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Leonard's Express Saves More Than \$120,000 Annually on Toll with Bestpass

“We’re saving more than \$120,000 annually on toll costs with the management solutions provided by Bestpass. In addition to cutting direct monthly toll expenses because we can ensure compliance with cost effective routes based on accurate, timely data, Bestpass bulk purchasing toll discounts are available to us. The company also reduces our administrative costs by providing single toll and weigh station bypass transponders and toll management services that streamline business processes by consolidating data and payments.”

- Kyle Johnson, CIO, Leonard's Express



Challenge

To lower toll costs by managing data and payments in a consolidated format and by ensuring driver compliance with efficient routes

Leonard's Express sought an effective means of consolidating toll data and payment processes for its fleet of 180 company-owned vehicles and 60 dedicated owner-operator units, which were using different transponders for automated toll systems at as many as 25 tolling authorities. The carrier also wanted to take advantage of available toll discounts from Bestpass and use accurate and up-to-date toll data to ensure adherence to cost efficient routes.

Solution

Leonard's Express has been using Bestpass for several years, taking advantage of toll management services that includes discounts, consolidated billing, violation processing and a single transponder for use at a growing number of toll and weigh station bypass networks. The truckload carrier is using the services on all of its company tractors and makes Bestpass offerings, including toll discounts, available to its dedicated owner-operators.

In May 2014, Leonard's Express began using daily data updates from Bestpass to more quickly and effectively address toll violation, transponder or routing compliance issues. The Bestpass Data Interchange platform provides Leonard's Express with seamless management through automated integration and exchange of toll and vehicle related information with its enterprise management system. Data Interchange uses a variety of flexible and secure delivery methods and formats to provide actionable data in near real-time. Included are automated and bulk toll updates directly from fleet management and billing systems, vehicle updates for trucks, tractors and trailers, including temporary and leased units, and on demand toll data downloads that normalize billing cycles from tolling authorities to a calendar month.

Results

Saving more than \$120,000 annually on toll costs

The toll management solutions provided by Bestpass have cut direct monthly toll expenses for Leonard's Express by about \$10,000. Included in the savings are efficiencies from selecting and ensuring compliance with the most cost effective routes based on accurate, timely toll cost and routing data, as well as the toll discounts available using the bulk purchasing power of Bestpass.



Leonard's Express *at a Glance*

Founded: 2001

Headquarters: Farmington, NY

Services: Truckload dry van, refrigerated and flatbed service to 48 states, Quebec, and Ontario

Terminals: Allendale, NJ, Cameron, MO, De Pere, WI, Eau Claire, WI, Edinburg, TX, Farmington, NY, Fort Meyers, FL, Garland, TX, Hamburg, NY, Jamestown, ND, Jonesboro, GA, Munster, IN, Naperville, IL, New Castle, DE, Northglenn, CO, Nowthen, MN, Riverside, NJ, Smithville, MO, Springfield, PA, Wildomar, CA, Winter Haven, FL

Tractors: 180

Trailers: 600

Bestpass Transponders: 376

Annual Savings: \$120,000

