

Truck Success Stories

If you manage a truck fleet, you know the complexities associated with the process—you need to lower costs while maintaining a high standard of performance. As you will see in the following examples, Donlen works with companies to develop fleet management programs that meet their unique application needs—our aim is to reduce your costs *and* increase your fleet's efficiency. Through our consultative approach, we allow you to **get more done**.

We have removed our customers' names in the following truck fleet efficiency and cost-saving examples to protect their confidentiality.

Success Story 1

Donlen worked with this underground utility company to develop lasting, cost-saving advantages. We helped this customer *decrease vehicle cycling parameters and optimize vehicle selection*—as a result, the customer continues to achieve an operating cost approximately 5 percent below comparable benchmark fleets, resulting in annual savings of over \$1.6 million.

Additional cost-saving opportunities were also implemented through our partnership, including:

- An improved OEM bailment pool to improve order-to-delivery timing and reduce capitalized vehicle costs
- A fully customized DriverPoint® Telematics solution—benchmark-managed telematics programs recorded 5-percent improvements in mpg and a 10-percent reduction in accident spend. For this customer, this equates to \$1.7 million in savings per year
- A complete toll-management rollout for the fleet that will save approximately \$300,000 through fine and fee reductions



Success Story 2

This telecommunications network provider operates mostly half-ton pickups for on- and off-road terrain purposes. When the company first joined Donlen, its fleet was split amongst the three domestic manufacturers and it did not have an optimal vehicle choice. Donlen evaluated the company's vehicle selection and helped it *consolidate manufacturers* based on a lifecycle analysis of its current vehicles' performance and a predictive analysis of future model year trucks. Donlen also identified opportunities to *reduce vehicle size* and replace some half-ton trucks with small SUVs. Through these newly identified opportunities, the company would save approximately \$650,000 over three years.





Success Story 3

This chemical manufacturing company used a bundled maintenance program before partnering with Donlen. For this company, we have been providing guidance and education on the *benefits of an unbundled maintenance program* versus a bundled program. Savings of \$665,000 were projected for 50 units over seven years as a result of the company moving to an unbundled maintenance program. The

program allows the company to only pay for necessary maintenance over that time period and reduces fuel expenses by utilizing maintenance shops in close proximity to company locations.

Success Story 4

Preventive maintenance (PM) is key to ensuring vehicles are in proper working condition and reducing the likelihood of costly non-preventive failures and downtime as vehicles age. Donlen has the ability to track compliance to PM schedules. Through the use of exception reporting, fleet managers can quickly identify vehicles that are due or overdue for service.

Two propane delivery companies with nearly identical operations and average vehicle ages are compared in this story. However, the two companies are managed differently. Company 1 has a seven-year relationship with Donlen and fully utilizes our exception reporting to identify drivers who are overdue for PM. The company averages more than 90 percent compliance and is able to achieve 5 percent lower maintenance Cost Per Mile (CPM) than Company 2. Company 2 has been with Donlen just over a year and has not historically enforced PM compliance. Donlen is currently working with Company 2 to implement effective fleet strategies, including adherence to PM policies, and cycling as a way to reduce maintenance spend and downtime. Company 2 has already been able to improve PM compliance from 40 percent during the time it has been on Donlen's programs.



Success Story 5

Donlen engaged with this building materials company to determine the most *cost-effective financing strategy* for its fleet assets. The company traditionally purchased vehicles with cash and wanted to examine the possible cost-benefits of leasing vehicles through Donlen. A lease versus ownership analysis was compiled using the company's financial parameters, and it was determined that leasing a Chevy Silverado 1500 was more

cost-effective than purchasing by nearly \$4,000 over 48 months. Donlen also evaluated this company's heavy-duty assets and determined that leasing a Freightliner over 72 months would save the company over \$13,500 per vehicle compared to purchasing this vehicle with cash. For a fleet of 150 light-duty trucks and 100 heavy-duty assets, total lifecycle savings of leasing versus purchasing could reach nearly \$2 million.



Do you want to reduce your truck fleet costs?

Contact Donlen now to find out how.

 **DONLEN**

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