GPS Software Assessment Guide For Trucking

- GPS
- Fuel
- Safety
- Security
- Maintenance
- E-logs
- Alerts
Overview of Teletrac’s Fleet Director Software:

Teletrac’s Fleet Director software is an award-winning GPS tracking and fleet automation platform, providing far more than location management. Teletrac utilizes tracking data to help reduce company costs while promoting safety, compliance and productivity. Teletrac believes that smart fleet management depends on a crucial factor: customized and functional data. Teletrac’s integrated software solution brings that data to play for smarter business decisions, better management and increased fleet efficiency.

Drivers can fully automate hours of service compliance data straight from their cab.

Fleet Director software provides location management integrated with data analytics and reporting specific to the trucking industry.

Fleet Director’s GPS truck navigation guides drivers along the safest and most efficient routes.
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10 Critical Issues in Trucking & How Teletrac’s Fleet Director Platform Helps Address Them

ISSUE 1 / CSA COMPLIANCE

What is CSA Compliance?
CSA compliance was first implemented nationally by the Federal Motor Carrier Safety Administration (FMCSA) in 2010. The aim of CSA compliance is to reduce commercial motor vehicle crashes, fatalities, and injuries through federal mandates while increasing overall road safety. While the trucking industry is slowly adapting to new regulations, compliance represents a critical bridge to safety within the trucking industry.

How Does Teletrac Software Help?
Customizing Data to Increase Compliance
Teletrac offers a comprehensive fleet automation solution that provides customized data in order to increase safety, productivity and efficiency—making compliance and fleet management decisions easier.

Teletrac Features Helping to Address CSA Compliance
■ Driver Safety Scorecards—Capture and Rank Dangerous Behavior
With Teletrac’s software platform, Fleet Director, stack-ranked views allow managers to view their fleet’s best and worst drivers. With our Safety Analytics software, driving data is aggregated from each driver in the fleet into an overall safety score. The safety score is comprised of driver behavioral parameters including harsh braking and cornering, stop sign violations and speeding. Training on these behaviors directly correlates to lowering CSA tracked incidents.

■ Safety Event Replay—Replay of Dangerous Driving Events
Through Fleet Director’s safety analytics software, driver events can be isolated and replayed in short snippets just as they took place in real-time. Fleet managers and owners have the ability to demonstrate unsafe driving habits that can lead to accident risk, safety violations and fuel waste for easy driver validation and training. All instances of hazardous driving behavior can be replayed, enabling fleet managers to directly coach drivers that are in need of extra training and assistance.
- **Fleet Director Tablet—A Multi-Function Tool That Makes Driving More Efficient**
  Interactive and easy-to-use, Fleet Director Tablet is equipped with modern, high-resolution screens, a stark contrast to older devices still on the market that carry analog text. The Tablet integrates with innovative software features including electronic driver logs that support hours of service compliance, on-board navigation, lane guidance, and two-way messaging.

- **Fleet Director Tablet—Less Distracted Driving: Disabled Functionality While Vehicle Is In Motion**
  With fleet security in mind, message communication functionality is automatically disabled when a vehicle begins motion, ensuring an added layer of fleet safety.

- **Real-Time Driver Speed Alerts**
  The Fleet Director Tablet provides real-time driver speeding alerts that beep and flash a red light when a driver breaks a posted speed limit. This functionality allows drivers to instantly alter unsafe driving behavior.

- **Truck-Grade Navigation—Guidance Around Safe Routes**
  Fleet Director’s powerful on-board vehicle navigation software seamlessly integrates with GPS vehicle tracking to provide turn-by-turn verbal driving directions. Truck drivers are guided along the most time-saving routes while full-color maps provide a clear and swift user experience. If a driver veers off route by turning in the wrong direction, Fleet Director automatically revises its directions to get the driver back on track. In addition, Teletrac’s software is equipped with height and weight restrictions that re-route fleet vehicles around restricted bridges and roadways, helping trucks minimize traffic surprises on the road.

- **Lane Guidance—Helping Drivers Stay Ahead Of Their Route**
  A guidance line on Fleet Director’s map highlights a vehicle’s route ahead, while speed and estimated time of arrival are dynamically updated based on vehicle progress. Lane guidance allows truck drivers the ability to choose the most appropriate lane when an exit or turn is ahead. This feature helps ensure that drivers are in the safest and most efficient lane at the right time.
CSA Compliance (continued)

■ **Vehicle Routing—Unlimited Data Integration**  
Fleet Director streamlines vehicle routing with insight and ease. Dispatchers have the ability to send routes directly to drivers through the Fleet Director Tablet—turning those routes into turn-by-turn instructions for the driver. Fleet Director natively allows dispatch to send routes to drivers, integrating them into easy-to-understand driving directions. Fleet Director also integrates with route scheduling software like TMW, McCloud and Descartes.

■ **Geo-Fencing—Zero-Touch Dispatcher Updates**  
Geo-fencing technology helps trucking companies create and monitor personalized zones within fleet routes. The features provide automated arrival and departure notifications, which are triggered by the driver’s GPS positioning. The feature can also track fleet vehicles along user-generated boundaries that help monitor a driver’s adherence to safety standards and route parameters. Geo-fencing technology enables automated status updates and messaging, providing validated, time-stamped records of vehicle activity.

■ **Final Rule: Electronic Logbooks—Increasing Compliance for the Trucking Industry**  
Electronic driver logs help the trucking industry lower traffic violations and minimize audit risks. By automating driver logs, fleet managers have the ability to easily track vehicle mileage logs and strengthen compliance regulations. Teletrac’s electronic driver logs are fully compliant with DOT and FMCSA regulations, keeping drivers working the right hours while simultaneously providing feedback on compliance violations.

■ **DVIR—Making Daily Reporting Compliance Easier**  
The FMCSA mandates fleet vehicles to produce a daily driver report that checks off mechanical issues affecting operational safety. Teletrac keeps fleets compliant by offering electronic Driver Vehicle Inspection Report technology (DVIR)—allowing drivers to easily complete and submit daily vehicle maintenance reports through Fleet Director.
ISSUE 2 / HOS REGULATIONS

What Are HOS Regulations?
FMCSA’s new HOS final rule reduces the maximum number of hours a truck driver can work within a week by 12 hours. Under the old rule, truck drivers could work on average up to 82 hours within a seven-day period. The new HOS final rule limits a driver’s work week to 70 hours.

How Does Teletrac Software Help?
Ensuring Compliance Through Automated Electronic Driver Logbooks
Electronic driver logbooks are fully integrated within Teletrac’s software solution, providing complete compliance with DOT and FMCSA regulations. Teletrac captures, correlates and archives all required HOS data so that trucking companies can easily pass checkpoints and meet compliance requirements.

ISSUE 3 / THE ECONOMY

How Does The Economy Affect the Trucking Industry?
The economy is a tremendous concern for the trucking industry. While the pace of recovery has been unsteady and erratic, it is hopeful that job creation and industry growth are on the horizon. Some interesting proposals by the trucking industry, such as increasing freight demand through pro-business solutions, will help amplify the economy and stimulate future job creation.

How Does Teletrac Software Help?
Fleet Director provides many opportunities for company growth, including higher quality customer service and a decreased need for dispute resolution. In addition, cutting costs on fuel, operations, unnecessary miles traveled and lost assets becomes easier for trucking companies with Teletrac’s fleet automation software.

Teletrac Features Helping to Address The Economy
- Fuel Costs—Minimizing the Need to Visit the Gas Pump
  The trucking industry can experience incredible gains in fuel economy with Fleet Director. Teletrac’s automation platform has fuel efficiency ingrained in its DNA. Teletrac focuses on shrinking the percentage of idling engine time for trucking companies, in addition to cutting out harsh braking, eliminating out-of-route miles and avoiding traffic dilemmas.
The Economy (continued)

■ Increasing Efficiency—Keeping Trucking Companies On Schedule
The trucking industry can significantly reduce overtime and operational dollars by decreasing administrative costs with Teletrac. Fleet Director amplifies company efficiency through features such as electronic driver logs—that increase HOS compliance—and safety analytics—which lowers the amount of risk for fleets. By gauging valuable data from their fleets, trucking companies accrue a wealth of knowledge that leads to better visibility and fleet management. This vantage point leads to decisions that can reduce fuel consumption, enhance customer satisfaction, improve safety and lead to increased output.

■ Loss Prevention—Easily Keep Track of Company Vehicles
Losing track of a vehicle is painful; ask any trucking company. Eliminate unauthorized use with Teletrac’s loss prevention software. Fleet Director utilizes location detection to track where property is located, every hour of the day. Using this technology, trucking companies can easily protect and track their assets. Maintaining oversight over fleet location is a powerful tool that helps save money, time and improves overall efficiency.

One specific example is Teletrac’s trailer tracking product, which is designed to help track and recover company equipment. Geo-fencing capabilities provide instant alerts when an unauthorized trailer leaves the yard. Should a theft occur, fleet managers can immediately notify authorities, allowing for the quick retrieval of a stolen vehicle or asset. Geographic zone settings can also notify users when drivers are outside of designated route zones which helps managers stay cognizant of their entire fleet.

ISSUE 4 / DRIVER SHORTAGE

How Does The Driver Shortage Affect the Trucking Industry?
The U.S. trucking industry employs over 3.4 million drivers. Yet, the industry is currently facing an increasingly high driver shortage as workers experience fatigue and concerns over payscale and benefits. A loss of good drivers significantly compromises fleet safety and productivity.
Driver Shortage (continued)

How Does Teletrac Software Help?

More Options—Helping Trucking Companies Make Better Business Decisions

With Teletrac’s automation software, the trucking industry simply has more options to retain good drivers. By gauging pertinent fleet data, trucking companies can make better decisions about their fleet’s best and worst drivers. This judgment can significantly impact business decisions, providing companies with the option for driver incentives, such as bonuses for longevity, productivity and good safety records. With clear data points that help driver training, managers can also make better business decisions that bring their fleets up to speed.

It Makes Driver’s Lives Easier

Professional drivers want to work in professional environments. Removing hassles helps increase job satisfaction and Teletrac's software automates many of the repetitive tasks of drivers. Canned messages allow automatic communication with dispatch. GPS landmarks and geo-fences help avoid questions about “where are you.” Electronic driver logs and electronic vehicle inspection reports eliminate paper logs and management. Helpful technology makes driver’s lives easier and directly improves retention.

ISSUE 5 / EOBR/ELECTRONIC LOGBOOK MANDATE

How Does The Electronic Logbook Mandate Affect the Trucking Industry?

The goal of the Federal Motor Carrier Safety Association’s (FMCSA) mandate is to reduce long driver hours that increase fatigue-related crashes and long-term health problems for truck drivers. According to the FMCSA, “a rule cannot ensure that drivers will be rested, but it can ensure that they have enough time off to obtain adequate rest on a daily and weekly basis.” By reducing the number of hours per day that truck drivers can work, the FMCSA aims to minimize work-related fatigue. The rule reduces a driver’s average maximum allowable hours of work per week from 82 hours to 70 hours, a 15% reduction. Electronic logbooks allow the trucking industry to easily track vehicle mileage logs and strengthen fleet compliance.

How Does Teletrac Software Help?

Ensuring That Trucking Companies Are HOS Compliant

Teletrac’s HOS software solution fulfills this government regulation by fully automating the entry, recording, completion and storage of all required information needed for logbooks— directly from the driver’s cab.
ISSUE 6 / FUEL ISSUES/FUEL PRICES

How Do Fuel Prices Affect The Trucking Industry?
Trucking companies were hit hard by fuel prices this year. A rise in manufacturing and retail sales directly affected fuel costs on the industry and the economy at large, making it more critical than ever to closely monitor fuel economy.

How Does Teletrac Software Help?
Reducing Fuel Costs for the Trucking Industry
Teletrac can effectively reduce fuel costs with software that monitors harsh braking, cornering and accelerating. In addition, Teletrac can monitor idle time, out-of-route miles, and help eliminate speeding—all factors that increase fuel use. The addition of fuel cards can also prevent drivers from fraudulent purchases and siphoning company dollars.

ISSUE 7 / DRIVER RETENTION

How Does Driver Retention Affect The Trucking Industry?
Maintaining a safe and productive fleet is a challenge in the trucking industry. Driver retention affects every aspect of the trucking industry’s workflow, including considerations over equipment choices to driver payscale. The most crucial investment a company can make is on their selection and maintenance of good drivers. Simply put, a safe and productive workforce equals happier drivers. Companies that reward driver performance increase their company’s output while multiplying the number of long-standing, safe drivers in a fleet.

How Does Teletrac Software Help?
Retaining Productive and Safe Drivers
Teletrac can help retain productive drivers for the trucking industry in the following ways:

■ Eliminating paper driver logs
  Teletrac’s electronic driver logs increase compliance while strengthening driver productivity and output.

■ HOS-compliant on-board stickers
  By placing Teletrac’s HOS compliance stickers inside a truck’s cab, drivers regularly report being able to quickly pass through checkpoints.

■ Navigation
  Teletrac’s advanced navigation software allows drivers to move cargo faster, safer and more efficiently, providing another in-cab tool that helps eliminate frustrating misdirections.
Driver Retention (continued)

- **Pay-per-performance programs**
  Through incentivized driver programs, the trucking industry can encourage safe driving behavior based on Teletrac’s proven driver scoring criteria. Our software's performance metrics include idle time, harsh braking and optimal miles, which provide a clear framework to gauge a fleet's best drivers.

- **Clarity of training**
  Enhanced fleet training can include many Teletrac features including replays of safety incidents, which help notify companies of possible driver safety breaches. This awareness provides the opportunity for specialized driver coaching, helping to increase overall fleet safety.

- **Modernized cab**
  Teletrac provides drivers the ability to work in a modern environment, both visually and technologically. Teletrac’s software helps modernize cabs, helping keep strong drivers with automated safety, navigation and particular compliance features.

- **EOBR**
  With Teletrac’s electronic on-board recorder, drivers have the ability to bypass complicated and archaic paper logs. This benefit will save drivers time and effort that they can spend on the road, without the worry of timekeeping. It’s fair to say that drivers (and most everyone) enjoy as little paperwork as possible; Teletrac’s software makes logging hours easy. Making the job easier for employees lends itself to happier drivers, which increases driver retention and company productivity.

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**ISSUE 8 / TRUCK PARKING**

**How Does Truck Parking Affect The Trucking Industry?**
Parking can be a major headache for the trucking industry. The lack of available and safe commercial vehicle parking spaces provides a challenge to drivers due to recently mandated HOS regulations. Because drivers are now required to take rest breaks and off-duty time during their shift, there will be additional need for safe, available parking. A lack of spots may create hazardous conditions for drivers who are unable to find a place to rest in between shifts.

**How Does Teletrac Software Help?**
*Creating Landmarks for Truck Drivers*
Teletrac’s fleet automation software allows fleet managers to create landmarks—personalized points of reference—that may be anything from a route drop to a rest stop. This feature increases route productivity and efficiency by helping to familiarize drivers with an area. Teletrac’s software automatically updates imported landmarks, helping dispatchers and drivers stay oriented and up-to-date.
ISSUE 9 / DRIVER HEALTH/WELLNESS

How Does Driver Health and Wellness Affect The Trucking Industry?
Driver health and wellness is extremely important to Teletrac. Productive drivers translate into productive fleets; that equation helps amplify the bottom line of businesses. With an increased driver turnover rate, fleets are currently facing challenges in finding qualified new drivers. An emphasis on driver health and wellness is one essential key to retaining a competent and successful fleet.

How Does Teletrac Software Help?
Eliminating Driver Fatigue Through EOBRs
Decreasing the amount of tired and fatigued drivers on the road is essential to maintaining a healthy fleet. Driver hours are easily monitored by Teletrac’s software in order to eliminate driver fatigue and increase productive fleet management. Fleet Director’s electronic on-board recorder (EOBR) strengthens compliance by accurately recording the amount of hours a vehicle is driven in a fleet. This monitoring helps protect the health and well-being of drivers so that trucking companies can retain efficient and safe loads.

ISSUE 10 / CONGESTION/BOTTLENECKS

How Does Congestion and Bottlenecking Affect The Trucking Industry?
Bottlenecking and traffic congestion significantly impact fleet costs through wasted fuel and productivity losses. According to ATRI, fuel and oil costs are one of the most expensive operational costs for trucking companies. Congestion and bottlenecking increase idling time and lower fuel economy, which can possibly have major negative consequences on a company’s bottom line.

With Fleet Director, users can stay alert to potential traffic delays and route changes.
How Does Teletrac Software Help?

**Teletrac Features Helping to Address Congestion and Bottlenecking**

**Keeping Dispatch Constantly Aware of Traffic**

- **Live Traffic**
  Dispatchers have the ability to stay aware of traffic conditions with Teletrac. Our software helps fleets remain alert to potential traffic delays. This capability allows dispatchers to quickly rearrange route priorities and directly send them to drivers. With the assistance of turn-by-turn verbal driving directions and easy-to-follow touchscreen displays, drivers consistently stay on an efficient route.

- **Navigation**
  Fleet Director’s powerful on-board vehicle navigation software seamlessly integrates with our GPS vehicle tracking capabilities. The dual combination of location positioning and route direction allows drivers to receive automated, turn-by-turn verbal driving directions. Drivers are easily guided along the most time-saving routes while our full-color, touchscreen Fleet Director Tablet displays vibrant maps that help orient drivers. If a vehicle veers off route by turning in the wrong direction or missing a turn, Fleet Director automatically revises its directions to help the driver get back on track.

- **View Trucking Routes in A Variety of Mapping Formats**
  Fleets can gain access to intuitive GPS-mapping with a variety of views and formats, helping to keep track of fleets of all sizes. The ability to view what traffic looks like in a wide range of mapping preferences allows dispatchers to make efficient route decisions. These capabilities also reduce the amount of idling time for trucks on the road, helping to bring dollars back to companies one saved mile at a time.

**In Review**

Fleet tracking and automation provides the trucking industry with invaluable data to make better business decisions. Teletrac’s comprehensive software platform helps trucking companies address industry-specific challenges, such as fuel costs, driver retention and compliance regulations. Teletrac provides companies with access to unlimited data points that constantly educate fleets on productivity and efficiency levels.
Why GPS Tracking?
Knowledge is power, and nothing is as useful for fleet managers than knowing where their vehicles are at all times. GPS tracking, however, is much more than location management. Integrated fleet technology solutions have the ability to utilize data to reduce company costs and promote safety, compliance and productivity. Fleet owners can easily save time and money with the right provider. It’s a smart solution for your business, period.

What Can GPS Tracking Do For Your Business?

Increase Productivity
GPS tracking solutions substantially increase company productivity. Companies now have incredible capabilities to increase employee output and virtually eliminate idle time. The ability to streamline driver and dispatch interaction significantly improves route guidance. This improved communication decreases the amount of time employees spend between jobs, giving them more time to work during the day.

Increase Efficiency
Investing in solutions that increase efficiency is an integral business decision. Business models that rely on time-saving operational and maintenance costs save money, period. The latest generation in comprehensive GPS tracking solutions significantly increase company productivity. Companies find themselves sitting on a wealth of valuable knowledge that leads to better visibility and control of their fleets. This vantage point leads to decisions that can reduce fuel consumption, enhance customer satisfaction, improve safety and lead to increased output.

Increase Safety and Compliance
Fleet managers have the ability to examine their fleet’s safety behavior (such as harsh braking and speeding) and organize it into valuable, user-friendly dashboards. Managers can easily pinpoint problem areas and take corrective actions to minimize safety risks, excess fuel waste and vehicle depreciation. In addition, compliant-ready systems help your company meet DOT and FMCSA requirements through hours of service compliance, such as electronic driver logs that automate required information needed for driver logbooks. Error-prone manual logbook entries are easily eliminated, leading to fewer headaches and increased compliance.

Increase Your Bottom Line
GPS tracking solutions are proven to dramatically decrease operational and maintenance costs. Personalized knowledge about your fleet’s analytics leads to a variety of productivity incentives, such as lower fleet emissions, decreased fuel consumption and improved customer service response time.

Smart fleet management depends on a crucial factor: customized data. The latest in fleet technologies provide reporting based on real-time information that is aggregated from multiple data sources. This optimized information feeds smarter decisions, smarter management and increased fleet efficiency. Fleet technology has the power to increase your bottom line and provide a wealth of invaluable information that will significantly amplify your fleet’s capabilities.
Turning Data into Useful Information

Data is only as useful as its utility. In order for location information to be transformed into valuable customer data, it undergoes the following process:

**Collecting Data**
Locational data is tracked three primary ways: global positioning systems (GPS), vehicle diagnostic plug-ins and driver input data. For GPS data, information is bounced between satellites, computers, and receivers that determine latitude and longitude locations on earth. GPS inputs enable transmitters to aggregate data points from this technology, such as engine time and geo-fencing status. Vehicle diagnostic information, such as engine and idle time, act as an in-cab virtual mechanic. Driver information, such as hours of service and electronic logbook information, is updated straight from the fleet cab.

**Transferring Data**
Solution providers transmit locational data either over a cellular data network, wireless Internet connection or a direct satellite up-link. Teletrac, for example, can transfer data through the Iridium® satellite network.

**Optimizing Data**
Geographical coordinates are converted into usable and accessible data, such as familiar street names and intersections by the software provider. Once data is aggregated, it can be matched to fleet subsets, such as individual drivers and customized subfleet groups.

**Useful Information**
Optimized data is presented to the customer through the usability, user-friendliness and intuition of its software. All software providers are not created equal. With identical-looking products on the market, deciding on a provider that offers this data in the most serviceable product is paramount. Finding the software provider that translates raw data into the most relevant, profitable and rewarding information for the customer makes all the difference.
Core Features

When deciding on a fleet solutions provider, it is integral to understand the needs and capabilities of your fleet. Operational and management productivity gains depend on the value you would like to see added to your company. While the technology behind GPS tracking systems is similar; the difference lies in the company’s delivery. Here are the main considerations to keep in mind when deciding which solution will meet your company’s needs.

GPS and Asset Tracking

The software platform that you choose should have a highly customizable tracking system that allows users to zoom in and out, change to various map views and data segmentations (i.e. subfleet views). Interrelated data screens should be able to tie actionable data into an easy-to-use and powerful interface.

Custom Landmarks

Landmarks let dispatchers and drivers stay oriented using personal points of reference, such as company offices, terminals and customer sites. With this personalized feature, fleet managers should be able to group their customized landmarks and display them under a shared name for their fleet.

Vehicle Systems Data and Diagnostics

Deep integration into the vehicle’s original equipment manufacturer system should provide extensive fleet statistics and fault codes.

Interactive Vehicle Display

Advanced systems are equipped with color, touchscreen displays that have easy-to-use navigation and safety capabilities. High-end GPS tracking companies include innovative features that the display can carry, such as electronic driver logs, on-board navigation, lane guidance and two-way messaging.

Advanced Fleet Alerts

Dispatch should be able to send routes to vehicles by cross streets, points of interest and zip codes as well as address and landmark locations. These routes should ideally be delivered with voiced turn-by-turn driving directions in the vehicle.

Customized Reporting

Advanced GPS tracking solutions should be able to provide report options that can be chosen from a variety of vehicle and safety metrics. Fully-customizable reports are user-defined and quickly built with drag-and-drop functionality. These metrics may include fleet idle time, fuel consumption, travel distance, routing detail and service mileage, among others. Fleet managers should be able to easily view these reports on both chart and graph views and add additional filters with visual formatting.
How to Choose the Right Solution for Your Company

COMPANY

Does the company have the following?
- At least seven years of experience in the field
- No less than 50,000 tracking units currently in use
- A SaaS pricing model

FEATURES

Is the system capable of the following?
- Real-time event-based GPS vehicle tracking and monitoring
- GPS location and event data transmitted immediately upon generation
- A multi-user color touch screen interface
- Turn-by-turn navigation directions
- Historical report data available for at least three years
- A device that finds the nearest vehicle to a landmark, address, or vehicle
- The ability to show the history and location information for any fleet vehicle during a 24-hour playback
- Geo-fence capabilities which allow for the delineation of a virtual boundary around a geographic area
- GPS location and event data that is updated every ten minutes
- Automated e-mail alerts for unauthorized vehicle use, speeding and excess idling
- User-specific feature security
- Hours of service configuration with electronic driver logs
- Vehicle maintenance schedule management

MESSAGING

Does the device do the following?
- Send at least ten two-way, pre-programmed messages to individual vehicles, groups of vehicles or an entire fleet
- Send two-way free text messages with a maximum of 499 characters to individual vehicles, groups of vehicles or an entire fleet

REPORTING

Can the device produce the following reports?
- A driver safety event report for incidents such as harsh stopping or hard braking
- A performance report that provides information used to evaluate driving trends and problems areas and statistics on actual engine run time, distance traveled, gas usage and odometer readings
- A vehicle diagnostic report that lists each item that fails in chronological order. The event information includes the event time, odometer reading, message ID for the fault code, parameter/subsystem ID, failure mode identifier and status
- A report that lists all exception condition violations by fleet, subgroup or individual vehicle
- A report that lists all landmarks that have been available in the system
- A report that compiles information about deliveries or job information to locations for a specified time period and includes scheduled and unscheduled stops
- A report listing all violations of established exception condition parameters, including vehicle name, exception condition name, time and location
- Self-service custom reports

NAVIGATION

Does the device do the following?
- Provide turn-by-turn driving directions from a start point to a destination point
- The ability to incorporate live traffic data to keep drivers away from traffic congestion
- The ability to schedule the most efficient routes calculated by live traffic

MAPPING

Does the device have these abilities?
- The ability to view the current location of all vehicles on a map-like display
- The ability to view maps in several formats, including 2D, 3D and satellite imagery
- The ability to view multiple maps at one time using tiled windows. Tiling provides the ability to view subfleets in different geographical areas simultaneously, which increases overall efficiency

ANALYTICS

Does the device have these abilities?
- The ability to calculate the vehicles with the lowest MPG fuel efficiency within a 24-hour period
- The ability to calculate average engine time (the total engine “on” time for all vehicles in the fleet divided by the number of vehicles in the fleet)
- The ability to calculate idle time, average travel time, average miles driven and usage for all fleet vehicles

SUPPORT

Does the company provide the following?
- A dedicated support representative with a direct-access phone number
- Unlimited telephone and web-based customer support
- The system and all associated equipment is warranted by the bidder and manufacturer to be free of defects in equipment, software and workmanship for the contract period
Customer Spotlight

The following is a case study detailing the results of a company that utilizes a GPS tracking solution to improve their business needs. This study will provide insight into the right solution platform and how to customize that system to your company’s needs.

Alamo Cement

Alamo, a leading supplier to the construction industry in the San Antonio, Texas area, operates approximately 200 large rigs driven by owner-operators. These haulers deliver more than three million tons annually across Texas, ranging from aggregate and sand to slag and coal and pet coke, plus some countless amount of sacks of Alamo Cement and Quikcrete. The company was launched in 1880. While honoring its long history based in central Texas, Alamo pioneered the use of advanced telematics and, in particular, hours of service (HOS) e-logging. The company is now one of the most experienced of its kind in applying these technologies to improve safety.

Highway safety is a driving force behind virtually everything Alamo does in transport, from its careful selection of high quality owner-operators to requiring that every truck be Teletrac-equipped. It’s one of the most important ways Alamo partners with its Alamo Transit owner-operators to deliver outstanding service with a long term view of safety’s bottom-line benefits. This approach demonstrates that relationships, regulatory compliance and profitability can go hand in hand.

Alamo Transit/Alamo Cement are owned by Buzzi Unicem, an Italian company with a global presence in the cement industry. Raul Tamez, vice president of traffic, runs his operation like a fine sportscar: precise and efficient. One key is operating a safe fleet with Alamo Transit owner-operators who practice safe driving behavior. Safety-related cost savings go straight to the bottom line. These savings include fuel efficiency, vehicle maintenance, repair costs and insurance premiums, plus avoiding direct and indirect costs of crashes. Indirect costs include schedule disruptions, and customer relations eroded by missed deliveries to construction projects operating on their own tight schedules.

Full regulatory compliance also generates cost savings. By using Fleet Director for electronic hours-of-service (HOS) logging, Alamo eliminates paperwork associated with manual logs. “We had to verify and keep paper logs for about 200 Alamo Transit owner-operators on file for six months,” Tamez says. “Now all the data is in Teletrac’s system, available to us 24/7 from any browser.” Driver and vehicle data are captured automatically in Alamo’s HOS e-logs and integrated with Fleet Director’s GPS vehicle tracking and date/time stamps, so there’s no need to verify logs. The e-logs are inherently accurate. And Alamo is automatically CSA 2010 compliant with EOBR (electronic onboard recorder) requirements.
Alamo Cement Spotlight (Continued)

Some fleet managers worry about Alamo Transit owner-operators accepting monitoring and e-logging. But once Alamo transit owner-operators understand how Fleet Director makes their lives easier, they never want to go back to the old way. One driver recalls, “When they first put Teltrac on the trucks, I thought it was going to be a bad deal. Now I love it. Saves a lot of time, a lot of hassle. You don’t have to keep logbooks or anything. No paperwork! In the morning, punch in your number, you are ready to go. Punch out at night, that’s it. Mileage and everything, it tells you at the end of the day. You don’t have to sit there figuring out your log: ‘This is not working, that is not right.’ And you can go back and see all the days, all the weeks, whatever you have done.”

Another Alamo transit owner-operator says, “It keeps us from having to explain a lot of things. There were a lot of people [in their cars on the road] who would pick up a cell phone and say, ‘We have a driver here that’s weaving all over the road,’ or ‘driving too fast.’ Now all the dispatcher has to do is hit a couple of buttons and know exactly whether [the caller] is telling the truth—or not.”

For owner-operators, protection against mistaken complaints isn’t the only benefit. Alamo places a sign on the driver-side door of every rig, announcing that e-logging is in force and the vehicle is being monitored by Teletrac. “As soon as they see that,” a driver says, “DPS doesn’t even mess with us. They know we’re running legal, because there’s no way around it. You can’t beat it.”

Tamez adds, “It has been a great help when our driver pulls up to a checkpoint or DPS trooper stop. They can see we are electronically logging. Sometimes they will move us around in front of a lot of other trucks. It reduces the waiting time for that driver”—and helps Alamo maintain on-time deliveries and efficient operations.

When Tamez first evaluated telematics service providers, he says, “We wanted to purchase from an industry leader, a company that was already selling to leaders in the transportation sector. When I visited with Teletrac, I asked as to who were some of their major customers. The name Ryder came up. And that made a big impression on me. It’s one of the reasons we went with Teletrac and Fleet Director.” Alamo’s long list of criteria also included a system that was simple to operate, offered near-100% uptime, reduced paperwork and updated frequently. It had to be a system that law enforcement agencies recognized and respected, enabled easy training for dispatchers and Alamo Transit owner-operators. Further, Alamo sought to strengthen security by being able to quickly recover stolen tractors, and to gain competitive advantage by improving customer service.

Teletrac and Fleet Director met all the requirements and continues to do so. “We have been very, very pleased with our decision,” Tamez noted.

What is Important for Fleets

GPS tracking has the ability to increase efficiency, drive fuel savings, improve driver safety, keep dispatch connected to its drivers with location-based status updates, integrate with other business applications and increase overall safety compliance. Understanding the metrics your company is interested in altering and improving will help you in choosing the right GPS tracking solution for your business.
About Teletrac® Inc.

Teletrac® Inc. is a market leading GPS tracking and fleet automation provider headquartered in southern California. Providing a comprehensive cloud-based SaaS platform, Teletrac currently helps automate more than 20,000 fleets across all industries. With over 500 global employees, Teletrac focuses on providing GPS asset location, diagnostics, fuel efficiency, safety, compliance, scorecarding and business intelligence in a single powerful web interface. Tracking more than 200,000 vehicles in 87 countries, Teletrac’s comprehensive technology has led customers to report up to 30% lower fuel usage, an average of 15% less driver overtime, 12% higher productivity and less unauthorized vehicle use. Teletrac’s premier product, Fleet Director®, is an acclaimed GPS software solution that provides far more than location management. Our integrated fleet automation platform utilizes tracking data to help reduce company costs while promoting safety, compliance and productivity initiatives.
About ATRI

The American Transportation Research Institute (ATRI) represents over 35,000 motor carriers through affiliated trucking associations across the U.S. As a result of ATRI’s prominence within the trucking industry, state and federal agencies turn to the institute for trucking-related research, particularly when industry insight and cooperation is essential.

Earlier this year, ATRI announced its annual round-up of crucial issues affecting the trucking industry. These areas include broad-ranging factors, such as the economy, to more industry-relevant concerns, such as driver retention and HOS regulations. The American Trucking Association (ATA) has proposed strategies to utilize the ATA-commissioned survey to better advocate on behalf on the U.S. trucking industry.

“ATRI’s annual survey of critical industry issues gives ATA, and all trucking stakeholders, a clearer understanding of the challenges our industry faces,” said ATA chairman Dan England.

“By improving our understanding of the issues, we can be better stewards of the important job our industry is tasked with. ATRI’s work once again gives ATA the information we need to effectively represent the industry,” added ATA President Bill Graves.
Electronic Driver Vehicle Inspection Reports

Keep Your Fleet Compliant and Paperless.

What Are Driver Vehicle Inspection Reports?
Driver Vehicle Inspection Reports are federally mandated logs detailing vehicle operation and safety issues. Each fleet driver must complete and submit these reports on a daily basis. According to the Federal Motor Carrier Safety Administration, the top fleet safety violation is the failure to maintain vehicle inspection reports.

With Teletrac’s electronic Driver Vehicle Inspection Reports, drivers can now eliminate the tedious task of manually filling out daily inspection logs.

- Drivers can simply enter their daily vehicle inspection logs electronically via the Fleet Director® Tablet.

Driver Benefits
Teletrac’s automation technology allows paperless submissions of both pre-trip and post-trip inspection reports.

- Users can complete, save and send their entire vehicle inspection report via the Fleet Director Tablet.
- The portability of both the 5” and 7” Fleet Director Tablet allows vehicles to conduct a comprehensive walk-around inspection.

Management Benefits
With electronic reports, users can easily identify, group and monitor vehicles that require maintenance.

- Management can identify specific compliance regulations and flag vehicles that require maintenance within Fleet Director.
- Constant attention to vehicle upkeep allows fleets to minimize unnecessary repair and service costs.
- Vehicle inspection reports can be easily archived for historical records.
The New Rules

The Federal Motor Carrier Safety Administration (FMCSA) has released its final hours-of-service (HOS) rule proposed to be regulated effective July 1, 2013. Teletrac has tailored its HOS solution to meet these new regulations providing the necessary tools to remain compliant regarding restart time and rest breaks. All status data is submitted to Teletrac’s cloud-based storage system that is fully accessible in real-time.

<table>
<thead>
<tr>
<th>PROVISION</th>
<th>PRIOR RULE</th>
<th>FINAL RULE - COMPLIANCE DATE JULY 1, 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Limitations on minimum &quot;34-hour restarts&quot;</td>
<td>None</td>
<td>(1) Minimum include two periods between 1 a.m. - 5 a.m. home terminal time.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>(2) May only be used once per week, 168 hours, measured from the beginning of the previous restart.</td>
</tr>
<tr>
<td>Rest Breaks</td>
<td>None except as limited by other rule provisions</td>
<td>May drive only if 8 hours or less have passed since end of driver’s last off-duty period of at least 30 minutes. [HM 379.5 mandatory in attendance&quot; time may be included in break of no other duties performed.]</td>
</tr>
</tbody>
</table>
How the Teletrac’s HOS Solution Meets the 2013 Final Rule

34-Hour Restart
The Teletrac HOS system records the driver’s rest periods in real-time, starting as soon as their status changes to Off-Duty. For accumulated rest hours to qualify as a 34-hour reset, the rest period must include 2 periods between 1am and 5am, using the driver’s home terminal time-zone. When the driver logs back into the Teletrac HOS system, if their rest period qualifies for the 34 hour reset, they are given the option of using the rest period to reset their 7 or 8 day cycle.

Per the regulation, if the accumulated rest time is 34 hours or greater but does not include the 2 periods between 1am and 5am, or the driver has already reset their cycle in the last 7 days, the driver is not given the option to use the rest period as a cycle reset.

Rest Breaks
The Teletrac HOS system monitors the driver’s accumulated On-Duty and Driving hours in real-time. After 7 hours from going On-Duty, if the driver is driving and has taken no breaks since going On-Duty, the system begins to issue ‘pending violation’ warnings to the driver that they’re approaching their maximum permitted hours and need to take a break. These warnings are shown to the driver by means of a pop-up message on the in-cab display, accompanied by an audible warning. The driver receives these warnings 60, 30, 15 and 5 minutes before the actual violation. If the driver doesn’t take the required break, they’ll go into violation and a pop-up message is displayed on their in-cab display confirming the fact.

Each of these pending and actual violation messages can optionally be presented to the Fleet Manager or Dispatcher in a number of ways: Either by pop-up warnings on Fleet Director, email or SMS.

Compliance is Easy With Teletrac
Teletrac’s solution remain in full compliance with FMCSA regulations providing peace of mind to its users while increasing fleet safety, efficiency and reducing operational costs all from a single user-friendly, web based platform.
Enhanced Hours of Service Solution
Create Electronic Logbooks with Full Compliance.

HOS reporting is fully compliant with all DOT and FMCSA regulations, which helps dramatically reduce fleet costs and audit risks, reduces driving error and keeps fleet managers updated on driver hours in real-time.

What is an HOS Solution?
Hours of service (HOS) is a series of FMCSA-issued regulations that administer the driver hours of anyone operating a commercial motor vehicle for interstate commerce. An HOS software solution fulfills this government regulation by fully automating the entry, recording, completion and storage of all required information needed for logbooks—from the driver’s cab.

All status data is submitted to Teletrac’s cloud-based storage system that is fully accessible in real-time.

Teletrac’s HOS solution aids both fleet managers and their drivers.
Here are a few reasons how.
Companies ask for a lot of out of their drivers. Each day on the road means another one away from home. And a major reason that drivers may not stay, or that new ones aren’t coming aboard, is that the pay has not kept up with the times. Since deregulation in 1980, the pay drivers have received has trailed inflation. A small bump up may not be enough, and the industry must reevaluate how drivers are being compensated for their long hours.

Fleet Manager Benefits:
- Improved Communication. Drivers and dispatch have never been more interconnected. Fleet managers can easily plan jobs and increase fleet efficiency by viewing up-to-date driver statuses.
- A Wealth of Data. Trusted by tens of thousands of Teletrac customers, our HOS software provides up to eight days of driving data for our in-cab display.
- Customizable. Fleet managers can access a customizable HOS module by logging into our e-Client system that provides real-time data on all of their fleet’s drivers. The module also easily accommodates slipseat operations that involve multiple drivers on a specified route.
5 Ways to Avoid a Driver Shortage
How Companies can Find Ways to Combat the Expected Industry-Wide Driver Shortfall

Trucking companies may find themselves short on drivers if they don’t make widespread changes in how employees are treated.

In less than 10 years, the annual demand of freight deliveries will require an estimated 2 million truck drivers, according to data compiled by the American Trucking Associations (ATA). However, the existing driver shortage is forecasting that only 1.7 million will be working in trucking, leaving the entire industry scrambling to find 300,000 drivers to fill positions.

The gloomy forecast may serve as a wakeup call to the trucking industry and its shippers that pay scales, benefits, working conditions and workplace environment must be altered to retain current drivers and recruit new employees.

**Increased Wages**
Companies ask for a lot out of their drivers. Each day on the road means another one away from home. And a major reason that drivers may not stay, or that new ones aren't coming aboard, is that the pay has not kept up with the times. Since deregulation in 1980, the pay drivers have received has trailed inflation. A small bump up may not be enough, and the industry must reevaluate how drivers are being compensated for their long hours.

**Student Loan Assistance**
Companies ask for a lot out of their drivers. Each day on the road means another one away from home. And a major reason that drivers may not stay, or that new ones aren't coming aboard, is that the pay has not kept up with the times. Since deregulation in 1980, the pay drivers have received has trailed inflation. A small bump up may not be enough, and the industry must reevaluate how drivers are being compensated for their long hours.

**Conditions and Environment**
Morale also goes a long way in retaining drivers. Investing in trucks and equipment that are reliable takes stress away and shows drivers they are important to the company. The same is true in the actual truck given to a driver. These are practically a driver’s second home, and they should have some say in a vehicle's specifications rather than just being assigned one.

**Driver Health**
On average, truck drivers do not live long, healthy lives. Stress, poor diet and a lack of exercise all add up to an average lifespan of only 61 years, 15 years below the national average, according to the Center for Disease Control (CDC). Companies should invest more in driver health and consider nutrition or weight-loss programs to keep their employees engaged.

**Career Path**
No one wants to keep driving if there’s only a dead end ahead. While companies should focus on keeping drivers on the road, forcing them there isn’t the solution. Offering a career path that has room to grow into different fields gives a driver clearly defined goals that can be pursued.
Key Benefits of Trucking Navigation
The Advantages of Commercial Trucking GPS Over Traditional Nav Systems

Recently in the news there have been many stories being reported of traffic accidents being caused by truck drivers using a personal navigation device. In these cases, the devices did not route them based on the size, weight or restrictions of the vehicle and have caused hefty fines used to repairs roads, tunnels and underpasses. These recent occurrences make it critical that drivers are equipped with the right technology to properly and safely complete their daily tasks. In addition, arming your fleet with the very best in trucking navigation will improve productivity, reduce fuel costs, ensure DOT compliance, and keep your drivers happy.

Trucking Navigation Differences
A trucking navigation system is specially designed with all of the needs of a commercial driver in mind. Trucking navigation systems may include:

Access to more roads – Trucking navigation gives you access to as many as 700,000 miles of truck-restricted roads that are not available on regular navigation systems. Manufacturers are constantly updating the maps to ensure the most accurate and up-to-date information.

Ability to input personalized restrictions – Some trucks cannot travel on just any road due to their size, weight, or other characteristics, and trucking navigation makes it possible to enter this information for each vehicle. The driver can then rely on the routing to take into account commercial truck restrictions, such as bridge heights and clearances, load limits, one-way road designations, left-hand and dangerous turn restrictions, and allowances.

Multi-stop routing – Allows the driver to organize many different stops and preview the entire route at a highway level.

Dashboard display – A visual display of key performance metrics, including current speed, speed limit, odometer, time left until destination, total hours driven, elevation, average uphill and downhill speed, and percentage of the trip completed.

Geo-Fences – With geo-fencing technology, trucking companies can track fleet vehicles along user-generated boundaries that help monitor a driver’s adherence to safety standards and specific route parameters. By enabling geo-fences, fleets receive automated status updates which provide validated, time-stamped records of vehicle activity.

Landmarks – Landmarks allow dispatchers to create personalized points of reference such as a filling station, that help increase route productivity and efficiency.

Enhanced truck features – Enjoy extras such as timers, real-time traffic, the ability to track fuel use and record expenses, and loads of POI listings including truck stops, weigh stations, and repair shops.
Key Benefits of Trucking Navigation (continued)

Benefits of Trucking Navigation

Industry-leading GPS Navigation and tracking software, like Fleet Director® from Teletrac, can help your drivers be as safe and efficient as possible. Features include a 5” or 7” tablet color touchscreen with on-board GPS navigation, lane guidance, electronic driver logs for hours of service, driver vehicle inspection reports, and two-way messaging. With top-of-the-line telematics systems and GPS connection, your fleet manager and drivers will always be connected. Fleet Director® can also help you:

- Reduce fuel costs
- Save time wasted when drivers get lost
- Improve driver accountability
- Reduce or eliminate DOT violations

Ten Traits of A Great Fleet Manager

They’re Smart. They’re Tough. But There’s a Lot More To Them.

Behind every well-run fleet is an effective fleet manager. The value of this position should not be underestimated. A great fleet manager can potentially save a company millions. This is why fleet managers should be viewed as a critical revenue-generation component of any company’s business plan. Yet, what kind of person makes an effective manager?

The role requires a unique combination of leadership skills, strategic thinking and business knowledge.

Let’s look at ten highly effective traits of a successful fleet manager:

1. **Strategic Planner**
   Strategic fleet management is essential to keeping costs low and productivity high. A well-constructed and executed plan will seek to optimize all aspects of the supply chain and use metrics to benchmark progress. From vehicle acquisition and replacement planning to driver training and supplier selection, a fleet manager will need to make high-level strategic decisions.

2. **Multi-Tasker**
   Think it’s hard to keep multiple balls in the air? How about keeping a hundred vehicles on track? Fleet management is all about effectively multi-tasking; making sure drivers comply with all regulations, suppliers are offering the best pricing, routes are determined in the most cost efficient manner, and vehicles are maintained and at the right place at the right time. And don’t forget about satisfying internal customers and presenting to upper management.
3. **Innovator**
   A fleet manager may manage a multi-million dollar company asset and with that power comes the responsibly to always look for a better way to do things. Is the company using the right suppliers, are the vehicles up to par, or is there new technology that would drive down overall costs? Constantly asking these questions and seeking solutions to problems that senior management didn’t even know existed makes the fleet more efficient and the manager more valuable.

4. **Good Communicator**
   Communication is the cornerstone of any successful fleet. With a good communicator at the helm, drivers, suppliers, and executives are all on the same page in terms of current progress and future goals.

5. **Goal-Oriented and Metric-Driven**
   Being a fleet manager is a highly metric-driven role. Top managers are always looking at the numbers to see if there is a way to improve a key element to make the fleet more cost effective.

6. **Ability to Manage Up**
   No matter how good a fleet manager is, if he or she isn’t good at letting senior management know what’s going on it can cause problems for everyone. An effective fleet manager keeps senior management informed on fleet performance, new regulations, budget requirements, and new products.

7. **Team Player**
   Even the best fleet manager can’t do it alone. From drivers and suppliers to upper management and other internal customers, a good fleet manager is constantly working with everyone involved to optimize performance.

8. **Effective Networker**
   It’s all about who you know...and this is true in fleet management as well. Successful managers take advantage of networking opportunities by participating in fleet industry organizations, networking with industry peers and suppliers, and attending national fleet meetings.

9. **Ability to Implement Effective Policies**
   The ability to design and implement effective policies is an important trait of successful fleet managers. Strategic policies that have buy-in throughout the chain from drivers to executives can control costs and dramatically affect a company’s bottom line. For example, a fleet manager who reduces annual fleet expenses by just $50,000 generates the equivalent of $500,000 in sales if a company operates at a 10% net profit margin.

10. **Forward Thinker**
    Long-term planning is one of the keys to successful fleet management. In addition to producing both fleet and departmental budgets each year, good fleet managers develop innovative strategies to cut costs and improve processes.
Breaking Down Idle Time

What Factors Lead to Idle Time And How Can It Be Stopped?

As gas prices continue to rise, fleet managers must seek ways to reduce fleet fuel consumption. From small businesses to companies with large fleets, identifying ways to maximize fuel is at the top of every list. Although often overlooked, one important way to lower fuel costs is to reduce your fleet’s idle time.

Idle time is the period of time when a vehicle’s engine is running, but not moving to its ultimate destination. Vehicles will routinely idle for short periods in congested traffic or for extended stretches when deliveries are being made. But while an engine is idling, fuel is unnecessarily consumed. In fact, it is estimated that engine idling wastes more than six billion gallons of fuel, which translates to over $20 billion each year. Fleet managers also see wear and tear on engines as a result, along with the increased risk of tickets or fines in no-idle zones. For businesses looking to reduce fleet costs, limiting long idle times is a great place to start.

Why Reduce Idle Time?

Reducing idle time saves on fuel costs, but the benefits don’t end there. An idling vehicle can consume one to one-and-one half gallons of gas per hour. According to the American Trucking Association, one hour of idling per day over the course of one year results in the equivalent of 64,000 miles in engine wear when adding up all the contributing factors. Fleet managers who reduce idle time are likely to see the following benefits:

- Reduce fuel costs
- Decreased engine maintenance costs
- Longer engine life
- Avoiding new state and city anti-idling laws with expensive fines
- Reduced emissions of toxic air pollutants and carbon dioxide
- Reduced noise levels
- Decreased dependency on oil imports
- Reduced pollution and noise levels near truck stops and rest areas

Measuring Idle Time

Idle time can be measured as a percentage of total driving time. For example, if a 30 minute drive took an hour due to traffic, the estimated idle time is 50%. In commercial vehicles, idle time is usually measured electronically. Many trucks will record any time with less than 10% load on the engine as idle time.

This is where fleet management software is necessary. For example, Teletrac offers Fleet Director® which allows fleet managers to monitor idle time and run exception reports to see if there are drivers who have excess periods of idling. Implementing policies to reduce idle time will drive down overall fleet costs.
Cutting Heavy Truck Emissions With GPS Software
Creating a Greener Fleet Ahead of Government Mandates

The rising costs of fuel will affect every commercial fleet or vehicle-based company, so finding innovative ways to increase fuel efficiency is a dire need for any fleet owner. With the government mandated standards for fuel efficiency set to come into effect for trucks and vans, it’s necessary to find ways to cut costs now to prepare for the challenges ahead.

And to further reduce greenhouse gas (GHG) emissions created by heavy-duty trucks, President Barack Obama announced he will take further action outside of the limits set to into effect in 2018.

Previously, in 2011, the first-ever fuel-efficiency standards were set for medium- and heavy-duty trucks, and vehicles such as buses and vans. The GHG criteria called for these types of vehicles to decrease fuel consumption by 10-20 percent, depending on the type and purpose of the vehicle. Those GHG limits encompassed the 2014-2018 model years of heavy-duty trucks, vans and buses.

Under the limits, trucks manufactured from 2014 through 2018 will reduce GHG pollution by roughly 270 million metric tons. Particular semi-trucks will have the prerequisite to achieve up to 20 percent reduction in fuel consumption and GHG emissions by 2018, saving truck drivers and fleet owners up to four gallons of fuel for each 100 miles that are driven.

But now the Obama Administration will begin working on post-2018 fuel economy standards for heavy-duty vehicles as a way to further reduce fuel consumption. The aim is to develop fuel economy standards beyond the 2018 model year for heavy-duty vehicles as a way to further reduce fuel consumption through advanced cost-effective technologies.

According to the EPA, considerations for accomplishing this include better engines, improved transmissions, more aerodynamic designs and fuel-based strategies.

Investing in a fuel efficiency resolution is one of the smartest decisions any fleet owner can make. Fleet companies can drastically increase fuel economy with GPS tracking software, up to 30 percent in many cases. Implementing GPS software places emphasis on shrinking idling engine time, cutting out harsh braking, eradicating out of route miles and avoiding traffic dilemmas.

The fuel savings help your bottom line, and the decreased fuel consumption by using GPS software combined with the government’s plan to reduce GHG all add up to a greener outlook for the entire fleet community.
The Top 5 Alerts For A Fleet Manager

Discover the Five Best Fleet Management Alerts that Give Fleet Managers an Extra Set of Eyes

Fleet management has evolved into something much more than simple location data. The advancements in fleet technology have given managers the ability to receive notifications regarding vehicle maintenance, driver speeding and other issues than can be avoided to minimize company operating costs, while also promoting safety, productivity and compliance to new laws.

With the right provider of vehicle information, fleet managers and owners can easily save time and money at all levels of their operation. There are plenty of ways to simplify fleet management, including receiving alerts when specific vehicles need to be closely monitored.

5 Essential Fleet Management Notifications

1. **Idle Alerts**
   Idle alerts notify fleet management when a driver exceeds recommended idle times, so the issue can be resolved on the spot. The ability to eliminate idling time is the best way to significantly increase driver productivity.

2. **Speeding Alerts**
   Keeping the entire fleet in service is made simpler with the help of maintenance alerts. Send an email or text message to the person in charge of scheduling maintenance to ensure every vehicle in the fleet is running at peak performance. The instant maintenance alerts keep vehicle emissions low, retain fuel economy and even improve all around customer service.

3. **Maintenance Alerts**
   Keeping the entire fleet in service is made simpler with the help of maintenance alerts. Send an email or text message to the person in charge of scheduling maintenance to ensure every vehicle in the fleet is running at peak performance. The instant maintenance alerts keep vehicle emissions low, retain fuel economy and even improve all around customer service.

4. **Off-Hours Alerts**
   Employees using fleet equipment, without permission, will lead to expensive incidences. Prevent it from taking place by getting off-hours alerts delivered as they happen. Fleet managers simply set up the hours which vehicles are designated to be used and are notified if they are operated outside of the defined period.

5. **Geo-Fence Alerts**
   Know exactly when an employee has strayed from any location you’ve identified with geo-fence alerts. Geo-fencing allows for the creation and monitoring of parameters within routes that have been identified by fleet management.
How Trucking Companies Are Beating Traffic Jams

Why Freight Companies Use Real-time Routing to Counter the Rise in Traffic Across the U.S.

The use of real-time routing has moved beyond being a luxury feature and is now an essential tool for freight trucking companies. An increase of highway travel, and the excruciating traffic that accompanies it, means that truck drivers are relying on dispatchers for instant routing strategies.

With freight companies working harder to meet customer demands, it’s imperative that drivers are given efficient ways to deal with the rigors of the road.

Real-time routing strategies, like those offered through Teletrac’s Fleet Director, identify road conditions that immediately provide drivers with this new information, which, in turn, streamlines business and ultimately increases safety for the driver and everyone else on the road.

The ability to minimize time spent on the road is crucial due to a significant rise in highway travel across the United States. In 2011, vehicles traveled 2.95 trillion miles in the United States, according to data compiled by the Federal Highway Administration (FHWA). The total was the eighth highest ever recorded and nearly doubled the amount of miles driven in 1980.

The FHWA also reported that California had the most amount of highway travel with 84.7 billion miles driven. Texas experienced the second most with 55.7 billion miles and Florida was third with 34.7 billion miles.

These staggering numbers demonstrate the need for improving the capability to navigate around traffic congestion. Using real-time routing strategies allows for commercial trucks to take advantage of this technology to prepare for and avoid unexpected delays.

And this technology is no different than what is already being utilized in the package delivery industry. Companies use real-time routing strategies to alter service levels and delivery times while a package is already in transit. Utilizing this method at the freight trucking level will only benefit drivers, shipping companies and customers overall experience.

The Fleet Director software offered by Teletrac streamlines real-time routing strategy by giving dispatchers the ability to send and assign routes with turn-by-turn directions directly to a driver. This all adds up to increased fleet productivity and big savings in fuel costs, mileage and drive time.

Visit www.teletrac.com/blog for more helpful articles.
Is My Fleet Best-In-Class?

☑ Measure and Slash Idle Time
  • For every two minutes a car is idling, it uses about the same amount of fuel it takes to go about one mile.**
  • Some studies have shown vehicles without fleet tracking can idle over 1.5 hours per day.
  • Only 38% of fleet companies are currently monitoring idle time.*

☑ Receive Proactive Fault Code Reports from Engine Diagnostics
  • Have the capability to receive check engine light data even if there are no dashboard warnings.
  • One major company reported a 60% decrease in vehicle downtime with fault code reporting.

☑ Track Key Business Landmarks
  • Receive alerts when vehicles enter those landmarks (no more “where are you now” calls).
  • Get detailed reporting of occurrences at those sites (i.e. short-stops, long-stops, on-time delivery and idling on-site).

☑ Track and Reduce Speeding
  • Speed-related crashes cost Americans $40.4 billion each year.≠
  • Driving over 50 mph is the equivalent of paying an additional 25 cents a gallon for gas.**

☑ Track Off-Hour Vehicle Behavior
  • Gain insight into the location and status of your vehicles at all times.
  • Eliminate side jobs and employees who use vehicles for personal use.

☑ Generate Productivity Reports
  • Reports that gauge timecarding, idling and mileage can be scheduled based on the regularity of business needs.

☑ Implement Driver Navigation Tools
  • Truck grade navigation helps avoid illegal routes and citations.
  • Studies showed that navigation software reduces mileage by 10-12%, even for routine trips.†

☑ Implement a Fuel Card System
  • Monitor fuel purchases and MPG.
  • Use GPS to monitor possible fuel theft by matching vehicle locations to purchases.

☑ Introduce a Safety Program
  • The majority of fleet accidents involve drivers who have worked at a company for less than a year.∆
  • Measure harsh driving (speeding, harsh braking, etc.) and reward drivers with the best scores.
  • Incentives such as a “safest driver of the month” contest can alter driver behavior.

☑ Talk to Your Commercial Insurer About Telematics Savings
  • 60% of large U.S. insurers currently offer discounts through telematics programs.‡

☑ Stop Texting While Driving
  • About 6,000 deaths and a half a million injuries are caused by distracted drivers every year.◊
  • Two-way messaging in fleet software can be disabled while the vehicle is in motion.

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* Aberdeen Group Research: http://www.telettrac.com/fleet-management/fleet-tools/aberdeen-group-research
† Nokia/Navteq study: http://i.nokia.com/blob/view/-/226640/data/4/-/
∆ Automotive Fleet: http://www.automotive-fleet.com/statistics/?prestitial=1

34
29 GPS Tracking Best Practices

☐ Measure Harsh Driving
  • Harsh driving patterns, such as haphazard braking, acceleration and stop sign violations, put both a fleet’s driver and vehicle in unnecessary risk.
  • Aggressive driving can lower gas mileage by up to 33% at highway speeds.**

☐ Optimizing Vehicle Maintenance
  • Proactive scheduling of vehicles can be tracked through fleet software technology.
  • Being practical about vehicle upkeep can improve gas mileage by an average of 4%.**

☐ Implement a Fast Response Plan for Stolen Vehicles
  • If a theft occurs in your fleet the ability to quickly retrieve the stolen vehicle or asset is invaluable.

☐ Utilize Real-Time Tracking
  • Knowing where vehicles are in real-time can eliminate operational costs and increase fleet utilization.

☐ Measure Optimal Route Miles and Out-of-Route Miles
  • Lower fuel usage by planning trips and measuring vehicle adherence to a designated route.

☐ Measure lunches and breaks.
☐ Avoid expensive litigation with catastrophic report tracking.
☐ Schedule and track service mileage.
☐ Stay compliant with DOT and FMCSA regulations.
☐ Track trailers and other mobile assets with your fleet.
☐ Assist large vehicles with lane guidance.
☐ Measure vehicle efficiency with MPG calculations.
☐ Increase location response time by routing closest vehicles.
☐ Improve safe communication between dispatch and driver with two-way messaging.
☐ Set up and send vehicle alerts to managers.
☐ Get stack rank comparisons of the best and worst drivers in the fleet.
☐ Gauge vehicle height and weight restrictions for routes.
☐ Gain insight into all stops and traveled miles for each vehicle in the fleet.

SCORE: _____ out of 29

Want answers to everything on this checklist? Schedule a Demo. Call 1.800.TELETRAC
www.teletrac.com/demo
Fleet Management Made Easy.

1. **GPS Tracking**
   Locate your assets, anywhere. Teletrac provides clear visibility over fleets on a single user interface. Stay connected to fleet operations with the ability to pinpoint subfleets on a map, through vehicle type, drivers or regions.

2. **Safety**
   Easily view your fleet’s best and worst drivers. Proactively monitor driver behavior and identify unsafe driving habits such as harsh braking, stop sign violations and speeding incidents.

3. **Fuel**
   Lower your company’s fuel consumption by monitoring driving habits that deplete resources, such as idling and harsh acceleration. Managers can utilize this information for corrective coaching.

4. **Compliance & E-Logs**
   Teletrac is fully compliant with DOT and FMCSA regulations for motor carrier operation. From electronic driver logs to driver vehicle inspection reports, our software features help companies ensure compliance and increase safety and oversight.

5. **Alerts**
   Alerts provide real-time decision-making data at thresholds defined by your business. Users can easily create alerts, such as speeding or arrival time notifications, and have them delivered directly to email or mobile SMS.

6. **Analytics**
   With over 40 reports to help analyze vital metrics such as idle time, fuel consumption and proactive fault codes, managers can gain daily visibility into the condition and health of their fleet.