

# CASE STUDY

*Dingus Transportation Services*

- SEAMLESS TELEMATICS INTEGRATION
- AUTOMATED COMPLIANCE
- SCALABLE FLEET GROWTH



DTS is a family-owned and operated trucking company with nearly 20 years of experience serving communities across the United States and Canada. Known as a trusted liquid hauler, DTS has built its reputation on reliability, safety, and strong relationships. Over the years, the company has expanded both its liquid and hazmat operations, including the transportation of propane and anhydrous ammonia. DTS also maintains its own fleet of more than 75 trucks and trailers, ensuring efficiency, consistency, and high-quality service. In addition, the company supports surrounding local municipalities by maintaining emergency vehicles, as well as medium- and heavy-duty vehicles. Powered by a dedicated team, DTS has achieved exceptional growth—expanding nearly 900% over the past decade, while continuing to deliver dependable service and uphold its core values.

For Dingus Transportation, the transition to Fleetrock represented a strategic shift toward operational reassurance and technical cohesion. By consolidating disparate systems into a single, unified platform, Dingus has evolved from the inefficiencies of manual 'treading water' to a data-driven ecosystem designed to fuel rapid scaling and the expansion of their retail service operations.

## OBJECTIVES

**Eliminate manual data entry between telematics and repair orders.**

“With Fleetrock, there’s that stuff that happens in the background that we don’t have to do now... it’s a lot more user friendly.”

**Scale technical staff to support new outside service revenue streams.**

“Fleeterock’s analytics has given us immense insight and allowed us to scale up... We specifically hired 22 additional shop mechanics for that”

**Improve insight to repair costs and profitability.**

“It gives us reassurance knowing that we can track profitability from labor or inventory... having that piece of mind that we could pull the reporting to know if it is beneficial for us to move forward with the repairs or not.”

## OUTCOMES

**↑ 90% COMPLIANCE**

**11x SHOP STAFF**

**↑ 100% TRANSPARENCY**

*"I was sold the day we had the demo - there was no comparison - it was very evident with our last system does not interconnect with samsara so there was a lot of disconnect and now we have that connection, I am over the moon - this is a massive step forward"*

## HIGHLIGHTS

### *From Manual Syncing to Background Automation*

Prior to implementing Fleetrock, the Dingus maintenance team faced a repetitive administrative burden. Shop personnel were forced to manually bridge the gap between Samsara and their previous repair system, extracting DVIRs from one and manually creating repair orders in the other. This process required technicians to double-entry component data and fix defects in two separate places to ensure compliance. Fleetrock's direct integration has removed this "middle step," allowing data to flow seamlessly in the background. This transition has not only saved time but has fundamentally changed the technician's workflow from data entry to active maintenance.

### *Eliminating the Compliance Gap with Real-Time Visibility*

A primary challenge for Dingus was the lack of consistency in recording and following through on vehicle defects. In the previous system, critical inspection reports were frequently missed or not properly closed out, creating risks for FMCSA compliance. With Fleetrock, the company has achieved 100% visibility. The system's ability to notify teams of upcoming, due, and past-due inspections makes the process virtually "dummy proof." By ensuring that every defect is linked to a completed repair and notified back to the driver, Dingus has secured a level of regulatory compliance that was previously unattainable.

### *Scalability and Profitability in Retail Expansion*

With a foundation of organized data and user-friendly tools, Dingus Transportation has moved from a "survival" mindset to one of strategic growth. The company successfully scaled its shop from 2 to 24 technicians to support a new outside service business model. Fleetrock's profitability and inventory reporting provide the "piece of mind" necessary to manage this expansion. By utilizing burden rates and profit reports, leadership can now accurately quantify labor markups and inventory adjustments. This analytical approach ensures that the growth into retail maintenance is not just larger, but fundamentally more profitable.

The future of fleet management is here, and it rocks