

“AN EXTRA PERSON IN THE OFFICE”

Davies International Transport

Based in Hampshire and established for over 30 years, Davies International Transport Ltd operates fifteen Volvo FH trucks and their core business is international refrigerated transport.

Davies International first introduced telematics in 2006 in the form of Volvo's Dynafleet Online. Steven Davies, Operations Director, describes telematics as **“complete fleet management of our system from a desktop”**.

Davies has looked at a number of other telematics systems in the past, but remain with Dynafleet Online. They describe it as playing a massive role in their day-to-day business and primarily use Dynafleet Online for fuel management and vehicle tracking.

Steven Davies recognises that the true benefits of Dynafleet Online do not come simply through having the system, but rather in how the information the system generates. For Steven Davies, Dynafleet Online is a management tool and it is up to them to apply this tool in their management approach.



With Volvo's continued support and training, Davies International is in a position to apply Dynafleet Online to their business, procedures and fleet management.

As a result Davies International has been able to unlock the benefits of Dynafleet Online, or as they like to refer to it: **“an extra person in the office”**.

“NO TIME FOR DOWNTIME”

Taylor Transport

Based in Perthshire, Taylor Transport is the primary haulier for Taypack Potatoes, who have a 10% market share of the UK's fresh potato market. Taylor Transport were already using third-party telematics when they first switched to Dynafleet Online in 2006. They were impressed by the level of detailed information the system provided and now have Dynafleet Online installed across their multi-truck fleet.

In the words of Transport Manager Martin Brown, Taylor Transport has **“no time for downtime”**. Productivity is fundamental to their business success and this is built upon a steady throughput of trucks, drivers and trailers. A delay somewhere within this chain can have wider reaching and detrimental effects for the rest of the day.

With Dynafleet Online, Taylor Transport can stay on top of the fleet, be prepared for all eventualities and take the necessary action when needed. This might be rerouting a truck or simply being ready back at the depot for a quick turnaround if they know a truck is returning late. With Dynafleet Online, Martin Brown has all the information to ensure he gets the most from every truck whatever challenges are thrown at him.

Taylor Transport combine Dynafleet Online's tracking system with its messaging functionality and are large users



of this feature. They highlight the benefits of there being no misunderstandings, no missed calls and within seconds everyone can be up-to-speed as situations develop... from the Transport Manager, to the Traffic Office to the driver.

With Dynafleet Online available on his desktop or PDA, Martin Brown has information on his entire fleet at his fingertips and as puts it himself, he is **“never more than 2 feet away from all of my fleet”**.

REAL BUSINESS INSIGHT

DYNAFLEET ONLINE



W.H. Malcolm

7-8%

REDUCTION IN FUEL CONSUMPTION

- Driver analysis
- Targets and competitions
- Dynafleet supervisors

Davies International Transport

COMPLETE FUEL MANAGEMENT

- Fuel management and vehicle tracking
- Volvo support and training
- Applied to business, procedures and fleet

R.W. Simpson

£120,000

COST SAVING

- Sustained fuel reduction
- Driver training focus
- Positive driver involvement

Taylor Transport

GET THE MOST FROM EVERY TRUCK

- Monitor entire fleet
- Utilise messaging functionality
- Up-to-the-minute information

“ENABLES US TO MONITOR THE KEY FOCUS AREAS FOR CUTTING FUEL COSTS”

W.H. Malcolm

W.H. Malcolm provides integrated logistics solutions to a wide range of customers. With depots throughout the UK, the company has 2,000 employees and operates 200 Volvo FH and FM within its fleet of 500 trucks.

W.H. Malcolm use Dynafleet Online for its tracking and routing capabilities, but primarily incorporated the system to monitor and analyse fuel performance. They have approached this by using Dynafleet Online to analyse a couple of key variables at a time, based on the key techniques from driver training. They began with idle times and cruise control and have moved on to engine loads, coasting and gear shifting.

Through their approach, W.H. Malcolm has been able to build a picture of driver performance within the fleet and set driver targets and competitions accordingly. W.H. Malcolm have found driver feedback to the system to be largely very positive and describe their team as being **“conscientious and want to do their jobs well”**.

The early results have been as encouraging as they have been impressive, showing a 7–8% reduction in fuel consumption.



W.H. Malcolm continue to take full advantage of Dynafleet Online and now employ full time supervisors to monitor the figures being outputted from Dynafleet Online, to ensure the data is converted into increased and sustained fuel savings.

“THE DRIVERS RESPOND POSITIVELY”

R.W. Simpson

R.W. Simpson distribute fresh and chilled produce from five sites across the UK and operate 57 Volvo FH tractor units and 100 trailers.

R.W. Simpson introduced Dynafleet Online in 2005 and are now at an advanced stage of using the system. Managing Director David Simpson fully believes in the benefits of using management tools to monitor and reduce fuel usage. Through Dynafleet Online they have achieved a sustained reduction in fuel consumption of 5% – this equals a cost saving of £120,000 a year.

Using Dynafleet Online, R.W. Simpson have put their focus heavily on driver training and driver management. They combine the information from Dynafleet Online with a driver fuel bonus system and an ongoing programme of professional driver development.

R.W. Simpson's fleet covers around 9,000,000 kms a year and through their driver focused initiatives, they have achieved a reduction in fuel usage of 140,000 litres a year and equivalent reductions in CO₂.



David Simpson notes that driver response to both Dynafleet Online and the subsequent driver initiatives has been positive and this is reflected in the impressive fuel saving results. He concludes **“Volvo is definitely a leader in fuel management systems”**.

REAL REAL BUSINESS RESULTS

As a commercial vehicle manufacturer, Volvo understands the day-to-day pressures of the transport industry.

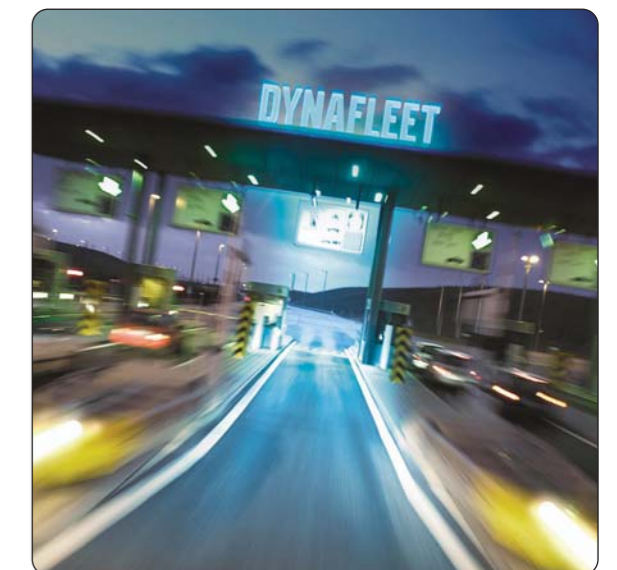
Unpredictable fuel prices, increased legislation and the availability of good drivers are all factors which can impact on your costs. In an industry with increasingly tight margins, the smallest influence can have a big knock-on effect to your bottom line. With this in mind, the efficiency, reliability and cost management of your business are of fundamental importance.

Dynafleet Online is Volvo's own telematics system designed to give you insight and control over your fleet, business and total operation. Dynafleet Online provides necessary information for a deeper understanding of your business, allowing you to take corrective measures to improve efficiency.

But don't just take our word for it!

In this brochure we focus on four case studies where real customers have achieved tangible benefits to their business as a direct result of Dynafleet Online.

When reading the stories of Davies International Transport, W.H. Malcolm, R.W. Simpson, and Taylor Transport – think about your own operation and what Dynafleet Online could do for you.



VOLVO

Volvo Trucks

www.volvotrucks.co.uk/dynafleet