



# Leitner

A PDI Case Study

**F. Leitner**

## Overview

HQ: Graz, Styria - Austria since 1953  
Industry: Heating Oil and Pellet Distribution  
Size: 15+ Trucks; 35 Service Stations  
PDI Solution(s): PDI FleetWatch, TransPac



## Business Challenge

- Administrative challenges due to laws requiring digitally-signed receipts on certain payment types
  - Required the printing and digital transmission of receipts
- Increased paperwork for both service stations and drivers



**Decreased**  
driver admin time per stop by  
**5 minutes**

# Empowered Leitner's drivers to view current customer details, fulfill orders, and print invoices, all while onsite with the customer.

## Customer Results



Improved efficiency, resulting in more deliveries



Quantifiable fuel savings



Increased profit margins through dynamic fleet management practices



Reduced infractions and adherence to safety regulations

**Improved business intelligence resulted in Leitner increasing deliveries and business predictability while reducing unreliable “tribal knowledge.”**