

CASE STUDY

Western Express Drives Fuel Costs Down with **Fuel&Route**®




WESTERN EXPRESS

Western Express is a privately owned, truckload carrier with a fleet of 3,300 power units and more than 8,000 trailers. Founded in 1991 and headquartered in Nashville, TN, the company has terminals and facilities throughout the United States. Western Express believes in serving the shipping needs of its customers by providing innovative transportation solutions.



The Challenge

A Manhattan customer for over 12 years utilizing Driver&Load® and Drop&Swap®, Western Express was looking for ways to further lower costs. As an over-the-road trucking company, fuel is a major expenditure – 21% of the operating cost of every mile driven – and naturally became an area of focus. After evaluating multiple Fuel Optimization solutions, they decided to deepen their partnership with Manhattan.



21% of the operating cost of every mile driven is used on fuel



“One of the reasons we selected Manhattan was we were a larger carrier with no real optimization tools and we realized we were really behind the curve in that regard. Manhattan has a successful track record working with large, complex carriers, so we were comfortable that they could handle our needs.”

– **Shawn Strange**
Vice President of Network Planning



The Solution

The technology Western Express chose was the Fuel&Route® product available in Manhattan Carrier. Fuel&Route is designed to do two things.

First, it reduces out-of-route miles. When a truck is 25-50 miles off route, the system automatically emails operations with a real-time notification. When it is 50-75 miles off route, the technology emails the dispatcher and team lead. It then keeps escalating notifications as the truck gets farther off route. In addition, Fuel&Route also contacts the driver at 50 miles off route and again at 100 miles. Depending on the where the truck is located, the solution then sends an updated route to get the driver back on track.

The second function Fuel&Route serves is to find and direct drivers to specific fuel stops with the lowest costs. Although one or two cents per gallon may not seem significant, over the course of millions of miles, it can make a huge difference.



The Results

In just one year, Western Express saved \$1.5 million by lowering out-of-route miles by 1%. The company has a goal to reduce that by another 1% and save an additional \$1.5 million.

Western Express also saved \$51,000 by increasing refueling at assigned stations from 85% to 86%. The goal is to drive even more cost efficiency by getting to 90% compliance and a total diesel savings of around \$250,000 from where it started.



\$1.5M saved YOY by lowering out-of-route miles

“We’ll continue to work hand in hand with Manhattan. There’s a good partnership there and we’re excited to see what else Manhattan offers, especially to carriers on our side of the road, so we can move forward with new tools in the future.”

– **Shawn Strange**, Vice President of Network Planning



