

DISCRETE WIRELESS CASE STUDY



TWO MEN AND A TRUCK®
"Movers Who Care®"

Industry

Residential and Commercial
Moving Services

*"Knowing the exact location
of our customer's possessions
at all times, gives them the
peace of mind they deserve."*

Brian Vick

Franchise Owner
Atlanta, Clayton, Henry and
Spalding Counties

Discrete Wireless Dealer

Global Business Concepts

<http://www.gps-atlanta.com>



Overview:

Two Men and a Truck provides care in the handling and transportation of their Customers' personal and business possessions and pledges to treat their Customers' possessions as if they were their own - with care and respect.

Two Men and a Truck is the first and largest local moving franchise System in the United States with 153 locations nationwide. They offer customers a full-range of residential and commercial moving services.

Background:

Founded in 1985 as a local residential and commercial moving company, Two Men and a Truck have since grown into the nation's fifth-largest moving company. The Atlanta Franchise was started in 2003 and has grown to 25 employees and 7 trucks.

Challenge:

Moving companies are transporting other people's possessions – often, items that cannot be replaced, and which have significant sentimental value. Telling a customer that you do not know where their property is located is not an option. Daylight is precious. Getting vehicles on location as quickly as possible enables the movers to have more daylight while loading and unloaded. Additionally, moving companies make money when they are moving things. Maximizing the use of the very expensive moving vans is critical.

Outcome:

"We move our customer's valuable property across the city or across the country," said Brian Vick, Franchise owner. "With the Discrete Wireless GPS system we know where all of the trucks are at all times, and we can contact them at any time. If a customer calls and wants to know where their truck is, we can tell them it's exact location and when it will arrive. That gives them the peace of mind they deserve."

For more information

For more information about Two Men and a Truck, visit their corporate website at <http://www.twomenandatruck.com> – or the Atlanta Franchise website at <http://www.twomen.com>