

# EpicVue Saves Carroll Fulmer Logistic Corporation over \$80,000 in recruiting costs

50 additional in-cab satellite TV systems expected to save over \$275,000

“On the first 20 tractors we outfitted with EpicVue, the driver turnover rate dropped to zero, saving us over \$80,000 in recruiting costs. Once we equip 50 more vehicles with the in-cab satellite TV systems we expect our recruiting and retention savings to grow significantly.”



Kyle Fulmer  
Asset Manager, Carroll Fulmer Logistics Corporation

## CARRIER PROFILE

Headquartered in Groveland, Florida, Carroll Fulmer Logistics Corporation is a coast-to-coast dry van truckload carrier with 350 company trucks and about 250 independent contractors. The company also has extensive logistics and brokerage operations.



CARROLL FULMER LOGISTICS CORPORATION

# The challenge

## Trying to solve the question of driver turnover--

With about 100 empty seats to fill, Carroll Fulmer Logistics is incurring a high cost in lost revenue and expenses of over \$4,000 to hire and train each new driver it can recruit. Experience has shown that a driver that stays with the company for six months is likely to stay much longer, raising the possibility that a more comfortable work environment would greatly help boost retention.

## THE SOLUTION

Carroll Fulmer Logistics first installed EpicVue in-cab satellite TV systems in 20 tractors in the fall of 2014. The EpicVue units were assigned to a mix of drivers, including new hires, and drivers that had been with the company for more than one year and over five years. The goal was to gauge the ability of EpicVue to help retain drivers by offering them additional comfort during downtime and mandatory rest periods.

In late 2015, Carroll Fulmer Logistics committed to adding 50 more EpicVue systems to company owned trucks. It has been

installing the in-cab satellite TV units in-house, a process it expects to complete by April 2016. At some point, the company plans to equip its entire fleet with EpicVue, and begin offering the systems to its dedicated owner-operators as well.

The EpicVue package includes more than 100 channels of DIRECTV programming, including premium channels such as HBO/Cinemax, SHOWTIME and the NFL Sunday Ticket. The in-cab satellite TV systems are offered to fleets with 20 or more vehicles for a monthly subscription fee of \$49 under a five-year contract or \$59 monthly for a three-year contract.

## THE RESULT

Generating significant savings in recruiting costs by boosting retention among new and existing drivers--

With EpicVue, driver turnover is down at Carroll Fulmer Logistics. Every driver assigned to a tractor with one of the first 20 EpicVue systems has stayed with the company. Today, the carrier estimates that if the 70 drivers that will have in-cab satellite TV remain with the company, the savings in ongoing recruitment and retention costs will equal more than \$275,000. Carroll Fulmer Logistics is also using the EpicVue systems as a recruiting tool and believes it will help boost revenue by filling the 100 empty seats in its fleet with new hires.

“Once we install EpicVue in-cab satellite TV systems in 70 tractors, we are estimating our savings in ongoing recruitment and retention costs will equal more than \$275,000. We’re also using EpicVue as a recruiting tool and believe it will help boost revenue by filling empty seats with new hires.”

**Kyle Fulmer**

Asset Manager

Carroll Fulmer Logistics Corporation



## ABOUT EPICVUE

Salt Lake City-based EpicVue was formed by individuals with years of combined experience in the satellite and television industries. The company offers a TV viewing package specifically designed for commercial fleets. Used as a tool to assist with recruiting, retaining and improving driver quality of life, the EpicVue package brings more than 100 channels of DIRECTV programming, including premium channels such as HBO/Cinemax, SHOWTIME and the NFL Sunday Ticket, into the

comfort of a driver's sleeper for a monthly subscription fee and without any upfront hardware costs. For more information, visit [www.epicvue.com](http://www.epicvue.com).

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