



Editors note: Teletrac Inc. and Navman Wireless are now merged as a global telematics powerhouse. This content was created prior to the unification of both brands.

Rogers Transport enjoys these benefits with Navman Wireless:

- On-time and accurate processing of demurrage fee, eliminating loss of \$25,000 per annum
- Increased productivity equating to \$125,000 increase in revenue per annum
- Fuel saving of \$25,000 per annum

Rogers Transport Pty Ltd is a specialist container transport, distribution and warehouse company operating throughout Australia. Founded in 1985, Rogers Transport is a family-owned business employing 43 staff members and a fleet of 34 trucks. Its head office is in Rocklea, Queensland with a second site at the Port of Brisbane.

Like many businesses in the transport industry, superior customer service and timely delivery of goods is a top priority for Rogers Transport. Ensuring efficiency of the company's vehicle fleet is also important to Rogers Transport as the company looks at ways to improve profitability faced with rising fuel and operations costs in a tough business environment.

To address the challenge, Rogers Transport installed the Navman Wireless Qube and MDT 860 (mobile data terminal) devices in 24 vehicles across the fleet.

\$150,000 extra revenue per year

The biggest benefit Rogers Transport has experienced is the increase in productivity. With the Navman Wireless solution, its eight container vehicles are now transporting a minimum of five extra containers per day, equating to approximately \$125,000 additional revenue per year.

Furthermore, Rogers Transport can more accurately account for time spent on each job, enabling the company to on-bill demurrage correctly. Rogers Transport now charges approximately one extra hour of demurrage per day over the eight trucks, equating to around \$25,000 per year that the business was losing before Navman Wireless.

In the past Rogers Transport would have to wait for the drivers' run sheets to be submitted before they could process demurrage claims. This posed a problem if drivers submitted run sheets late or records were not accurate, which meant claims were not accepted as they missed the timeframe.

\$25,000 fuel saving achieved

Another benefit of the Navman Wireless solution has been greater visibility into the fleet through real time access to information and accurate reporting. For example, Rogers Transport has pre-set reports to allow each driver 15 minutes of idling time – if drivers idle for more than 15 minutes they are shown the report with their idling instances.

"This is ideal as we educate drivers on minimising unnecessary fuel burn and wear and tear on the trucks caused by idling," said John Glass, General Manager, Rogers Transport.

"From an operational perspective, knowing where trucks are located at all times has helped us plan better, particularly with job allocation because we can see which available driver is closest to the next job. This has helped us gain efficiencies with more direct routing."

"We have achieved around a one percent fuel saving per week since the implementation, accounting for a saving of at least \$25,000 per year. In the transport industry where fuel is a significant operating expense, this saving has had a tremendous impact on our profitability which is flowing through to our bottom line," said John

"Our customer service levels have improved significantly and we are achieving real cost savings, particularly around our fuel usage and increased productivity."

Improved management of OH&S

From an occupational health and safety perspective, the Navman Wireless solution has helped educate drivers on their driving behaviour. For example, Rogers Transport uses overspeed reports as an education tool in driver training to highlight dangerous patterns. Other useful reports include 'replay a day' – a function which replays exactly where a truck goes from the time it is picked up, to the delivery site and back to base. This feature is ideal for reviewing any issues that occurred on any given day, particularly outside of general business hours.

In addition, the stationary alert sends an email to head office if a driver is onsite for more than one hour, which helps to better manage productivity and reduce overtime. OnlineAVL2 also tracks how long each driver has been working without taking a break, helping Rogers Transport better manage fatigue.

"It is very important for us to be a responsible company, because we're in a high-risk industry, with drivers on the road every day. Navman Wireless has helped us become better corporate citizens and improve the management of our responsibility towards our staff by ensuring they are driving as safely as possible," said John.