



## **Fleet Management Efficiencies – Making the Change**

*Jason Price*  
*Business Development Director*

## Where we are

- Fuel price inflation and volatility
- Severe impact on operational budgets
- Policy and regulation will get tighter
- Improving efficiency and reducing cost are the key issues
- CO2 and Fuel Cost reduction are now Key Strategic Performance Indicators

## Fuel and Efficiency

### Monitoring

*Involves an instrument or device for observing, checking or keeping a continuous record of a process or quantity*

### Management

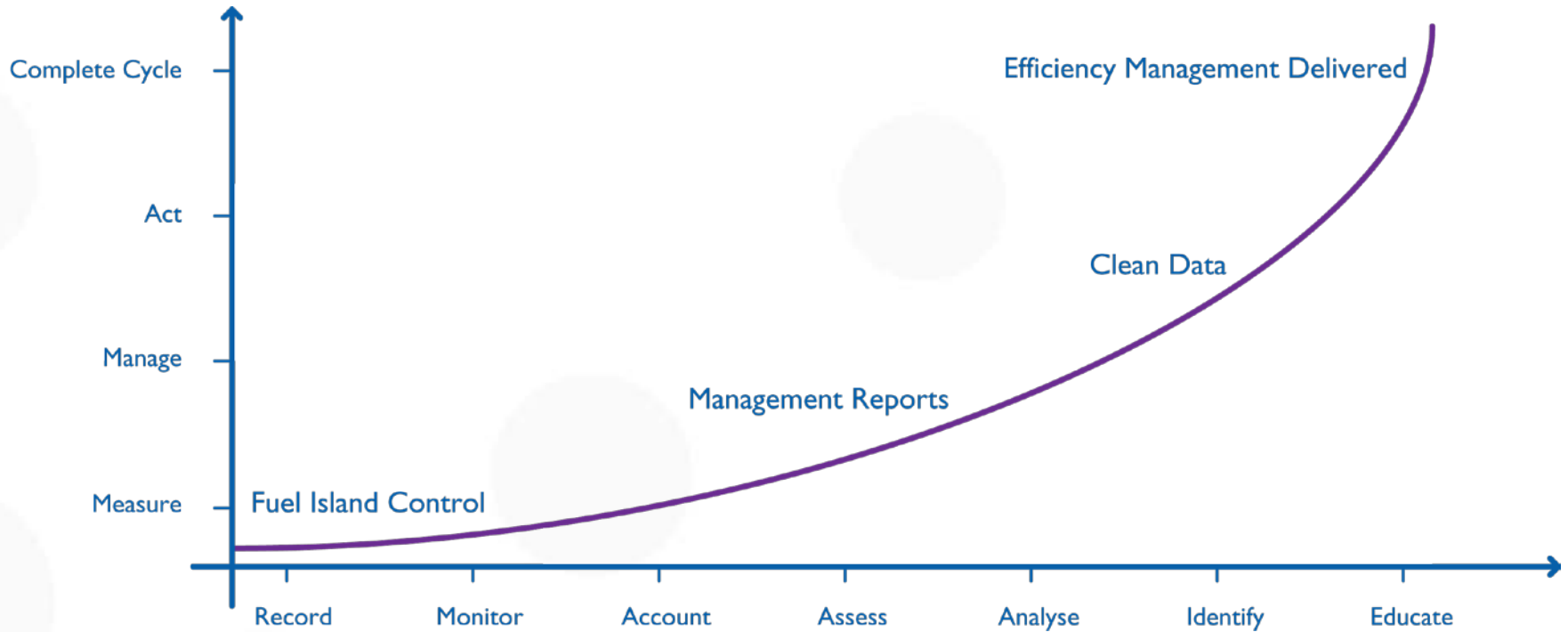
*The process of dealing with or controlling things*

## What have fuel initiatives achieved

- 7% reduction in annual fuel used
- Overtime reduction
- Increased visibility and flexibility of operation
- CO<sup>2</sup> Reduction calculated using 'Clean Data'
- Quantifiable improvements in vehicle efficiency

## The 7 steps that get results

1. **Record** what is delivered into the tank
2. **Monitor** the fuel that is dispensed from the tank
3. **Account** for the vehicle / driver the fuel is dispensed to
4. **Assess** why the fuel was required (*vehicle activity hours run or mileage*)
5. **Analyse** for exceptional results (*MPG*)
6. **Identify** causes of exceptional results
7. **Educate** operators, route planners, drivers on how to avoid the causes of exceptional results.

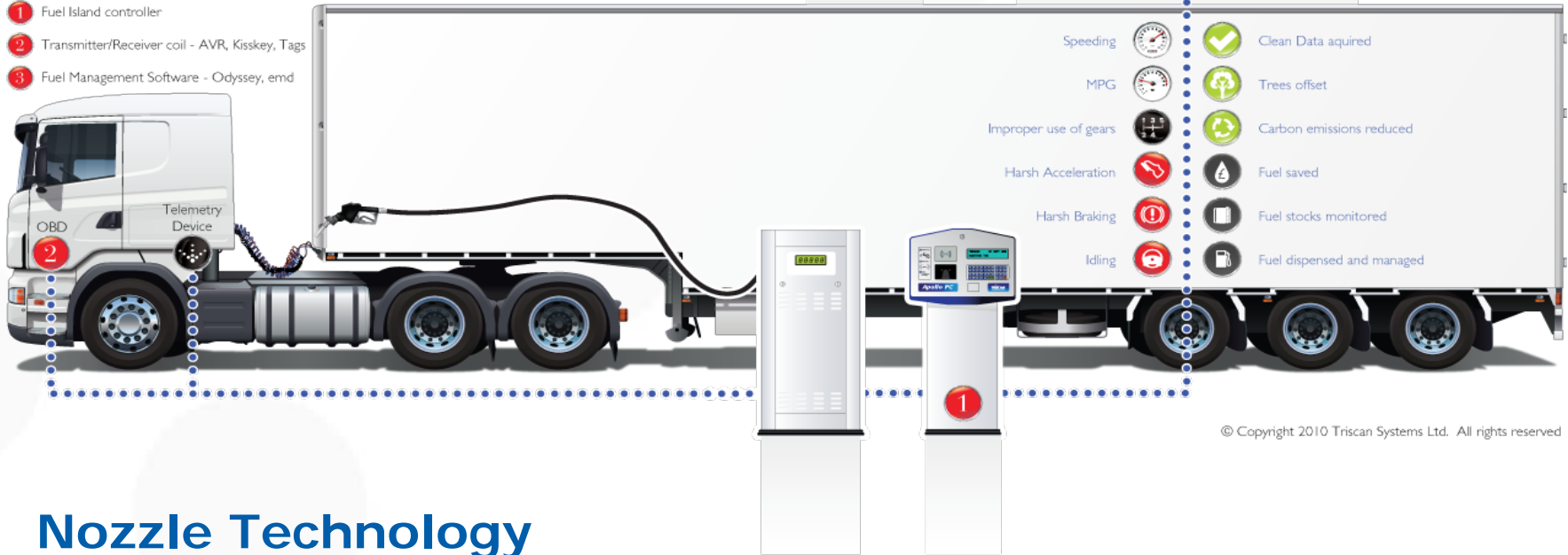


## Triscan 7 Steps to Best Practice

## From the Fleet Manager's Perspective



- 1 Fuel Island controller
- 2 Transmitter/Receiver coil - AVR, Kisskey, Tags
- 3 Fuel Management Software - Odyssey, emd



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## Nozzle Technology

Accurate MPG through Automated Data Capture

## Case Studies

- Fife Refuse Collection
- Shetland Gritting Project

Home All Sites

### Opportunity to Save

	CO2	Litres	Value
Below avg to avg	30,240Kg 44.75%	11688 44.61%	11730 44.58%
All to best	67,390Kg 99.72%	26123 99.69%	26226 99.67%

### Carbon Footprint and Tree Offset

	Month to Date		Year	
Actual	356,195Kg	178,097	2,021,035Kg	1,010,518
Target	102,216Kg	51,108	1,226,602Kg	613,301

### Data Integrity

		%
Invalid mileage entries this month	339	14%
Amount of fuel drawn with invalid mileage	15,871L	12%

### Fuel Used

	Month to Date		Year	
DIESEL	119,869L	£118,991	701,311L	£667,638
GASOIL	14,902L	£7,563	63,652L	£30,427
Total	134,771L	£126,554	764,963L	£698,065
Daily Avg	19,253L	£18,079	2,095L	£1,912



### Fuel Price







	Avg Dispense	Avg Stock	Last buy
GASOIL	37.5	49.1	51.9
DIESEL	99.4	100.4	100.6

- ### Events
- Excessive Idling  NOT ENABLED
  - Harsh Braking  NOT ENABLED
  - Speeding  NOT ENABLED
  - Harsh Acceleration  NOT ENABLED

### Fuel Stock

	Amount	Value	Days	
			Min	Avg
DIESEL	82,096L	£82,452	4.0	42.0
GASOIL	13,971L	£6,857	0.0	80.0
Total	96,067L	£89,309	0.0	61.0

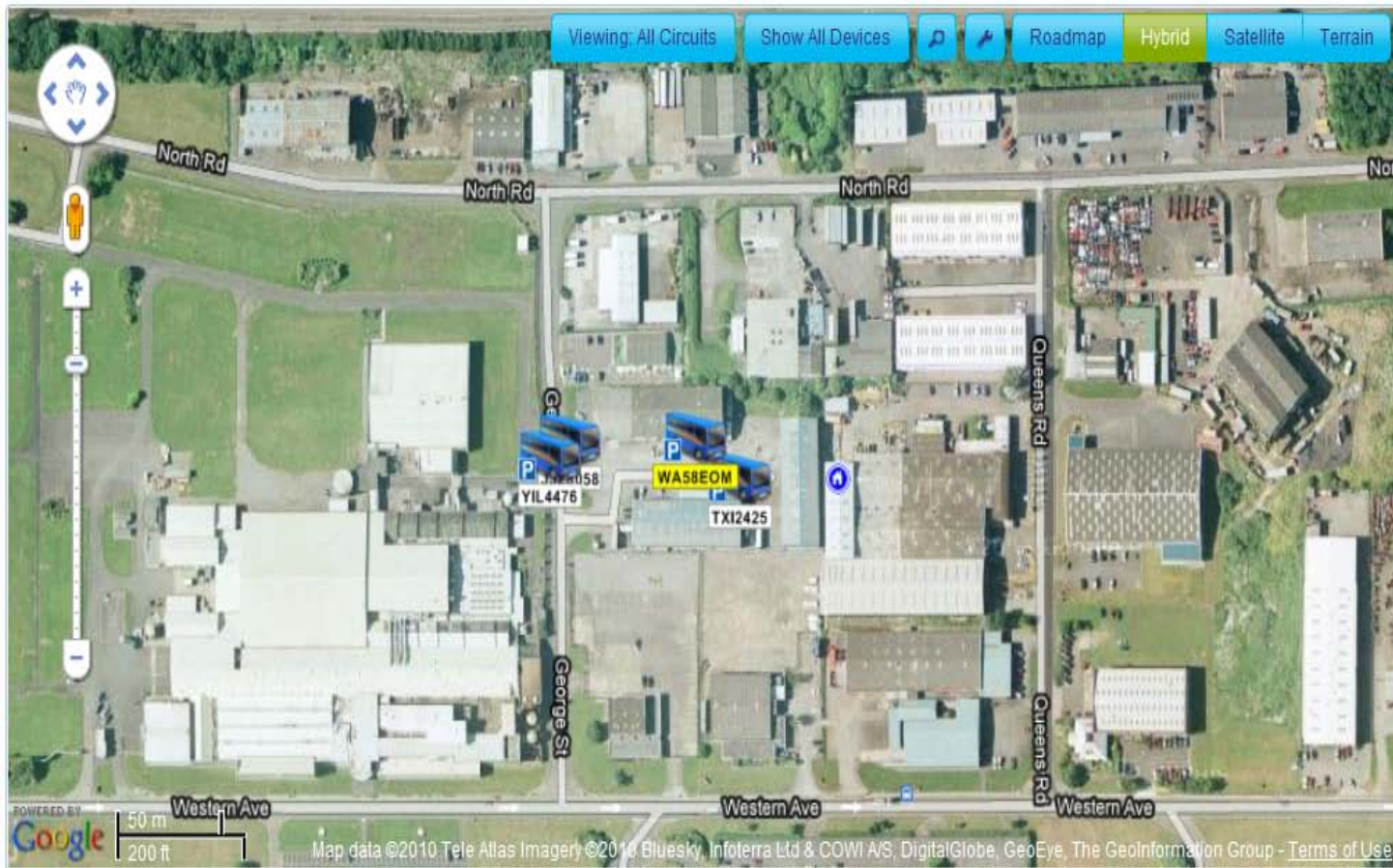
Devices (6) Group By **None**

- 
**JJZ8058**  
 George Street, Brackla, Bridgend, Bridgend, Wales, CF31 3
- 
**TXI2425**  
 pencoed travel garage, Queens Court, 10 george st, Bridgend, industrial estate bridgend, Bridgend, CF31 3
- 
**WA57CYS**  
 Closest to Birch Road, Eastbourne, East Sussex, England, BN23 6
- 
**WA58EOM**  
 George Street, Brackla, Bridgend, Bridgend, Wales, CF31 3
- 
**YIL4475**  
**M HOSEY**  
 A4232, Docks, Cardiff, Cardiff, Wales, CF10 4
- 
**YIL4476**  
 George Street, Brackla, Bridgend, Bridgend, Wales, CF31 3

[Points of Interest \(2\)](#)  
[Ring Fences \(0\)](#)  
[Traffic Alerts \(271\)](#)

Viewing: All Circuits [Show All Devices](#)

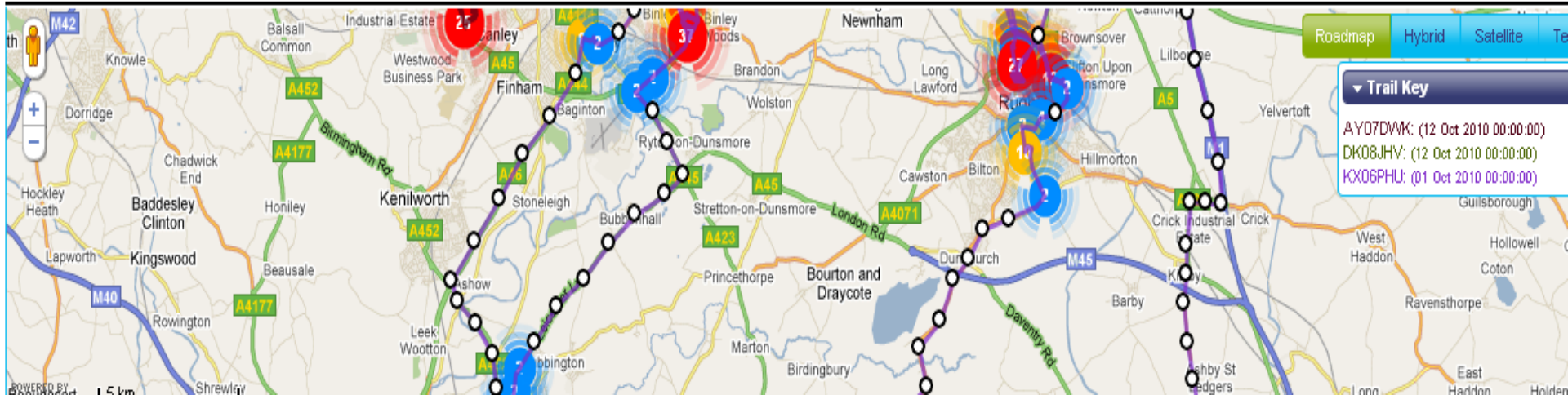
[Roadmap](#)
[Hybrid](#)
[Satellite](#)
[Terrain](#)



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Ping List  
 KX06PHU

Vehicle	Driver	Date/Time	Location	Ignition	Speed (MPH)	Dist (Miles)	Odo	Fuel	RPM	Accel Pos	Load
KX06PHU		01/10/2010 07:22:40	Coventry Trade Depot, Crondal Road, Bayton Road Industrial Estate, Nuneaton And Bedworth, Warwickshire, CV7 9	On	0	0.003	156314.30	21919.50	598	0.00	35.00
KX06PHU		01/10/2010 07:23:40	Coventry Trade Depot, Crondal Road, Bayton Road Industrial Estate, Nuneaton And Bedworth, Warwickshire, CV7 9	On	0	0.002	156314.30	21919.50	599	0.00	32.00
KX06PHU		01/10/2010 07:24:40	Coventry Trade Depot, Crondal Road, Bayton Road Industrial Estate, Nuneaton And Bedworth, Warwickshire, CV7 9	On	0	0.002	156314.30	21919.50	600	0.00	32.00
KX06PHU		01/10/2010 07:25:40	Coventry Trade Depot, Crondal Road, Bayton Road Industrial Estate, Nuneaton And Bedworth, Warwickshire, CV7 9	On	0	0.015	156314.30	21919.50	598	0.00	29.00
KX06PHU		01/10/2010 07:26:40	Crondal Road, Bayton Road Industrial Estate, Bayton Road Industrial Estate, Bedworth, Nuneaton And Bedworth, Warwickshire, CV7 9	On	19	0.265	156314.50	21920.00	1484	39.60	2.00



CO<sup>2</sup> Reduction

Cost



Litres of Fuel

Purchase Price

Fuel Stock held

Vehicle Comparison

Driver Behaviour



Harsh Braking

Harsh Acceleration

Speeding

Idling

Vehicle used

## Benefits

- Live visibility of your vehicles
- Cut fuel costs
- Reduce Co2 emissions
- Control overtime claims
- Boost productivity
- Improve communication
- Better service

The TRiSCAN logo is overlaid on a background image of a blue truck with yellow stripes, moving quickly on a road under a blue sky with white clouds. The truck is blurred to indicate motion.

1 day workshop with the various stakeholders of your organisation

Preparation of a Business Case Document with Return On Investment

Can be used as the first phase of a Tender process

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