



Marvin Doors Enhances Operational Efficiency with Bestpass by Fleetworthy

COMPANY OVERVIEW

Marvin Doors, headquartered in Warroad, Minnesota, has a rich 123-year history in the manufacturing industry. The company manages an extensive logistics fleet comprising:

- Approximately 150 over-the-road tractors
- 10 yard tractors
- 600 trailers

THE CHALLENGE

Marvin Doors faced significant challenges with manual toll management processes that lacked real-time visibility and accurate reporting capabilities. The fragmented nature of their existing system resulted in increased operational costs, administrative headaches, and inefficiencies in tracking and managing violations.

THE SOLUTION

To address these issues, Marvin Doors implemented Bestpass by Fleetworthy, leveraging the comprehensive toll management solution to streamline operations.

The company immediately benefited from:

- Consolidated data management
- Real-time reporting and analytics
- Simplified violation tracking
- Proactive and dedicated customer support



Key Benefits

930+

driver hours saved annually

4,500+

gallons of fuel saved

\$97,000+

in estimated cost savings

The Value of Dedicated Customer Support

Clarence Blackburn, Fleet Manager at Marvin Doors, believes the dedicated support provided by their Customer Success Manager (CSM) is a standout component in the company's success with Bestpass.

Regular proactive consultations with a CSM ensure Marvin Doors maximizes the benefits and capabilities of Bestpass, enabling them to identify major areas for cost savings and improved efficiencies.

"Having a dedicated Customer Success Manager like Bethany has been a game changer for us," Clarence said. "Her regular check-ins and proactive guidance have given us clearer visibility into our toll spend, and we've identified significant savings we otherwise would have missed."

Under that guidance, Marvin Doors achieved a 96% device assignment rate across its fleet—exceeding the 92% industry benchmark—and kept tolls reported by plate to just 0.54%, far below the 1% target that most fleets struggle to meet. Those results translated into nearly \$16,000 in financial savings in the first year alone, thanks to volume-based discounts and Fleetworthy's AMIS (Automated Misread Identification Service) program.

Operational Efficiency

The company has also successfully leveraged Drivewyze by Fleetworthy for weigh station bypass, which, combined with Bestpass, provides a fully integrated solution that maximizes efficiency and streamlines fleet operations.

In 2024, Drivewyze helped the fleet save more than 930 driver hours and over 4,500 gallons of fuel, creating an estimated \$97,000 in cost savings.

By combining Bestpass and Drivewyze under the Fleetworthy umbrella, Marvin Doors has significantly reduced costs, improved efficiency, and freed up valuable driver and staff time. The measurable ROI demonstrates how a combination of leading technology and proactive, dedicated service creates a competitive edge that goes far beyond simply managing tolls and bypasses.

ABOUT FLEETWORTHY

Fleetworthy is redefining road readiness with trusted solutions that deliver fleet safety, compliance, and efficiency. With the only technology suite combining safety, compliance, toll management, and weigh station bypass, we enable fleets to simplify operations and perform at their best.

Already trusted by 75% of the top fleets in North America, Fleetworthy offers the largest bypass network and the most complete and adopted toll management solution. Our technology helps fleets reduce delays, cut operating costs, and gain critical financial visibility. Going beyond regulatory requirements, our compliance capabilities enhance fleet safety, reduce risk, and support proactive audit readiness.

Fleetworthy supports millions of vehicles and drivers and is recognized across the industry for innovation and leadership. We are defining the future of road readiness. Learn more at fleetworthy.com.

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— Clarence Blackburn —
Fleet Manager, Marvin Doors