

Zonar's Longtime Customer Henkels & McCoy Recognized by AEMP with 2016 Fleet Master Award for Technology Innovation and Business Transformation

Zonar and Henkels & McCoy Bring Advanced Telematics to the Utility Construction Fleet

Seattle Wash. – March 16, 2016 – ([PRWEB](#)) March 16, 2016 -- [Zonar](#), a leading transportation technology company, announced today that customer [Henkels & McCoy, Inc.](#) (H&M) has been awarded the 2016 Fleet Master Award by the [Association of Equipment Management Professionals](#) (AEMP) in partnership with Construction Equipment. The Fleet Master Award recognizes the significant business improvements that H&M - a leading utility construction firm providing critical infrastructure for the power, communications, oil & gas pipeline, and gas distribution markets throughout North America - achieved in 2015 leveraging Zonar's telematics technologies.

Announced during a ceremony at the AEMP 34th Management Conference & Annual Meeting in Houston, Texas, the AEMP awards honor fleet management teams who have demonstrated exceptional skills in meeting unique challenges inherent in cost-effective, efficient and effective management of mixed equipment fleets.

“The difference in terms of visibility into our business and the ability to more proactively and accurately manage our fleets was like going from the stone age to the modern age,” said Gil Gilbert, fleet director, Pipeline Division, Henkels & McCoy. “By investing strategically in Zonar’s advanced telematics fleet technology, we are bringing new capabilities and efficiencies to our customers that help them grow their business. We are honored by the AEMP’s recognition of our efforts in these areas with the Fleet Master Award.”

“At Zonar, we see the tremendous impact that technology has on the connected fleet industry every day, and it has been exciting to work with H&M, a leader in the utility construction industry, to help them achieve this business transformation,” said Ian McKerlich, President, Zonar Systems. “We congratulate H&M on this prestigious award, and look forward to continuing working with them and expanding these capabilities even further to bring new services that will help transform the energy and communication markets.”

In 2012 H&M began a transformation of its business operations, engaging with Zonar to deploy fleet information management solutions that would enable the company to manage its inventory assets accurately and efficiently. In three years, the company went from a manual-based system with very limited visibility into its equipment and related assets as well as limited data to measure ROI, to an intelligent automated system providing real-time accuracy to significantly improve H&M’s business.

In deploying Zonar technology – including the company’s V3™ telematics solution and [2020®](#) tablet with Electronic Vehicle Inspection Reports ([EVIR®](#)) – across its fleet, H&M was able to track and recover its fuel assets with pin-point accuracy, enabling them to achieve up to an estimated 150% ROI for their total technology investment through fuel tax credits. Prior to deploying the Zonar solutions, H&M was recovering an estimated 20-25% of the fuel for which they were accounting. With the Zonar solutions on board in 2015, that recovery estimate more than tripled to approximately 98.9% accuracy, resulting in significant improvements in fuel trackability and the anticipated recovery in one year for their overall technology investment.

About Zonar

Zonar is a transportation technology company that helps public and private fleet managers improve regulatory

compliance, increase fleet efficiency and improve safety. Fleets utilize Zonar's solutions to capture vehicle and GPS-related data that integrate with other backend systems or are viewed through Zonar's web-based Ground Traffic Control application. The telematics platform includes an onboard system that captures data directly from the vehicle's engine and sub-systems, as well as external GPS satellite data. In conjunction with the telematics platform, the mobile platform includes user-enabled devices that capture information supplied by a driver, operator or rider. Identifying the right data for a fleet's specific needs is an important step in the process. Zonar helps fleets determine their data and telematics needs and create information streams that improve decision-making. For more information about Zonar Systems, go to www.zonarsystems.com.

About Henkels & McCoy

Henkels & McCoy, Inc., (H&M) is a leading utility construction firm providing critical infrastructure for the Power, Communications, Oil & Gas Pipeline, and Gas Distribution markets throughout North America. Founded in 1923, H&M brings yesterday's experience to the evolving infrastructure needs of today. We consistently rank in the top 10 of Engineering News - Record's Specialty Contractors and have been recognized with an E.I. DuPont Safety Excellence Award. H&M is also a founding member of the ET&D Partnership, a collaborative industry partnership working to reduce fatalities, injuries, and illnesses in the electric line construction industry. For more information, please visit www.henkels.com.



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