



Mangonui Haulage

18 Years of GPS Vehicle Tracking with Mangonui Haulage

Since 2000, Mangonui Haulage has been relying on Teletrac Navman technology. It has reduced costs, keep vehicles on the road, improve safety, change the company culture and streamline its trucking business.

In this time Mangonui Haulage has grown and now boasts a fleet of 50 trucks across a mix of logging (65%), livestock (15%) and mixed use (25%). It is the largest provider of trucking services to the logging industry in the Far North.

Eighteen years ago, Mangonui Haulage installed Teletrac Navman's tracking units in its trucks. So, it could see where its trucks were and what they were doing. Since then, the company has continued implementing and adopting Teletrac Navman products and updates as it grew. Now it manages everything from vehicle servicing to RUC rebates through Teletrac Navman's DIRECTOR software platform.

"We were one of the first companies in New Zealand to install Teletrac Navman's solutions in our cabs," says Sean Sparksman, Operations Manager, Mangonui Haulage. "We've used just about everything Teletrac Navman released for the trucking industry, including its new RUC Manager, and it's all added to our capabilities and profitability as a company."

Mainstays that make the business run

Mangonui Haulage found multiple long-term benefits to installing Teletrac Navman's software. Dispatch management software improved client communications and health and safety. Driving monitoring changed driver behaviour for the better, leading to reductions in speeding and unsafe behaviours.

"Our drivers we're good on the roads before, but Teletrac Navman gave us more ways to improve our drivers eliminating speeding, reducing idling, and ensuring driver rest – allowing us to make an already good group of guys even better," says Sparksman.

Other monitored behaviours that improved were harsh acceleration, harsh braking and taking corners too fast. The system allows for drivers to be aware of bad driving habits that they're performing inadvertently, and for Mangonui Haulage to communicate directly with them via DIRECTOR.

Safety in other areas has improved too, if there is a fire, accident, or emergency, Mangonui Haulage can inform drivers to avoid the dangerous site.



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Customer service has improved since installing tracking units in Mangonui Haulage cabs. For example, dispatchers have been able to tell farmers if a livestock truck is five minutes or an hour away.

Sparksman says that farmers appreciate updates - it allows them to get on with their day instead of uselessly waiting around with a herd of cattle. And it is not just farmers that enjoy this benefit, forest and mill owners also enjoy the accuracy of arrival times.

Maintenance became an easier by using the company's predictive maintenance tools. The Teletrac Navman system monitors statistics such as driving hours and kilometres driven to inform scheduling of services and licensing – keeping trucks running smooth and all paperwork in order, which avoids pesky fines.

Automating RUC

Mangonui Haulage is now using Teletrac Navman's electronic RUC system. RUC Manager is allowing the company to move to a single provider of telematics and RUC licensing. The product saves the company time, money and keeps it compliant.

Using the NZTA approved electronic distance recorder in conjunction with the Teletrac Navman tracking unit, Mangonui Haulage is easily and accurately calculating road user charges claims and ensuring all trucks are appropriately licensed.

Sparksman says, "It's a smart little system, it prevents you running out of RUC licence, it also sorts where you travelled, calculates the off-road distances and submits the claim to NZTA. I get back the off-road money and renew the license without wasting time."

With RUC Manager, Mangonui Haulage has their off-road kilometres tracked, collated, submitted to NZTA and rebates issued without having to lift a finger.

"In a business like ours, we're not talking a few hundred dollars, we're talking thousands in rebates. And there isn't a single bit of paper that needs filling out," says Sparksman.



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Making business decisions that matter

Over the years Mangonui Haulage has been able to turn data into action. The company can make informed business decisions through data and reports that the system produces. These include driver timesheets, predictive maintenance reports, driver behaviour scorecards, GPS and RUC information, and on-demand vehicle usage reports. They all work together to keep the fleet efficient.

DIRECTOR helps to reduce the occurrence of surprise maintenance costs. It gives the company accurate driver timesheets so they know they are paying their drivers correctly. The company knows routes are optimised to reduce time, distance, and ensure deliveries remain on schedule.

With high quality and accurate information and business metrics, Mangonui Haulage can better plan and optimise how to use and maintain its fleet of trucks. From maintenance and shift scheduling to route optimisation, the company has found ways to manage its fleet, manage its people, and save time and money with Teletrac Navman.