

SAFER TRUCKS

**HIGHER PROFITS
FOR MOTOR CARRIERS**



**Commercial
Vehicle
Electronic
Screening**

Stopping at Weigh Inspection Sites Costs Motor Carriers Time and Money

“Some truckers say why pay to avoid a scale? I say put a pencil to it! You save a little wear on the brakes, transmission, and engine. When you add it all up, it’s well worth the cost, and safer besides.”

—Charlie Ramorino, President, Bob Rich Schroeder Trucking, Inc.

Commercial trucks must continually stop at weigh and inspection sites for routine weight and safety checks, even if they are safe and legal. Yet each required stop costs a carrier:

- Time
- Additional fuel
- Vehicle wear and tear

The time drivers spend waiting in lines at weigh and inspections stations further cuts into carrier profits. The more stops made, the more costs a carrier incurs to complete the delivery.

Carriers Reduce Operating Costs with Electronic Screening

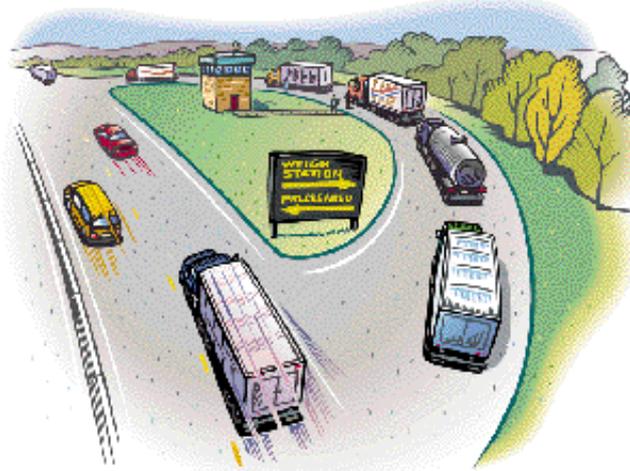
The driver of a truck traveling from Central Florida to Detroit, Michigan, without electronic screening, must pull off the road and stop at up to 24 weigh and inspection stations. Recent studies suggest these combined stops could lengthen travel time by several hours and result in using additional fuel.

“Motor carriers recognize that the future of commercial vehicle operations is an automated weigh station bypass system that will save money and help us operate more efficiently.”

—Dean Cotten, President, Mississippi Trucking Association

“We have fully implemented transponders in our entire fleet of 1,535 tractors. Not having to stop is more fuel efficient and also extends the life of component parts. The fewer times our drivers have to stop in congested areas improve safety and reduce driver stress.”

—John Dale, Vice President, Transportation, ABF Freight Systems, Inc.



Electronic screening also:

- Reduces safety hazards of vehicles exiting and reentering the highway
- Lowers the potential for accidents and breakdowns outside stations
- Improves the throughput of weigh and inspection stations

This, in turn, reduces the costs associated with repairs, parts, and the time vehicles are off the road and in the shop for maintenance.

“We’re saving money on maintenance with less braking to stop, idling in line, and reigniting, and we save fuel by maintaining a consistent speed.”

—Jerry Sheehan, Vice President of Transportation for Leprino Foods

Electronic Screening Keeps Trucks on the Road Earning Revenue

Electronic screening lets safe and properly credentialed trucks and their drivers keep on trucking past checkpoints to reach their destinations faster. This helps compliant motor carriers:

- Reduce delays
- Increase productivity
- Reduce delivery costs

“It evens the playing field by allowing safe carriers to more effectively compete against those less concerned with safety. Because it is based on your safety record, it gives the companies that have a good record the opportunity to benefit from the time and money invested in safety.”

—Jim Belshee, Director of Safety, William Edwards, Inc.

Vehicles participating in the service are equipped with a transponder that carries their unique identification code. As these vehicles approach an inspection station, their credential and safety information is checked electronically by roadside readers. This allows compliant vehicles to simply drive past weigh inspection sites.

“At \$45 per transponder, the unit pays for itself in the first six months.”

—Thomas Swarts, Traffic Manager, Bi-Mart

Electronic Screening Helps Carriers Remain Competitive and Stay in Business

Offering competitive rates and superior service is vital to remaining in business, especially when several carriers are offering a similar service. A carrier whose fleet is

Electronic Screening Clears the Way for Higher Profits and Safer Trucks

equipped with electronic screening can offer its customers:

- Faster delivery times
- Lower rates
- Improved safety

Because carriers incur less cost in delivering loads, they can pass these savings on to customers and stay competitive.

"Right now, our fleet is 100 percent outfitted with transponders, and we couldn't be happier. The technology helps us remain competitive by eliminating unnecessary delays in transit, which keeps our customers happy. We figure this saves us up to eight hours on a coast-to-coast run!"

—Norman Thomas, Vice President,
Information Systems, US Xpress

"We recently received the Preferred Carrier Award from Oregon DOT for our exemplary safety record. We attribute our safety record in part to the electronic screening program, which has allowed us to significantly reduce our highway exits and entries that always pose a safety concern as our drivers negotiate oncoming traffic."

—Royce Young, Total Transfer & Storage Company

Electronic Screening Maximizes Fleet Flexibility and Attracts Professional Drivers

Because electronic screening saves travel time, carriers maximize the use of their trucks. As drivers increasingly deliver more loads safely and quickly, carriers:

- Maximize return on investment
- Cover extra miles with their existing fleet
- Generate additional revenues

"Not wanting to enroll is backward thinking on the part of a carrier."

—Jim Belshee, Director of Safety, William Edwards, Inc.

The favorable working conditions that electronic screening creates help attract and retain skilled professional drivers. This significantly reduces costs of:

- Recruiting
- Retraining
- Schedule slips caused by a lack of available drivers

"The technology helps us stay competitive as a recruiting tool. It speeds up trips for drivers and keeps them rolling—it helps us pick up more recruits and hold onto the drivers we already have on board."

—Norman Thomas, Vice President,
Information Systems, US Xpress

"We have been participating in weigh-in-motion projects and programs for 10 years. This is the first that has offered the full benefits of saving time by passing scales and increasing safety by reducing highway exits and entrances."

—Thomas Swarts, Traffic Manager,
Bi-Mart

INTELLIGENT TRANSPORTATION SYSTEMS



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