



Results+

A Wheels Client Saves Over \$350K While Boosting Efficiency and Cutting Delivery Time

Overhauling Fleet Strategy to Reduce Costs and Improve Efficiency

Creating high-quality, reliable, and energy-efficient doors and windows that enhance the beauty and functionality of homes and buildings, this client focuses on innovation, sustainability, and craftsmanship to provide solutions that improve the comfort and performance of living spaces. They faced significant challenges with their fleet operations. The company had outdated vehicles, high rental costs, and an inefficient upfitting process that led to operational inefficiencies and increased expenses. They formally appointed a fleet manager in 2020 providing an opportunity to partner with Wheels to overhaul their fleet strategy and drive meaningful improvements in cost savings, vehicle reliability, and operational efficiency.

Streamlining Fleet Operations with a Centralized Approach

Wheels helped the company develop a streamlined fleet management process – the strategy included transitioning from multiple OEMs to a single manufacturer to maximize incentives and reduce lead times. Further collaboration included establishing a standardized upfitting process with modular and lightweight glass racks that could be installed by a

second-stage upfitter. This change eliminated the need for technicians to be involved in the installation process, allowing fully upfit vans to be delivered directly to work sites. Additionally, vehicle deliveries were centralized through a courtesy dealership, reducing logistical challenges, and improving the efficiency of vehicle deployment.

Significant Cost Savings and Operational Improvements

The fleet transformation resulted in substantial cost savings and operational enhancements. The new upfitting process saves four to six months in order to delivery time frame. It also saves 16-man hours per delivery by eliminating post-delivery upfitting appointments. Rental expenses reduced from \$250,000 to \$76,000 annually, while repair costs decreased by \$108,000. The new upfitting process saved \$75,000 in 2023, with additional savings expected as modular glass racks are reused across vehicles. By cycling vehicles more efficiently and maintaining a consistent fleet replacement cycle, this client is also poised to achieve higher resale values in the coming years, further strengthening the financial and operational benefits of their optimized fleet management.

PROJECT SERVICES: Fleet management; acquisition; standardized upfit; OOS

FLEET SIZE: 775

VEHICLE TYPE: Service vans; warehouse vehicles

INDUSTRY: Building Materials

Savings/Improvements:

\$350K

in cost savings, reducing rental expenses from \$250K to \$76K annually

4-6 month

cut in delivery times and improved operational efficiency