

# Fletcher's Towing Inc. Improved Efficiency with FleetLocate

## Introduction

This case study of Fletcher's Towing Inc. is based on a September 2018 survey of Spireon FleetLocate customers by TechValidate, a 3rd-party research service.



“Helps with IFTA reporting, locating drivers and dispatching.”

“Reports – I don't have to do them by hand. I can just print a report and it's done. Saves hours out of my day.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Spireon FleetLocate:

- Would like to better control the following costs:
  - Fuel
  - Vehicle maintenance/downtime

## Use Case

The key features and functionalities of Spireon FleetLocate that the surveyed company uses:

- Realized the following improvements since implementing FleetLocate:
  - Reduced speeding
  - Reduced idling
- Agrees that FleetLocate helps them with the following:
  - Manage fleet fuel expenses
  - Coach drivers on better driving behaviors
  - Better manage their fleet
- When they compare their fleet to their top competitors, they have:
  - Quicker responses
  - Better service
  - Better products
  - Better people
  - Better vehicles/equipment
  - Better business practices

## Results

The surveyed company achieved the following results with Spireon FleetLocate:

- Agrees FleetLocate helps them with the following:
  - Route the closest driver to respond quickly
  - Ensure their drivers are performing
  - Run a more efficient business

### Company Profile

Company:  
**Fletcher's Towing Inc.**

Company Size:  
**Small Business**

Industry:  
**Transportation Services**

### About Spireon FleetLocate

Ensuring your vehicle, driver, and trailer fleet is running optimally is key to delivering great service, and great service means repeat customers who help grow your business. Spireon's GPS fleet/ asset tracking and management solutions give you intelligence on how your fleet is performing – by driver and vehicle and asset. Whether your fleet is small or large, FleetLocate® helps lower costs, maximize profit, and increase productivity.

#### Learn More:

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