2016 Buyer's Guide: Electronic Logging Devices
Choosing the right hours-of-service solution for your business
Welcome to the 2016 Buyer's Guide for ELDs

Change has come for the transportation industry. The Federal Motor Carrier Safety Administration (FMCSA)'s position on compliance is now clear for commercial fleets across the nation. Electronic logging devices (ELDs) are the future of the industry.

At the end of 2015, the FMCSA made use of ELDs a federal law. This emphasis on technology that manages driver safety was a historic moment for our industry. This push for a safer, more productive workforce also inspired carriers to reassess their operations and their future strategy.

With the long cycle of suspension and reinstatement that preceded the mandate, it may seem difficult for carriers to become federally compliant. Drivers who have grown accustomed to using paper logs may be hesitant to switch to ELDs. Dispatchers may not know how to manage ELD technology in their day-to-day work. Change can feel daunting. Companies may not know where to look next.

With the right telematics provider, however, change can be easy. The right ELD system can stave off costly violations, improve driver safety, and increase a company's competitive edge. The right ELD system can do much more than track driver hours. It can become the central point of a carrier's business, creating a comprehensive, easy-to-access view of fleet operations. An ELD connects directly to a vehicle's on-board computer. Harnessing that data can make the difference between good work and great work. The right telematics provider can help guide you toward the next phase in your business.

I hope this guide will assist you in identifying which ELD system best suits your need, keeping your team safe and productive as we move into a new age in transportation.

Sid Nair
Senior Director, Transport & Compliance
Teletrac Navman

Utilizing technology to secure the tentpole ideas of safety, transparency, and commitment to excellence is a watershed moment in the industry.

To learn more, call 1.800.835.3872 or visit teletracnavman.com
What are ELDs—EOBRDs, AOBRDs, OBCs?

Electronic logging devices (ELDs), electronic on-board recording devices (EOBRDs), automatic on-board recording devices (AOBRDs), on-board computers (OBCs)—what’s the difference? Understanding the contrasts between the types is a struggle, especially for businesses looking to purchase a compliance solution that speaks to their needs. The difference lies in how and when these devices originated—whether they were created to meet federal regulations, such as the AOBRD for FMCSA rule 395.15 and the EOBR to digitally track Record of Duty Status (RODS), or simply introduce a digital option to track driver hours and other data. Nonetheless, it’s the long-term benefits a solution can provide that should ultimately shape your decision-making.

The Federal Motor Carrier Safety Administration will allow up to two to four years to meet ELD compliance. EOBRDs and AOBRDs will be outfitted to meet ELD standards; any one of these systems will be able to address ELD regulations. But which ELD system can provide a scalability factor that grows with your business demands, in addition to offering compliance and safety across your fleet? It’s not impossible to figure out, if you know where to look.

Why invest in ELDs?

Nothing is more valuable for commercial businesses and fleets than staying compliant with ongoing mandates, along with cutting costs and increase efficiency. Investing in an electronic logging device solution that not only helps you meet current FMCSA regulations, but also offers features that can cut operational costs and boost safety and productivity, is a responsible choice for long-term longevity in your field.

Truth is, switching from paper logs to electronic forms can be a frightening process for some companies. Most assume that electronic devices are costly, and secondly, drivers see digital processes as another way to impose big brother-like tactics. That doesn’t seem to be the case. Surveys have shown that most drivers who use ELDs are not only comfortably adapting, they also notice that daily tasks are easier to achieve. No matter which compliance solution you decide to look into, the provider you choose should offer a versatile system that goes beyond compliance, tracking real-time vehicle activity and performance, including driver behavior and more.
What can ELDs do for your business?

Whether your business is still on paper logs, or you refuse to give in to technological advances, ELDs can turn your world right side up through myriad benefits for you and your workforce.

Improve Compliance, Productivity and Safety

With federally compliant electronic in-vehicle devices like AOBRDs or EOBRs, companies are able to offer their drivers an efficient way to tackle daily tasks, such as the ability to enter HOS data and submit electronically from the cab. Paper logs require drivers to pencil in their work hours and fax their logs from fuel stops—a time-consuming, error-prone and pricey process companies don’t need. With electronic driver logs and vehicle inspection reports, businesses receive driver data in digital form, saving time and staying compliant.

Automate Driver Tasks

The most advanced ELD systems help automate everyday driver tasks through a line of features like digital inspection reports and truck-grade navigation that takes into account road restrictions and other measures, based on a driver’s vehicle type. Plus, traffic and weigh stations stops are a breeze: HOS data is easily accessible on ELDs, eliminating lengthy processing time. These all-in-one in-cab devices keep drivers on task and managers in the know, empowering companies to stay competitive at every level.

Boost Driver and Dispatch Communication

Advanced ELD systems come preinstalled with a slew of driver apps, including two-way messaging, in addition to offering federally compliant electronic log books and vehicle inspection reports. Drivers can connect with headquarters to alert them about lunch breaks, send arrival and departure times, or ask for help when needed without having to use mobile phones or leave their vehicles.

Save Time on Repairs and Maintenance

Ever had to sideline a vehicle due to unforeseen maintenance or repairs? It’s a costly decision. Along with electronic driver logs, the best ELD solutions provide digital driver vehicle inspection reports for post- and pre-trip inspections. Despite the federal government recently announcing that these reports are no longer mandatory if no defects are found, it’s wise to track vehicle inefficiencies so your mechanics attend to them quickly, keeping your fleet strong and on the road year-round.

Reduce Your Carbon Footprint

ELDs, including AOBRDs and EOBRDs, are paper-free, empowering drivers to forgo paper logs and instead use electronic driver logs (E-Logs) to enter and submit their work hours. Companies save big due to less paperwork involved for both managers and drivers. On top of saving hundreds of dollars on a paper-free system, businesses remain FMCSA-compliant without having to compromise the integrity of their HOS data.

Visibility into Vehicle Activity and Driver Safety

The best electronic logging devices are integrated with cloud-based software systems that go beyond tracking HOS status changes. The systems include GPS fleet tracking features, such as real-time access to vehicle locations on a live, interactive map, ensuring that managers stay in touch with their drivers, in addition to maintaining federal compliance. Added benefits include insight into driver and vehicle safety through advanced dashboards, reports, and business intelligence data that can be customized to show what matters most to your company.

Increase Your Bottom Line

The right ELD system does more than manage your hours of service; it gives you visibility into vehicle locations in real time, including ignition statuses, fleet analytics based on fuel usage and safety parameters, such as speeding and harsh braking, and dozens of customizable and sharable performance reports. Data partnerships are also added features that can boost revenue and reduce audit fees and fines, eliminate road-side submissions, and, enhance efficiencies for your fleet.

To learn more, call 1.800.835.3872 or visit teletracnavman.com
How ELDs and GPS technology work

Federally compliant electronic logging and on-board recording devices can record, store and send Hours-of-Service data right to a manager’s desktop or laptop. But how does that work? First, location data is pulled in three primary ways: GPS, vehicle diagnostics plug-ins, and driver input data. These main functions are fundamental to the everyday cycle of entering, submitting and receiving ELD data. See for yourself:

- GPS Satellite
- Cell Towers
- Black Box
- Our Network Control Center
- Dispatch /Administrator

To learn more, call 1.800.835.3872 or visit teletracnavman.com
A look at ELD compliance in cost savings

Sometimes when things sound too good to be true, it’s because they probably are. The truth is in the numbers. Sample calculations of how much you can save annually provide insight into the value of an ELD system. This breakdown is based on real-life estimates and benefits gained from implementing an effective solution. All it takes is finding the right compliance system and watching how your team and bottom line grow year after year after year.

The Numbers

Here’s how a typical 20-truck fleet can save almost $60,000 on compliance and overall fleet savings with an electronic logging device solution that integrates with GPS tracking.*

<table>
<thead>
<tr>
<th>Fines:</th>
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<tr>
<td>A reduction in HOS audit fees</td>
<td>$6,800</td>
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<tr>
<td>HOS log omission or falsification fines</td>
<td>$450</td>
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<table>
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<tr>
<th>Overall Fleet Savings:</th>
<th></th>
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<tbody>
<tr>
<td>Road-side faxing</td>
<td>$4,800</td>
</tr>
<tr>
<td>Increased routing efficiency</td>
<td>$15,000</td>
</tr>
<tr>
<td>Better communication between drivers and managers</td>
<td>$15,600</td>
</tr>
<tr>
<td>Increased efficiency in vehicle inspections</td>
<td>$9,200</td>
</tr>
<tr>
<td>Prevention of manual errors in paper logs</td>
<td>$6,000</td>
</tr>
<tr>
<td>Total annual savings for a 20-truck fleet</td>
<td>$57,850</td>
</tr>
</tbody>
</table>

*Source: Teletrac Inc./FMCSA

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ELD benefits: how managers and drivers win

ELD functionality can elevate a business from satisfactory to top-performing. Driver efficiency increases, while improved fleet management optimizes everyday tasks and performance. Federal compliance, reduced paperwork, automated driver tasks, electronic driver logs, HOS reporting to track statuses and locations, and digital driver vehicle inspection reports sent directly from a driver’s cab—you can achieve this and more. All it takes is the right ELD system at your reach.

Manager Benefits
- Eliminate paper logs and timely driver submissions, such as faxing at fuel stops, and future fines associated with manual entry errors
- Quick communication between managers and drivers—response times improve and managers are free to focus on other managerial duties, saving time and resources
- Instant insight into available and remaining hours of service for each driver, including notification of violations as they happen in real time
- Managerial access to HOS driver log summaries and reports at any time, improving decision-making
- A federally compliant system is in place, allowing businesses to operate under the most recent FMCSA regulations
- Driver work hours and time on the road is easily collected, helping in planning and scheduling
- Data is captured, including statuses and engine use, which can prove useful for possible disputes and legal proceedings.

Driver Benefits
- Logs are automated, eliminating time-consuming processes, such as manually entering hours on paper logs and stopping to fax at fuel stops, and human error
- Insight into cumulative and remaining hours of service before mandatory resets
- Faster and more compliant roadside inspection access for officers and scale houses
- Less paper processes, reducing the chances of lost log grids and summaries and associated fines
- Improved overtime hours due to less paperwork completions and submissions when on the road
- Additional ELD features, such as truck navigation, helps drivers focus on road safety and timely arrival to customer sites
- Reduced driver abuse and coercion due to secure data entry through electronic log books and signatures to verify accurate hours worked.

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Core ELD features

There are many variations of ELD systems on the market. Understanding the needs of your business is a crucial factor when choosing a system that keeps you compliant while introducing a line of features and long-term benefits. Whether you run a small or large fleet, the ELD system you purchase should provide a scalable solution that speaks to the everyday and future demands of your business. To get an idea of what to seek when selecting a fleet management system, here are the top features to consider:

HOS E-Logs for Federal Compliance
Look for Android-supported electronic logging devices with built-in driver logs (E-Logs). E-Logs enable drivers to electronically record, store and submit their HOS log data via a user-friendly in-vehicle display. Drivers stay compliant, while eliminating manually entered data on paper forms and human error that come with manual submissions.

Myriad HOS Reports
HOS reports are a plus when investing in the right ELD. These reports let businesses see anything from log detail for each driver to violations based on FMCSA HOS guidelines, including a time-stamp of when and where they happened, to a breakdown of how many hours each driver spent in “On-Duty” and any available hours for the next day and the following week. These reports should provide a summary of all HOS time—from when a driver logs in to the system until they log out—in addition to noting non-driving time.

Digital Post- and Pre-Trip Vehicle Inspection Reports
Electronic logging devices that offer additional compliance features like electronic vehicle inspection reports (DVIR) can help businesses eliminate costly repairs and improve safety on the road. These post- and pre-trip paperless reports should come preinstalled in a portable, easy-to-use ELD, ensuring that drivers complete federally compliant digital inspections on their vehicles and submit them to their managers—right from the field.

Two-Way Messaging
Cellphone use while driving is prohibited on US roadways, which is why having an alternative function like two-way messaging in the cab is integral. ELD systems worth looking into should offer driver-dispatch instant messaging. Drivers can use ELDs to send status information to dispatch, such as when they’re at a customer site, in addition to capturing their hours of service. These multi-functional ELDs have the ability to lock when a vehicle is in “driving” mode and are supported by software that integrates with GPS tracking platforms, allowing you to know where a driver’s message originated, including enabling you to send messages in several formats directly to your drivers.

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Interactive Driver Displays
Advanced ELD systems should be equipped with the latest in driver efficiency tools. Some ELD providers will offer in-vehicle devices for your drivers, but only a few provide Android™-based tablets with crystal clear graphics for easier usability, including voice-guided truck-grade navigation. The portability of these user-friendly displays allow drivers and dispatch to stay connected every mile of the way.

Easy-To-Use Manager Portal
The best ELD solutions offer manager portals where administrators can manage electronic driver logs and hours submitted, as well as edit any discrepancies if needed. Businesses can track driver availability and statuses, and monitor violations as they happen in real time, enabling the ability to take action on the spot.

In-Vehicle Routing
What if your ELD system could serve as a routing tool for your business? It can. The right solution integrates road guidance into the ELD/AOBRD/EOBR equation: Managers can send updated routes to their drivers’ electronic in-cab devices, reducing time spent looking for locations and vehicle use. The navigation software embedded in the ELD instantly calculates the new route and plays on the screen, once the driver accepts the update. Your workforce stays safe and on time, every time.

Inclusive Features
ELD systems worth considering should be part of an overarching fleet management solution that speaks to business demands. Look for a provider who offers GPS tracking software that goes beyond track-and-trace technology, allowing you to monitor all things fleet related, such as real-time vehicle locations, performance, including fuel usage, and driving behavior through safety metrics, such as speeding. The right provider can equip your team with the latest in GPS tracking, safety and compliance without adding a dent to your bottom line.

How to explain ELDs to your company
The term ELD is used to describe electronic logging devices, but what does that mean, really, and how do you sell the concept to your company? It comes down to understanding the needs of your team and value the best ELD systems can introduce in cost savings and growth. Once you unveil the many features and benefits that ELDs can offer your team, your company will have no choice but to say yes to a multi-purpose fleet management and compliance solution.

Survey Says…
According to a 2013-14 C.J. Driscoll & Associates survey, 52% of companies that operate commercial fleets and are subject to federal HOS rules report paper logs as their compliance solution to monitor driver hours. It’s not surprising that companies are skeptical about electronic devices. Some business owners can’t see a return on investment when 500 of their 6,000 vehicles are subjected to regulations, or they feel that compliance issues are not affecting their bottom line. A lot has changed in the industry, however. The ELD proposal will soon take effect, enforcing ELD use for all commercial fleets. Investing now in a scalable solution that eliminates costs ensures that your business stays relevant in an industry where technology equates to staying compliant.

Keep in mind that there are positives in relying on ELDs. The same survey notes that businesses are ecstatic about the rewards that an ELD solution can offer. “We like efficiency, so if we can do away with the log books and use the electronic system, it would be a benefit,” said a construction company with 80 vehicles. Companies that currently use ELDs or AOBRDs report a reduction in violations, drive time, driver coercion, and an increase in efficiency. In addition, drivers are happier; they eliminate paperwork and on-the-road manual log submissions while increasing efficiency through in-vehicle tools that come preinstalled on their devices. At the end of the day, ELD systems are about more than meeting compliance; they’re about maintaining a productive and efficient workforce.
Calculate Your Return on Investment (ROI)
Exploring how your business can increase growth and its competitive edge is a crucial part of managing a fleet. Use an ROI calculator to find out the end costs of purchasing an ELD compliance solution. Page 6 in this guide gives you a snapshot of the savings you’ll see with an ELD system. Statistics and research can assist in the decision-making process and advance your company’s long-term goals.

Anticipate Questions
When it comes to compliance and measures to remain violation-free and safe, companies may have questions. Make sure to research the topic and collect information that will help you sell ELDs to you team. The more you understand the data you’ll be sharing, the better chances you’ll have at receiving a positive response from your company.

There are a range of topics you can address in your presentation. Here are a few to get started:

What is the ELD solution’s ROI?
Be sure to create calculations for several scenarios related to company output and expenditures. The best ELD providers offer methods that show you the value in numbers. Go to page 6 to see a breakdown in savings.

Will additional resources and personnel be needed to implement the system? What is the implementation timeline?
New systems typically require some assistance from the provider, which equals to down time while implementations are taking place. Find out the length of a basic installation. Focus on the value the system will ultimately provide your workforce.

What are the system’s contractual terms and costs?
Demos are a great way to learn about obligations tied to a particular ELD system. You’ll have an opportunity to ask questions and receive information, including pricing. Not all providers offer real numbers, but it’s good to at least have approximations of the spending involved.

Does the solution do more than track HOS, as well as meet compliance?
Each system is different, but only the right solution can offer a chance to optimize your fleet management and efficiency with features that give you insight into vehicle performance.

Online research can only take you so far. Invest time in speaking with the most reputable providers before you present to your company. Meeting with industry experts can guide you and help answer questions that may arise in your search.

Take the Solution for a Spin
Testing an ELD is unlike driving a vehicle where there’s wheel and a roar of a powerful engine. But the right ELD solution can offer managers and drivers functionality that parallels the most technologically advanced navigation and GPS systems on the planet. The best providers offer insightful demos where you can touch and unlock a line of features that high-powered ELD systems pack, heightening the experience of actually owning one. Not only will you see how it works, you will also capture how it can work for your company’s demanding and growing environment.

Bottom Line
Ideally, you’d like the ELD system you choose to speak to business concerns, as well as address inefficiencies. Knowing where to look for information and which questions to ask during your search will get you where you need to be when you’re presenting to your business. There’s no better feeling than knowing you can help your company increase compliance, productivity, and safety day in and day out.

To learn more, call 1.800.835.3872 or visit teletracnavman.com
# Checklist: How to Choose the Right ELD Compliance Solution for Your Business

When looking into an ELD system, it’s a good idea to note the extent of the features it provides. This checklist helps steer you in the right direction, highlighting the most valuable offerings that an ELD solution should attain.

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<thead>
<tr>
<th>Provider</th>
<th>Does the ELD provider:</th>
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<tbody>
<tr>
<td>□ Have more than 5 years of experience in the ELD solution field?</td>
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<td>□ Service more than 20,000 customers?</td>
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<tr>
<td>□ Offer a solution that meets Hours-of-Service regulations?</td>
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<tr>
<td>□ Provide an award-winning, cloud-based and user-friendly system for fleets of all sizes?</td>
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<table>
<thead>
<tr>
<th>Technology</th>
<th>Is the ELD system:</th>
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<tbody>
<tr>
<td>□ Able to integrate with a vehicle’s electronic control module (ECM), providing direct visibility into engine hours, including record of duty statuses (RODS)?</td>
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<tr>
<td>□ Supported by software owned by the provider, reducing chances of cyber attacks and fleet data corruption?</td>
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<tr>
<td>□ Multi-dimensional, portable and easy to use?</td>
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<tr>
<td>□ Capable of storing, recording and submitting driver hours of service for compliance?</td>
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<tr>
<td>□ Able to connect with the ECM, record activity and provide time-stamps of when driver status changes occurred?</td>
<td></td>
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<tr>
<td>□ Integrated with GPS fleet tracking software, offering real-time access into vehicle locations, driver performance, reporting features and more?</td>
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<thead>
<tr>
<th>Compliance</th>
<th>Is the ELD:</th>
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<tbody>
<tr>
<td>□ FMCSA- and DOT-compliant?</td>
<td></td>
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<tr>
<td>□ Certified and in compliance with federal regulations?</td>
<td></td>
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<tr>
<td>□ Immediately accessible for law enforcement use, weigh stations and checkpoints?</td>
<td></td>
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<tr>
<td>□ Integrated with a fleet management solution, enabling managers to remotely monitor HOS statuses and electronic log summaries in real time for each driver?</td>
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<table>
<thead>
<tr>
<th>Communication</th>
<th>Can the ELD:</th>
</tr>
</thead>
<tbody>
<tr>
<td>□ Send and receive two-way messages?</td>
<td></td>
</tr>
<tr>
<td>□ Provide instant driver access to messages in canned, form-fill and free-text for specific types of messaging?</td>
<td></td>
</tr>
<tr>
<td>□ Submit signed HOS electronic driver logs and driver vehicle inspection reports to managers?</td>
<td></td>
</tr>
<tr>
<td>□ Transport recorded and submitted data right to a user portal where managers can view and maintain the data for audits and compliance?</td>
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How to Choose the Right Solution for Your Company cont’d

**ELD Features**

- Does the ELD system offer:
  - In-cab driver tools for automated tasks and improved efficiency?
  - A user-friendly in-vehicle tablet with built-in driver applications for an all-in-one experience?
  - Federally compliant electronic driver logs (E-Logs)?
  - Digital driver vehicle inspection reports for post- and pre-trip inspections (DVIR)?
  - Portability and Bluetooth connectivity for walk-around vehicle inspections?
  - Clear driver-dispatch two-way messaging for faster response times and customer service?
  - Truck-grade navigation, including voice-guided directions, road restriction options and day/night modes?
  - Routing capabilities, such as in-vehicle routing from dispatch to driver in-cab display?

**Is the information on the device:**

- Recorded and transmitted via the provider’s back-end system, showcasing the data on a user-friendly cloud-based software platform?
- Accessible via sharable and exportable reports, including emailed reports that can be sent to multiple recipients?
- Recorded, stored and accessible for HOS compliance, weigh stations and law enforcement?
- Displayed in messaging reports that detail when and where inbound and outbound messages were originated?
- Compiled to show anything from sent and received messages to electronic driver log grids to driver vehicle inspection reports?
- Safe and secure, providing a high level of data integrity for businesses of any size?

**Tracking and analytics**

- Does the ELD provider:
  - Integrate with a cloud-based GPS fleet tracking platform?
  - Provide users with real-time visibility into vehicle locations on live maps and event data?
  - Connect with a vehicle’s ECM to report vehicle diagnostics, such as fault codes?
  - Offer insight into fleet performance and vehicle usability?
  - Track driving behavior, allowing users to improve fleet safety?
  - Attain customizable reporting features to build reports relevant to your company’s goals and metrics?

**Support**

- Does the ELD provider:
  - Offer a dedicated customer support team that’s local and with a direct-access phone number?
  - Unlimited online training and web-based classes to learn more about the product and how it can improve your fleet?
  - Provide system and equipment warranty?
Case Study: How an oil and mining company uses a GPS system to increase safety and federal compliance

Discover how an oil, mining and gas company struggled with staying competitive, until they found the right solution.

The best ELD systems out there work beyond compliance, offering safety features that enable businesses to perform efficiently, even in the most extreme weather.

The global economy functions on a never-ending thirst for energy. As the need for oil, gas and mining increases, companies that operate in these areas continue to face challenging obstacles while trying to stay safe.

Noble Casing currently operates across three states with some of the coldest temperatures in the United States: Colorado, Wyoming and North Dakota. Tom Childers, the company’s lead fleet manager notes, “It’s cold with rough roads and dirt. Our guys deal in the coldest temperatures possible. I had guys from Alaska say they’re not going back because it’s so cold. It can get 50 below zero with 70-80% humidity. You can’t feel your hands let alone drive at a job without challenges.”

These challenges are high: protecting employees while simultaneously lowering operational risks and labor costs. The main issue, however, has always been safety: safety of the company’s business and of its drivers.

When deciding how to lower risk on the road, the company looked to a range of GPS tracking companies that could help track their drivers. “There were companies that did not meet all of our needs. When we demoed with Teletrac Navman, we saw that features catered to the needs of our business more,” says Childers. A large part of the company’s solution that appealed to Noble Casing was Teletrac’s Safety Analytics, which monitors unsafe driving behavior and ranks the best and worst drivers within a fleet.

Noble Casing was in need of reliable technology to reduce accidents, in addition to lowering fuel costs and streamlining their operations in the field.

“When employees go out the door, we make sure they’re trained and prepared for different situations,” says Childers. These situations include a few routine accidents on the road. “We’ve had guys sliding off the road, swerving...we had a guy drive into a ditch because he didn’t know how to put the vehicle in four-wheel drive. Safety Analytics can help us reduce incidents like that.”

In fact, a portion of the company’s mission statement reads, “Safety is our culture.” Safety is not given a backseat to production, customer service or profit margins. “We place safety at the forefront of all decisions we make. Safety is everything to the company,” Childers affirms.

Two big features the company has recently implemented, in addition to Safety Analytics, are electronic driver vehicle inspection reports (DVIR) and electronic logbooks (E-Logs). “Taking away the paper has saved us considerable time,” says Childers. Considerable time, including a knock from the Department of Transportation. “Having E-Logs saved the company on an audit recently. Not bad.” Not bad, for one of the most successful oil and mining companies in the U.S. And now one of the safest.

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.