



CENTURION AUTO TRANSPORT

WEX Fleet One helped Centurion Auto Transport cut costs by making fueling compliance easy for drivers

COMPANY OVERVIEW

As one of the largest automobile transport companies in the United States, Centurion Auto Transport in Jacksonville, Florida, delivers new cars to car dealers throughout the South and Midwest.

Centurion drivers travel more than 1.5 million miles each month and use approximately 300,000 gallons of diesel fuel. Their car carrier trucks carry full eight- and nine-vehicle loads at the maximum of 80,000 pounds.

Centurion's primary fuel vendor is Pilot Flying J, along with select Love's locations throughout their network. Centurion had developed a detailed list of the efficient routes for hauling cars so that drivers could avoid major obstacles out on the road. The goal is to help drivers reach their destination as quickly as possible while minimizing risk to their transport.

Centurion offered drivers fuel discounts in certain areas of the United States and at particular locations, but compliance remained an issue. The company had created a network where its trucks would get lower prices at the pump, but drivers avoided many of the preferred locations due to legitimate maneuverability concerns — for example, ground clearance and turning radius — as well as other considerations.

The company wanted to find a solution that maximized driver comfort and safety, as well as improving the bottom line.

"If the parking is bad or the showers are dirty, then we don't want to send our drivers there," says Jim Durie, Quality Control

Challenge

Centurion needed a solution to address the problems of fueling efficiency and driver compliance.

Solution

WEX Fleet One created a merchant network for Centurion that resolved driver concerns about fueling locations that presented logistical problems for their trucks or did not offer suitable driver amenities.

Results

Centurion achieved 93 percent fuel network compliance among their drivers, compared with 80 percent in 2011.

Specialist, who has experience as an owner-operator. "We are always looking for their feedback."

Centurion needed a solution to address its problems with fueling efficiency and driver compliance. Optimizing fuel management by ensuring driver compliance would allow them to reduce fuel consumption and increase productivity.

SOLUTION

WEX Fleet One created a merchant network for Centurion that resolved driver concerns about fueling locations that presented logistical problems for their trucks or did not offer suitable driver amenities. Having a team of account managers and dedicated resources for fuel management meant the company got a custom-designed solution that met all its needs.

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determine which ones were the best and most convenient for their drivers.

This fuel management strategy is constantly being refined to ensure that drivers remain on their dedicated routes using Centurion's preferred vendors. Communication is key at every turn.

"We send our owner-operators daily fuel cost updates, and all our trucks have tablets to ensure clear two-way communication," Durie says. "They contact us if they have any pricing or service issues that arise when they're out on the road. These solutions helped us save so many pennies on the gallon."

"The daily real-time and weekly reporting saves us time and increases our productivity."

Jim Durie
Centurion Quality Control Specialist

WEX Fleet One created a map of the vendors that Centurion used most frequently, and then helped

RESULTS

Centurion has now been able to attain a level of fuel reporting and driver compliance that helps them achieve their overall company goals. In January 2016, Centurion achieved 93 percent fuel network compliance among their drivers, compared with 80 percent in 2011.

"We succeed by providing the best customer support to our customers and helping them save money toward the bottom line," says WEX Fleet One Account

Executive Rick Holland. "We take care of any out-of-network issues that the drivers experience, as well as online issues related to reporting. All issues are addressed the same day so that we can ensure drivers can get on their way."

Back at the office, WEX Fleet One reports enable Centurion to have better understanding of driver actions and vehicle usage. The accurate and timely information they provide can guarantee better fuel network compliance and help Centurion to stay on schedule with regular maintenance.

"WEX Fleet One has been responsive to all of our needs," Durie says. "Their daily real-time and weekly reporting saves us more time and increases productivity. It gives us greater control of our business. It helps me not to have to sift through a ton of information."

Optimizing routing also helps drivers to be more productive and feel more confident in their ability to do the job right.

"We give all our drivers the WEX Fleet One card and, whether they're at a Pilot, a Flying J or a Love's, we pass on all the discounts to them," Durie says. "How you're treated is so important in this industry, and we want to give drivers the best experience."

