

# Fleet Management Commitment to Fuel Efficiency (and safety)



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# Why should fleets save fuel?

## **Safety**

Safety and fuel efficiency linked

## **Environment**

Major clients asking for carbon footprint information

## **Profit**

Increase profit by up to 30% with 10% fuel saving

Short pay-back period

Easier than growing the business

# Why don't fleets save fuel?

## Management

- Too busy dealing with day to day issues
- Not prepared to make the investment (\$ and time)
- Attitude of drivers and other staff

## Lack of knowledge and skills

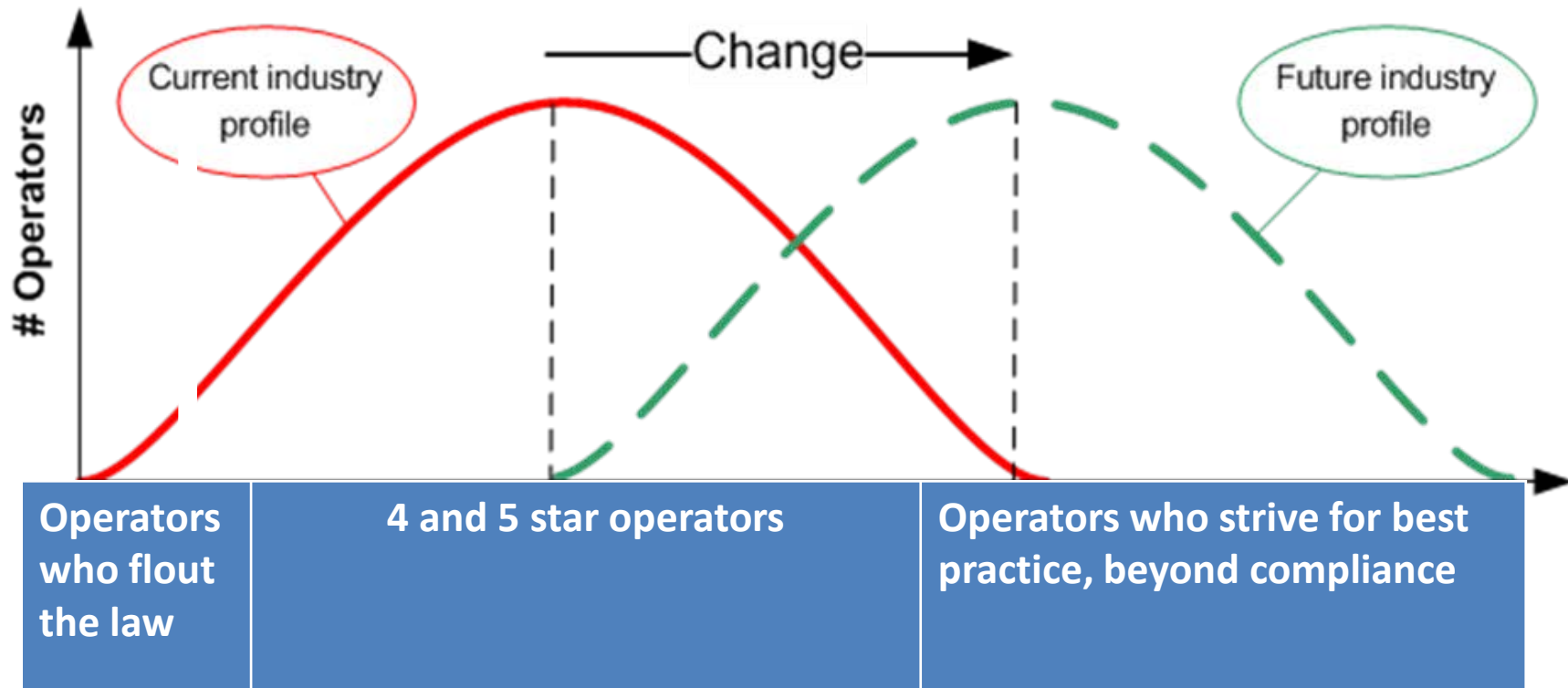
- Lack of awareness on what can be saved
- Lack of information on options
- Other schemes have not produced the results
- Drivers slip back into old habits
- Driver may leave if provided with training

## Measurement

- Difficult to do

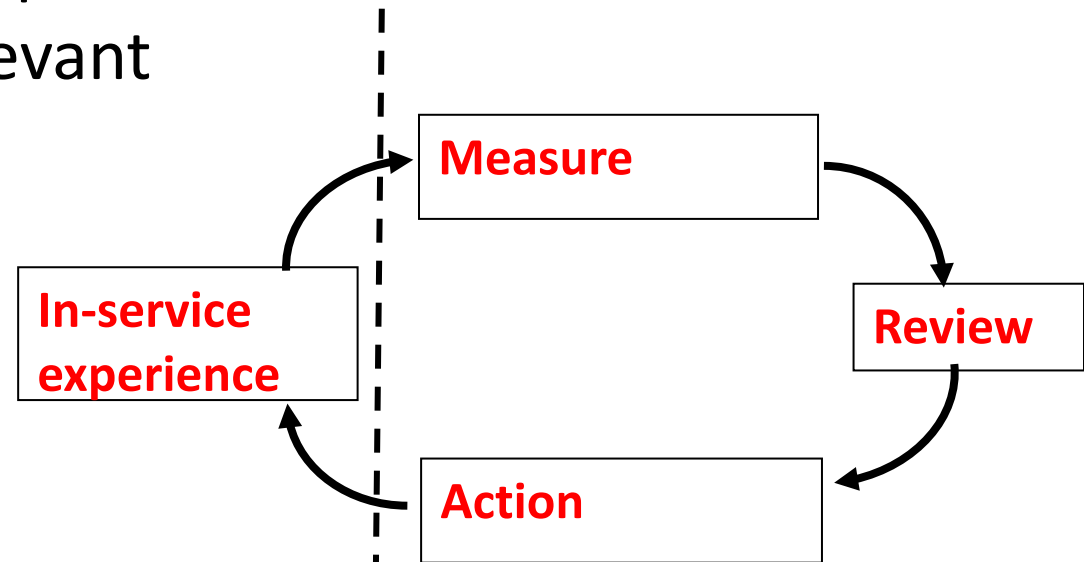
# What can be done?

Fleet management commitment is key

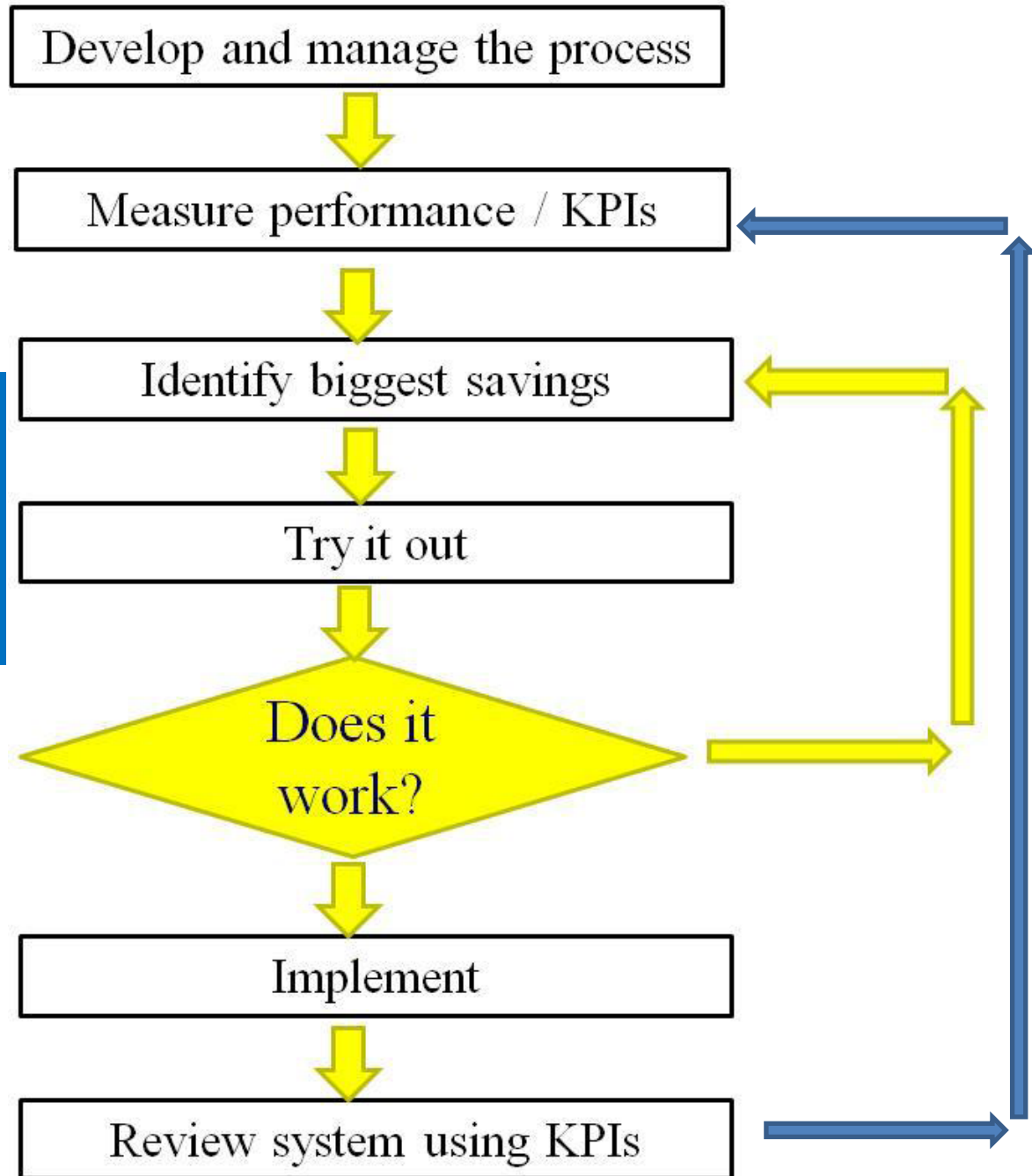


# Evidence based practice

- “Best practice” implies the best that can be done, the final answer
- Evidence-based practice based on feedback enables ongoing improvement
- Feedback needs to be positive and directed towards measures that are relevant



# Continuous improvement



# Example of it working in practice

Achieved in 3 years:

- 18% fuel saving
- 50% reduction in incidents
- 99% reduction in 90km/h speed exception reports from vehicle instrumentation

Started after the 2004 IRTENZ conference



**Alexander Petroleum**

# Fleet audits and incentives

## Analysis of the effectiveness of incentives

- Fleets with good safety management systems have less than  $\frac{1}{2}$  the crash rate of those that don't irrespective of fault
- Crash rates halved when safety management systems introduced

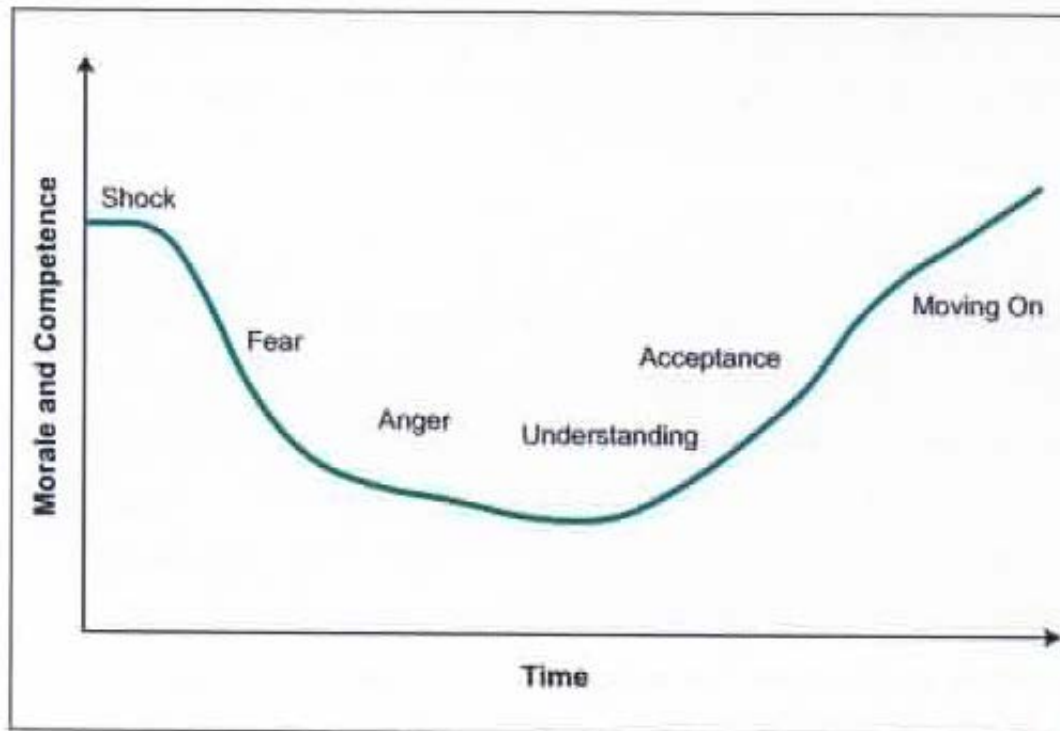
Based on:

- Analysis of the crash rates of 48,000 heavy vehicles in NSW, Queensland and Victoria, half of which were accredited to Trucksafe or NHVAS
- US, Australian, Canadian and other studies



# Driver incentives

- Important but needs to be well thought through
- Driver input essential
- Take into account change management effects



# Thank you

