

# Target Energy, LLC

## Rand Video Telematics (RVT)

### Business

Target Energy, LLC is a nationwide tanker carrier focused on fuel and solvent transportation. Based in Shreveport, Louisiana, Target Energy's fleet runs locally, regionally, and over the road. With nearly 40 tankers, the company's hauls are 75% hazardous materials and 25% light oil, fluids, and solvents. The top priority for all Target Energy employees is safety.

### Opportunity

The company's fleet drives five million miles each year, and inevitably, there are accidents. Unfairly, professional drivers and big trucks are often blamed in such events. Company executives needed a solution that would help exonerate the company and its drivers, as well as help keep the fleet safe. Additionally, Target Energy's insurance rates had skyrocketed, and company executives looked to Captive Insurance, which mandated in-cab cameras.

A long-time Rand McNally customer, Target Energy had equipped its vehicles with Rand McNally's truck-specific GPS devices, early dash cams, and ELDs. The strong line of communication between Target Energy and its Rand McNally account representative made adding on the Rand Video Telematics (RVT) camera solution quick and simple.



*"I use it for everything. After having the Rand McNally camera, I couldn't imagine now going without it."*

**Jeff Gray**, Safety and Maintenance Director,  
Target Energy, LLC

### Result

After a smooth implementation, Target Energy was able to start a Captive Insurance program with five other trucking firms, saving 75% on the company's annual insurance premium. Safety and accountability have improved as well: Each morning, Target Energy's Safety and Maintenance Director quickly pulls up live streaming to ensure drivers are where they need to be and reviews alerts like hard braking. Using live streaming and video playback, he was able to exit two drivers out of the operation for reckless driving and lying.

When the company hires a new driver, the Director turns on all alerts on the road-facing cameras. After a successful 90-day trial, he turns off unnecessary alerts. Although he doesn't monitor drivers in the cab, he does use the in-cab sensor feature to detect risky behavior situations such as not using a seatbelt. In this regard, he tells his drivers "These cameras will save you more than they will hurt you." This has built even stronger trust between the company and its drivers.