

## Pest Control Company Benefits from More Than \$1,000 Per Month in Fuel Savings

**Company:** Invader Pest Management

**Industry:** Pest Control

**Fleet Size:** Small

**Contact:** Fred Willey, President



### Background

Invader Pest Management is a leading Phoenix, Arizona pest control company that has been in business for over 17 years.

### Business Challenge

Invader Pest Management needed help controlling fuel costs. Management wanted to know exactly how much they were spending and if the money was being spent for the right reasons. This has been especially important with gas prices around \$3-4 per gallon.

Invader Pest Management also needed to know how long technicians were spending at each job location. This information would give them an idea of how productive their techs were and whether or not they could complete more jobs per day.

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### How it was solved

Upon choosing GPS Insight as their GPS tracking partner, Invader Pest Management began to utilize the many benefits available to them. According to Fred Willey, President of Invader Pest Management, they save at least \$1,000 per month in fuel alone, not including money saved in proper maintenance and accurate billing. "It has paid for itself and I don't have a problem paying for it each month, since without it, I know our costs would be a lot more than what we spend on GPS," said Willey.

Invader Pest Management has seen a mileage reduction in their vehicles. Techs can no longer drive out of the way to get lunch. They are asked to stay close to customer

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locations. They continuously check vehicle route efficiency to see if they are going the most common sense route or not and make corrections where needed.

Knowing where their techs are in real-time, has led to more efficient dispatching. Invader Pest Management can now send techs to customer locations right away, knowing which truck is closest and which tech has the most time to take the job. This has helped increase productivity, leading to more jobs completed per day, which has been one of the biggest benefits.



GPS Insight has also been a valuable tool in decreasing payroll expenses. Invader Pest Management uses GPS Insight reports to see when techs start and end their day. Techs still log their own hours, "and the nice thing about GPS Insight, is that it is easy to see their accuracy, it's black and white."

Additionally, Willey has seen benefits from scheduling service reminders and receiving vehicle diagnostic information. They schedule service reminders so that they no longer go over mileage for maintenance, keeping their vehicles in optimal condition. They also receive diagnostic trouble codes, which help them stay on top of any issues from the vehicles' engines before they get serious, reducing downtime.

An unforeseen benefit has been the increase in customer service. Invader Pest Management now provides proof that a tech serviced a customer location. This can be done by simply emailing or printing a GPS Insight report for the customer. "We use GPS Insight 50/50 as far as controlling our own costs and reporting to customers what is being done," said Willey.

Willey concluded by saying, "It has worked great for us and we think it's a great program!"

**How Invader Pest Management believes GPS Insight can help other companies like yours:**



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FUEL COST**



**REDUCE  
MILES DRIVEN**



**IMPROVE  
TIMESHEETS**



**IMPROVE  
CUSTOMER SERVICE**



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