



CASE STUDY

DECKER TRUCK LINES

RESULTS & STATISTICS



700+ Trucks



1,400+ Trailers



7%-9% in overall toll savings

BACKGROUND

Decker Truck Lines, a family-owned business based out of Fort Dodge, IA, has been providing transportation services since 1931, and has evolved their operations significantly in the last decade. With more than 700 vehicles in their fleet, in 2021 they started to re-evaluate their existing tech stack to increase productivity and data visibility.

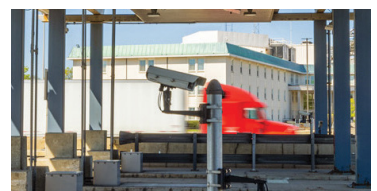
PROBLEM

Having brought on a provider that offered bypass as well as toll management years before, they recognized that they weren't seeing the level of information and toll activity that would enable them to make better decisions around routing and cost savings. Not to mention that between the two services, they were using quite a lot of manpower to keep up!

SOLUTION + BENEFITS

Brent Ellis, VP of Business Systems and Processes at Decker, investigated other options, and came across Drivewyze, who offered a superior weigh station bypass solution. The first 30 days of using Drivewyze produced better data than their previous provider.

Fortunately, Drivewyze recommended Bestpass for toll management, which was also something Decker needed. So, in 2021, the switch was made to Bestpass, and they did not look back.



Since then, Decker has seen the following benefits:

■ **Cost Savings**

Seeing Bestpass' superior discounts across the country, Decker has realized 7%-9% in cost savings on toll. With over 700 trucks, that adds up quickly.

■ **Better Reporting**

The information available in the Bestpass portal has enabled Decker to more appropriately bill their customers as well as plan better routes. They can now see high-toll areas and make better business decisions when dealing with their customers.

■ **Process Automation**

Bestpass takes the burden of managing toll off their personnel at Decker, allowing them to focus on their primary work responsibilities. Their toll is automatically paid from a single surety balance, reports and toll data are simple to collect, and the team at Bestpass helps to take care of any discrepancies.

■ **Partnership over Vendor Relationship**

Ellis was looking for a partner, not just another vendor that had a more transactional relationship. He wanted someone who would work with him to make improvements to his organization, free up resources, and save them money. Bestpass has been the collaborative provider he was looking for with someone on the other line always willing to help.

CONCLUSION

With a penchant for improvement and a large fleet to manage, seemingly small decisions like who to use for toll management can have a large impact on a fleet like Decker. Having freed up valuable resources both human and monetary, Bestpass enables Decker to focus on their growth and the road ahead.

“I don’t look for vendors, I look for partners, and Bestpass has been a partner from the beginning. The relationship we have is collaborative, not transactional and they’re always there when I have question or an idea, and always ready to help. Good stuff!”



— Brent Ellis —
VP of Business Systems
and Process, Decker Truck Lines