetLocate helps you optimize fleet operations, reduce fuel costs, and keep customers happy.

Talk with a fleet management specialist at **855-867-2692**, or request a demo at **FleetLocate.com/local**.

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