

## Lake Truck Lines Reduces Overhead Costs by 15 Percent with NexTraq Fleet Tracking

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– Jerry Santos, General Manager of Lake Truck Lines

*Commercial oilfield transportation company reduces overhead costs while increasing two-way communication between dispatchers and drivers with Fleet Dispatch*

### Challenge:

With job sites in remote locations and company expansion, Jerry Santos, General Manager of Lake Truck Lines, began searching for a GPS fleet tracking solution to gain a clear view of his fleet operations and driver productivity.

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Established in 1949, Lake Truck Lines provides commercial drilling materials and a variety of oilfield drilling products throughout Texas and Louisiana. With job sites in remote locations and company expansion, Jerry Santos, General Manager of Lake Truck Lines, began searching for a GPS fleet tracking solution to gain a clear view of his fleet operations and driver productivity.

Additionally, Santos was able to reduce his overheads costs by 15 percent with the NexTraq Fleet Tracking solution. After getting client complaints, Santos began reviewing his drivers' work. It didn't take long for Santos to find the offender. This employee was wasting valuable time between pick up and drop off sites. Santos said, "I was able to go into the NexTraq solution, find the offender and handle the situation accordingly. Without the ability to investigate and bring up the evidence, we would have lost a customer."

### Solution Results:

- Reduced Overhead Costs by 15%
- Pinpointed Problem Drivers
- Created Routes to Remote Job Sites

### Solution:

Santos began his fleet tracking research on Google. After investigating his options, he chose the NexTraq® Fleet Tracking solution. Santos said, "I chose NexTraq because of the Fleet Dispatch™ application and its ability to give turn-by-turn directions. I also like that the platform is easy to learn."

Founded in 1949, Lake Truck Lines, a family-owned and operated business, began by delivering fertilizer to farmers. Under company President Douglas Cain, Lake Truck Lines moved from Houston to San Antonio and expanded its fleet size to 72 vehicles over the past 2 years. Currently, Lake Truck Lines works in the Eagle Ford Shale Play of South Texas. The NexTraq Fleet Tracking solution along with the Fleet Dispatch application has been a vital element in allowing that growth.

### Fleet Size:

72 vehicles

### Results:

Within weeks of utilizing the NexTraq GPS Fleet Tracking solution, Santos noticed the increase of fleet productivity. Implementing the Fleet Dispatch application, which provides better communication between dispatchers and drivers through an in-vehicle Garmin® device, gave Santos more visibility into his fleet operations.

With most job sites in remote locations, Santos needed a way to get his drivers there safely and on time. Santos said, "Most of our job sites are in remote places off dirt roads with no street signs. We typically use geographical markers to direct drivers." Santos has peace of mind knowing that he can communicate with his drivers through the Garmin.



### About Lake Truck Lines:

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For more information on NexTraq, please visit:

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