

Smiths & Sons

Smiths is a well-established quarrying company operating across the UK. With a fleet comprising 36 HGVs, 30 vans, and 15 company cars, managing and optimising vehicle performance is crucial to keeping operations efficient and customers satisfied.

Having been with Smiths for over 20 years, Paul Needle, Fleet Manager, was tasked with a major project: improving visibility and performance data across the entire fleet.

"Getting accurate tracking and performance data from the whole fleet of HGVs and vans was a real challenge before working with AES Fleet."

Smiths needed a comprehensive telematics solution to address multiple operational challenges

The journey began with discovering Webfleet, which led Smiths directly to AES Fleet.

"I was impressed with the Webfleet system and was pointed in the direction of AES Fleet. There were no hesitations – the solution just made sense."

The decision to work with AES Fleet was reinforced by their expertise, approachable style, and product knowledge.

Smiths implemented Webfleet telematics across their fleet and have recently begun trialing FleetCheck for further optimisation.



The Challenge

- Inaccurate performance and tracking data
- No monitoring in non-equipped vehicles
- Lack of real-time customer updates
- Inefficient routes increasing fuel costs
- Poor visibility of driver behaviour
- No unified multi-vehicle data view
- Inaccurate delivery times for customers

The Results

- Accurate telematics data across all vehicles.
- Better-informed vehicle replacement decisions.
- Improved driver behaviour and road safety.
- Reduced fuel costs through smarter routing.
- Lower VOR downtime
- Real-time updates improving customer communication.



The process was very smooth. The team at AES were knowledgeable and supportive from day one.

Paul Needle | Fleet Manager

