

Private Fleet Conversion: Reducing Fleet Challenges to Drive Strategic Growth

Overview

A large-scale fuel distributor faced rising insurance exposure, escalating fleet costs, and growing workforce challenges. To address these pressures, KAG executed a Private Fleet Conversion (PFC), assuming responsibility for fleet assets, drivers, and operations.

Challenge

The customer operated a private fleet to support the majority of its fuel distribution needs. As volumes increased, the complexity and cost of fleet ownership became increasingly difficult to manage.

The customer needed a solution that would maintain service continuity while reducing risk, controlling costs, and enabling a sharper focus on long-term growth.

Solution

KAG partnered with the customer to execute a comprehensive Private Fleet Conversion, transitioning a significant portion of the customer's fuel transportation operations to KAG.

72 tractors  and **92 trailers** acquired, supplemented by existing KAG tractor assets

80 professional fuel drivers 

onboarded, supported by KAG's established driver network

Transportation operations transitioned across 

26 customer locations



Results

The result: a fully managed, scalable fuel transportation solution that allowed the distributor to refocus capital and leadership attention on its core business strategy.

The KAG Advantage

KAG's Private Fleet Conversion program enables companies to seamlessly transition away from owning and managing private fleets while improving efficiency and gaining access to scalable capacity. By trusting KAG to manage transportation operations, customers can focus on what matters most—driving growth, optimizing performance, and strengthening their core business.

Prior to the conversion, KAG supported approximately 10% of the customer's transportation volume during overflow demand. Following the PFC, KAG now manages roughly 70% of total transportation volume—delivering immediate scale, flexibility, and operational continuity.

Is Private Fleet Conversion Right for You?

Visit www.thekag.com or call 1-800-462-0770