



CASE STUDY

Making Way for Cost Savings and Increased Efficiency

Spireon Helps Summitt Trucking Address Labor and Trailer Shortage While Saving \$644,000 Per Year



Transportation & Logistics

About

Summitt Trucking LLC is a family owned and operated asset-based transportation & logistics company based in Clarksville, Indiana. With high standards and cutting-edge technology, it transfers goods from shipper to receiver throughout the continental US. Summitt offers outstanding service and competitive pricing and aims to provide long term partnerships with its customers by valuing every employee from the office worker to the driver, and by tailoring to their customers specific needs.

Highlights



Summitt Trucking switched to Spireon's trailer management solution and added on Managed Services, Spireon's consultative trailer management offering, saving the company over \$640k per year overall.



Adding the IntelliScan cargo sensor and the expertise from Spireon's Managed Services yielded a 3% decrease in idle trailers, equating to additional \$144k per year.

Challenges

Summitt Trucking initially explored Spireon because it needed a trailer management solution that worked. They were not happy with the provider they were using. As David Summitt, owner of Summitt Trucking, stated, "We spent many hours troubleshooting, but still could not resolve the problem. Customer service with that telematics provider was also sub-par. In the end, we had to ship the troubled units back to the vendor, and we're paying for the shipping costs."

1

Unreliable hardware and inaccurate cargo sensor readings

2

Lack of customer service

3

No expertise to help analyze the data and improve ROI

According to David, “without an accurate cargo sensor, we were sending 5-10 drivers per day, an average of 30 miles to look at 30 trailers on a lot, only to grab one. This task sometimes takes an hour or two. That’s approximately 5-10 loads. We are doing this multiple times a day with various locations all around our service network. During this time, we’re losing \$90-\$100 per hour in revenue. We recognized that we are spending about \$500,000 or more annually, just having our drivers go and look for empties.”

The Solution

Summitt Trucking was impressed with Spireon’s web portal and support offerings, and ultimately partnered with Spireon to help sustain its long-term growth plans. As David states, “The FleetLocate web portal is very modern and up to date. It is easy to use and provides the carrier with the needed information. The fact that you have service facilities in most major cities is also a value add.” To support its trailer management needs, Summitt opted for Spireon’s solar-powered FL 22+ device, combined with its IntelliScan cargo sensor, which the perfect solution for Summitt’s mix of dry van, reefer, and storage trailers.

After a year of using Spireon’s trailer tracking solution, IntelliScan cargo sensor, and cloud-based UI to manage its mixed trailer fleet, Summitt Trucking minimized driver time and saved \$500k in lost revenue. It saw the value provided by FleetLocate, but the business still needed more help.

As a 24/7 business, things are continuously chaotic. David Summitt, the owner of Summitt Trucking never feels like he has enough people to handle everything, and that there’s never enough time in the day. Even with various trailer fleet management reports available, no one had the time to look at the reports and take advantage of the data to implement business changes. Opportunities were being overlooked in many different areas.

To help with the chaotic nature of Summitt’s business, Spireon introduced Summitt to our Managed Services offering. As experts in trailer fleet management, Spireon understands the pressure that limited resources can put on any trucking business. Our operations analyst noticed some areas for improvement in Summitt Trucking’s operations and reached out to provide a 90-day trial of our Managed Services offering. From the initial introduction of the program, David saw the potential efficiency gains of adding the extra resource.

Landmark Dwell - Fleet vs. Peers - Last 90 Days



Customized Detention Billing

Spireon

Customer Problem
• Time consuming, manual, error prone detention billing process

Solution
• Weekly report with assets at eligible shippers that could be billed to shipper
• Report with assets located at eligible shippers for visibility into future billing

Asset ID	Asset Type	Asset Class	Asset Status	Asset Location	Asset Owner	Asset Age	Asset Value
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000

Results
• Saved employee time
• Billed \$150k in detention

Numbers are for reference only.

Customized Detention Billing

Automated Yard Checks

Spireon

Customer Problem
• Lack of resources and underutilized trailers

Solution
• Report separated by division and grouped by customer
• Highlighting assets idle longer than accepted
• Sent daily to designated personnel

Asset ID	Asset Type	Asset Class	Asset Status	Asset Location	Asset Owner	Asset Age	Asset Value
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000
10000000000000000000	TRAILER	DRY VAN	AVAILABLE	10000000000000000000	10000000000000000000	10000000000000000000	10000000000000000000

Results
• Reallocated \$9k / year in employees' time
• Increased revenue by \$125k / year by recognizing consistent locations with idle trailers

Numbers are for reference only.

Automated Yard Checks

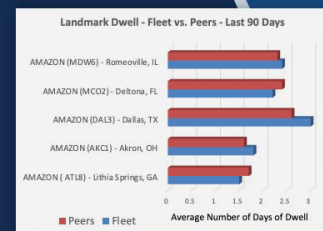
Peer Industry Benchmarking

Spireon

Customer Problem
• Lack of visibility into industry statistics

Solution
• Benchmarking report against other Spireon customers with similar trailer fleets

Results
• Customer fleet showed less dwell time than Spireon peers at 2 of 5 selected landmarks
• On average customer incurs 6.2% more dwell time when compared to others
• In the last 30 days, fleet improved dwell time by 1.2% while peers improved by 0.6%



Numbers are for reference only.

Peer Industry Benchmarking



Our expert started simple. He helped Summitt with basic yard check reports and inactivity reports, filtering them in ways that made sense for Summitt's operations and explained the importance of the reports to the team. Rather than the information coming from an automated system, it was sent to David, who then passed it along to the team. This process helped break the team's resistance to change and understand the importance of these reports and the information it contained. As the trial went on, and the team became more involved, asking for additional customization and reports were then setup to internal distribution lists.

From there, Spireon focused our efforts to help Summitt tackle bigger challenges. Our analyst saw extra revenue opportunities the team was missing out on. Detention billing reports were then customized to adjust for special customer contract conditions. With this change, Summitt is seeing a 3% decrease in idle trailers. While that might seem low, having a trailer sit idle costs \$25/day. Over a month, with a fleet of 550 trailers, that translates to \$12k in lost revenue, equating to \$144k per year.

Results

Today, Summitt Trucking no longer has to worry about wasted driver time and lost revenue. It is also fully committed to utilizing Spireon's Managed Services offering for its entire trailer fleet. Spireon's dedicated operations analyst and consultative approach saves Summitt Trucking time and resources, making the business more efficient and profitable.

Per David, "Adding Managed Services to Spireon's trailer tracking solution has helped my team save countless hours and realize its full potential. With an expert advising us, I'm able to make more money by encouraging my customers to turn my trailers faster. For trailers I can't turn faster, I can still make money by billing \$10-20k in detention per month. As a business, we embrace change, and know that Managed Services will pay dividends in the long run. It's a win win." In total, with Spireon's FleetLocate solution and Managed Services offering, Summitt Trucking is able to realize \$640k in savings per year.



**Adding Managed Services to
Spireon's trailer tracking solution
has helped my team save
countless hours and realize its
full potential.**

David Summitt - Owner

Schedule your free demo today by calling 1.800.557.1449.
spireon.com/products/fleetlocate-for-trailer-and-asset/

 **SCLERA** |  **Spireon**

Copyright © 2022 Spireon.com | All Rights Reserved