



From Outdated Tech to Outstanding Service

Father & Son Pest & Lawn Solutions

With a growing team and more than 30 vehicles, this Florida landscaper needed a better way to improve job scheduling, deliver proof of work, lower liability risk, and prioritize safety for its crews on the road. Here's how they did it.

Company Overview

For over 25 years, **Father & Son Pest & Lawn Solutions** has been helping homeowners across Florida's Emerald Coast maintain healthy, pest-free lawns. The company has built a reputation for tackling the unique challenges of Florida's climate, from aggressive weeds to inconsistent rainfall and pest infestations.

The Problem: Managing a Growing Fleet with Outdated Software

As their business grew, so did their fleet of vehicles. They quickly realized their outdated GPS tracking software was causing problems for crews and making it tough to schedule jobs efficiently.

Father & Son Pest & Lawn Solutions struggled to get the reports they needed. The lack of easily accessible, accurate reporting made it harder to schedule jobs, balance their crews' schedules, and track maintenance. The disconnect cost time and money.

Beyond reporting, they faced other **key challenges**:



Proof of work: With multiple crews on the road daily, they needed a better way to confirm service completion and provide proof of work to customers.



Reducing accidents and liability risk: As expected, drivers occasionally bumped into mailboxes or had minor accidents due to the nature of the job. But there was no process in place to document and track incidents.



Keeping track of maintenance schedules: They needed an easy way to schedule and log maintenance tasks.



Getting employee buy-in: Introducing dashcams and fleet tracking meant overcoming driver skepticism.

"We started printing out the speed reports at the end of the day, and just by posting them, we've already seen improvements."

- **Matt Scheff**,
Operations Manager,
Father & Son Pest & Lawn Solutions



Father & Son Pest & Lawn Solutions knew they needed more than just a better way to plan routes. They also needed a system to help stay on top of maintenance for over 30 vehicles with easy access to extensive reporting.

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Why They Chose Linxup?

After evaluating different fleet management solutions, **Father & Son Pest & Lawn Solutions** chose Linxup because they had the best package that fit their needs. Most importantly, they felt like a valued customer, not just another sale.

“The Linxup team had better information. It felt like they were trying to help our business rather than just sell us something and then disappear. And they’ve been very hands-on with us transitioning over to these types of trackers. The whole onboarding process was fantastic in that regard... We deal with a lot of software and onboarding can be a pain, but with Linxup, it was easy.”

- **Matt Scheff**, Operations Manager

How Linxup Helps

Linxup’s GPS tracking and AI-powered dashcams immediately made a big difference in how **Father & Son Pest & Lawn Solutions** operated—for the better.

Improving driver safety & accountability

At first, some drivers were worried about having cameras in their trucks, feeling like it was an invasion of privacy. But they saw the value as soon as they started using them. Seatbelt reminders and speed alerts not only helped serve as reminders for individual drivers, but were quickly identified as valuable coaching opportunities for the entire team. **Father & Son Pest & Lawn Solutions** made it clear the cameras were there to protect drivers and keep them safe, not surveillance.

“We told them the cameras were for their protection, not for spying. If they’re in an accident that’s not their fault, it backs them up.” - **Matt Scheff**, Operations Manager

As drivers recognized the value, their concerns faded. Beyond safety, the footage also served as a way to resolve customer disputes. “We can now prove our crews were at a property, which helps with customer disputes.” - Matt Scheff, Operations Manager

Keeping up with maintenance Schedules

Before using Linxup Vehicle Maintenance Tracker & Scheduling, it was tough to track invoices and oil changes. Now, they can see everything in one place and plan repairs before small problems turn into big ones.

“I log our invoices weekly and mark when services are completed...Now we know exactly how much we’re spending per truck, which helps with budgeting.”

- **Matt Scheff**, Operations Manager

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Favorite Linxup Features



Live Tracking & AI Powered Dashcams: Get real-time fleet monitoring and safety insights.



Vehicle Maintenance Tracking: Keep records of maintenance schedules and invoices all in one easy-to-use platform.



Personalized Customer Support & Onboarding: Hands-on assistance from sales to set-up.



Easy Implementation: Smooth setup process and system transitions, even with older vehicles.

Benefits and Impact on Business



Driver Insights for Coaching Opportunities: Encourages better driving behavior to help reduce accidents and alert fleet managers to training opportunities.



Reduced Liability & Disputes: Dashcams provide evidence in case of incidents and verify proof of service to minimize customer disputes.



Lower Operational Costs: Uncover excessive fuel expenses from speeding and idling.



Improved Fleet Maintenance: Simplifies tracking of repairs and expenses.



Reduction in Speeding & Risky Driving: Monitoring and reporting led to immediate improvements.



Faster & More Accurate Dispute Resolution: GPS and dashcam footage provide indisputable proof for accidents or job completion questions.

From Outdated Processes to Hassle-Free Fleet Management

For **Father & Son Pest & Lawn Solutions**, using outdated GPS software to manage a growing fleet was becoming a logistical headache. They knew they needed a better solution that was simple, reliable, and cost-effective. That's when they found Linxup.

From the start, Linxup delivered more than they expected. The Linxup solution was easy to use, fit their budget, and made them feel like a valued partner rather than just another customer through the entire process.

Switching over was simple, even on older vehicles that required extra steps. Immediately, **Father & Son Pest & Lawn Solutions** saw the benefits. From easy maintenance tracking to in-depth reporting to identifiable coaching opportunities, they were able to quickly operate with greater efficiency, lower costs, and a safer work environment.

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