

# Weigh Station Bypass

## A Recruitment & Retention Tool

Weigh station bypass programs are commonly associated with increasing on-route time, delivering freight more quickly, and saving money. All of these benefits help fleets gain a competitive advantage, but a recent survey has shown that bypass programs are also great for recruiting drivers and reducing driver churn. During these uncertain times, providing a tool that has both a hard ROI for your business through fuel savings and that drivers love is more important than ever.

- *Save money, time and fuel*
- *Keep the supply chains moving*
- *Keep drivers safe*
- *Provide a best-in-class employee benefit*

*According to a recent survey<sup>1</sup> of 750 drivers*

### 65%

65% of drivers said that they are more likely to stay with a company if they provide company-paid weigh station bypass service as a benefit.

### 3X

Facing unprecedented employment opportunities, drivers are **3 times more** likely to choose a job at the company that provides weigh station bypass service as a free benefit.

### \$2000

Drivers perceive the value of a company-paid bypass service to be worth more to them than **\$2000 a year**, while saving them more than 7.5 hours of drive time each month. Since the average fleet pays less than \$170 per year to subscribe a driver to Drivewyze, providing company-paid bypass is a cost-effective way to reduce driver churn.

## Attract and Retain More Drivers

According to American Trucking Associations<sup>2</sup>, driver turnover is at an estimated 89% for large fleets, and 73% for smaller carriers. The shortage is estimated to be between 35,000-40,000 drivers and it is expected to get worse. The ability to attract and retain drivers gives fleets a competitive advantage.

To attract and keep drivers, companies are providing a wide variety of incentives, such as sign on bonuses and medical benefits. So what else are drivers looking for? According to a recent survey, company-provided weigh station bypass was identified as being a valuable benefit. Bypassing weigh stations allows drivers to obtain on-time performance more frequently - helping them meet Hours of Service requirements and get home faster.

In a recent Drivewyze survey, company-provided weigh station bypass service was ranked as being very valuable to drivers. In fact, it was ranked even higher than non-core benefits such as fuel cards or sign on bonuses.

### What do truck drivers really want?

Top 10 Employee benefits as ranked by drivers in a recent Drivewyze survey<sup>1</sup>

1. Pay
2. Time off (vacation, home time)
3. Core benefits (medical, retirement)
- 4. Company-paid bypass service**
5. Fuel cards
6. Rider policy
7. Driver training
8. Pet policy
9. Tuition reimbursement
10. Phone cards

### Furthermore, the survey showed that

**74%** considered a bypass program extremely valuable when considering a commercial trucking job opportunity.

**93%** of drivers said they would be disappointed if they could no longer use Drivewyze.

**84%** of Drivewyze users said that Drivewyze had met or exceeded their expectations for time saved per bypass.

Despite the high value that drivers place on receiving a company-paid bypass service, and despite all the recruitment and retention benefits that companies can gain by offering it, less than 50% of drivers surveyed said that they work for a company that provides paid weigh station bypass.

**The results are clear:** companies that provide a weigh station bypass service as a driver benefit have a chance to stand out in the crowd. Drivewyze weigh station bypass services are operational throughout North America, 24 hours a day, 7 days a week – helping drivers spend more time driving and less time in face to face interactions at weigh stations. Talk to us today about deploying the Drivewyze bypass service for your fleet.

Contact a Sales Representative

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