

DISCRETE WIRELESS CASE STUDY



Industry

Roofing Supply

"It scares me to think how much money was being needlessly spent on gas, salaries, and overtime, before we installed the GPS Fleet Management System."

Bill Wilson

President

Wilson Wholesale Supply Company

Discrete Wireless Dealer

GPS Technologies

<http://www.gpsttechnologies.net>



Overview:

The Wilson Family has been in the roofing industry for 100 years starting when B.C. Beckman (Ev Wilson Sr's Grandfather) went to work for the Rubberoid Company selling roofing. In the 1920's, he began manufacturing the "tapered" asphalt shingle at this plant in Michigan. This plant was later sold to the Flintkote company.

Background:

Wilson Wholesale initially installed a passive GPS in all of the Wilson Wholesale boom trucks. They immediately began experiencing improved turnaround times. Overtime dropped, Customer satisfaction went up, Deliveries were provable allowing for accurate billing, Fuel expenses dropped, and Routing improved. That system paid for itself in 3 months in payroll savings alone.

Challenge:

Although Wilson Wholesale saw significant improvements using a passive GPS Fleet Management System, they felt that the ability to see their vehicles live at all times would increase efficiency even more. "I expect my return on this investment to be a few weeks," said Bill Wilson, President of Wilson Wholesale.

Outcome:

Wilson Wholesale installed the Discrete Wireless real-time GPS Vehicle Tracking system. Their dispatchers can now see all vehicles at the same time from 2 different locations and can manage the whole fleet with the click of a button at their computer. They have been able to expand the fleet size, partly due to the savings the tracking system has given us. "I am surprised that all the roofing companies we supply, do not use a tracking system to manage their business." continued Bill "The return on investment is so quick that it scares me to think how much money was being needlessly spent on gas and salaries and overtime before I installed the GPS systems."

For more information

For more information about Wilson Wholesale, visit their website at <http://www.wilsonwholesale.com>

