



TILI Logistics GOES NATIONWIDE WITH NETWORKFLEET

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Sergio Casas Silva, Jr.
Operations Manager

GPS VEHICLE TRACKING, ENGINE DIAGNOSTICS, AND REPORTING CAPABILITIES HAVE HELPED TILI LOGISTICS:

- Safely expand from a regional to national carrier
- Bill customers quicker
- Efficiently manage its fleet as sales grew from \$2.5M to over \$6M
- Improve on-time deliveries and customer service
- Save thousands on towing and recovery costs

CONTACT US

E-mail: sales@networkfleet.com
Call: 866.869.1353
Web: networkfleet.com

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As it grew from a small regional trucking firm into a national carrier, TILI Logistics Corp. faced new challenges – harsh weather conditions, unfamiliar interstate highways, and roadside breakdowns thousands of miles from home. Since implementing Verizon Networkfleet across its vehicle fleet, the company can better protect trucks and drivers on cross-country routes while delivering shipments on schedule and keeping customers satisfied.

SEEKING TO GROW, BUT LACKING CRITICAL DATA

Based in San Diego, TILI Logistics got its start hauling freight across the border from Mexico into Southern California. The firm quickly developed a reputation for safe, dependable delivery of electronic components, and the opportunity to expand throughout the U.S. soon presented itself. Before making the leap to national carrier status, the company wanted the reassurance of having reliable fleet data, including the location and performance of its long-haul trucks as they traveled to and from distant states. Without that information, management felt the risks of long-distance trucking outweighed the potential rewards.

GAINING PEACE OF MIND FROM COAST TO COAST

TILI Logistics deployed Networkfleet’s patented GPS tracking and engine diagnostic system, which quickly gave the company the confidence it needed to begin serving customers beyond its Southern California base.

“Networkfleet allowed us to take on business in new areas, knowing we could track our vehicles no matter how far from home,” says company owner Sergio Casas Silva, Sr. “It gives our customers peace of mind because we can tell them where their products are en route and when to expect delivery. Plus, our drivers feel

safer knowing we can pinpoint their precise location at any point in time.”

IMPROVING MORE THAN FLEET MANAGEMENT

In addition to tracking vehicle location and performance, Networkfleet also helps TILI Logistics improve profitability and productivity.

“With Networkfleet, we can identify which vehicles run most efficiently and which drivers stay on schedule and run the best routes,” explains Operations Manager Sergio Casas Silva, Jr. “This gives us better control over our vehicles and the products they carry.”

Networkfleet’s reporting features enable the company to bill clients faster and accurately. Onboard engine diagnostics help reduce roadside breakdowns. And the roadside assistance plan, which is included at no additional cost, has been used by TILI twenty times, saving the company thousands in towing and recovery costs.

“Since implementing Networkfleet, our vehicles run more efficiently, we have fewer late deliveries, and our sales have increased,” adds Silva, Jr. “It’s a great business tool that has been an integral part of our expansion and growth.”

FOR MORE INFORMATION

To find out how you can benefit from Networkfleet, contact your account manager or visit networkfleet.com.