



September Benefit:
Cost Savings



Modifying Driver Behavior – An Important Piece to Greening Your Fleet

September 24, 2014

Panelists:

C.R. England, Roehl Transport, and
Saddle Creek Transportation

Gary Thompson

- Standards and Curriculum Manager
- 40+ years in the transportation industry
- Has over 1 million safe driving miles
- Is a Certified Safety Director and Safety Supervisor
- Currently a Third party CDL examiner for the state of Utah since 1991
- Has been endorsing, teaching and training fuel saving practices in all capacities his entire career.



C.R. ENGLAND

Dedicated

Regional

Intermodal

International

National

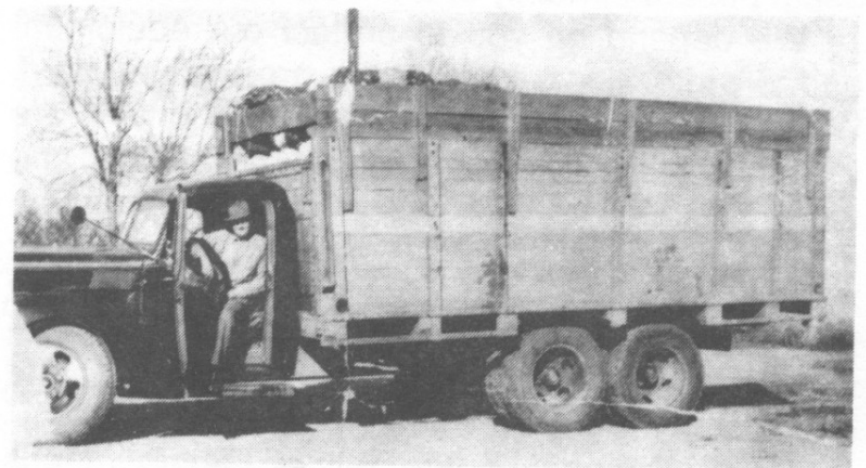


C.R. England

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C.R. England Company History

- Privately owned and operated since 1920
- Currently in third and fourth generation leadership
- Five Operating Divisions
- Tractors in service: 4,100+
- Trailers in service: 6,200+
- Containers in service: 1,600+
- Five Driving Schools
- Drivers: 6,200+
- Staff: 1,700+
- Annual Revenue: \$1.6B (2014)



Best Practices

- Manage fuel consumption.
- Operate the engine in the optimum range 1000 – 1500 RPM
- Always utilize Progressive Shifting techniques.
- Cruise in top gear and low RPM whenever possible.
- Use the cruise control - whenever safe and possible.
- Maintain proper tire pressure and use a pressure gauge.
- Reduce the Idle percentage through managing Idle time.
- Shut the truck off when your not in it.
- Use the heating and cooling accessories of the truck.
- Reduce your travel speed whenever possible.
- Plan your stops and stop where you plan - every day.
- Stay on your designated route.
- Use fuel optimizer routing.
- Keep your vehicle maintained

Fuel Smart - Best Practices

- **Changing Behavior from the top**
 - Training is vital
 - Teach all stake holders
 - Create a best practices document
 - Managers
 - Provide them with operational best practices
 - Utilize equipment effectively
 - Assist with Trip planning
 - Set goals
 - Hold them accountable

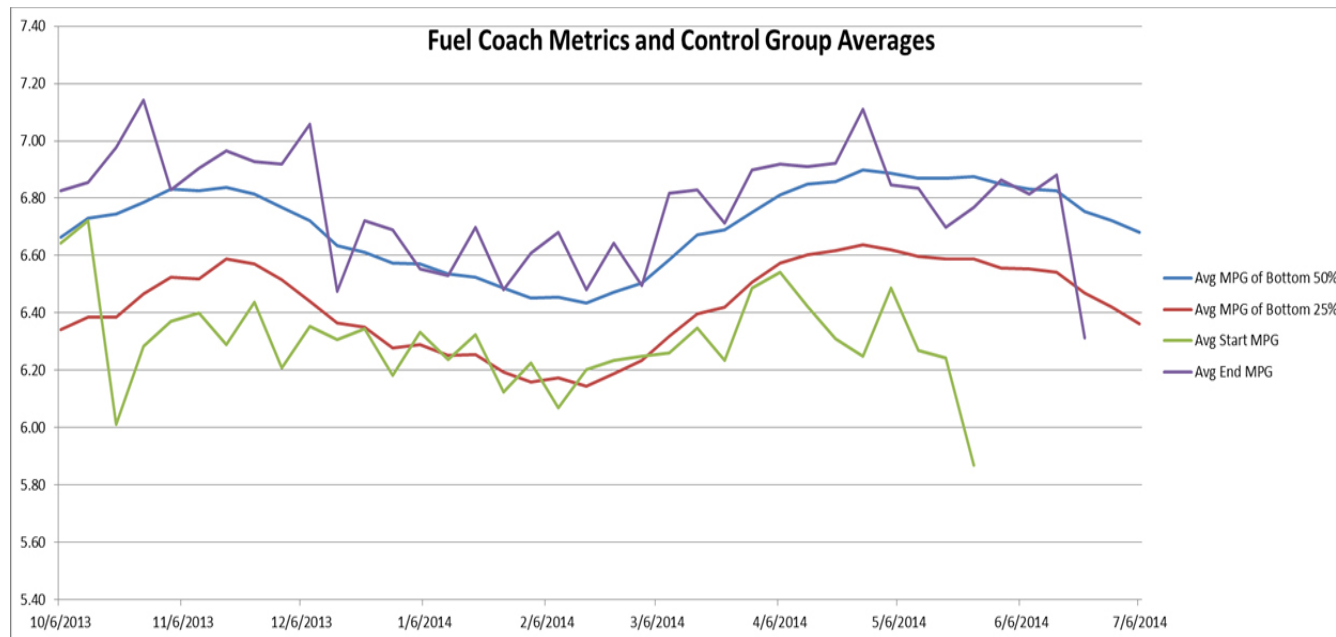


Fuel Smart - Best Practices

- **Changing Behavior**

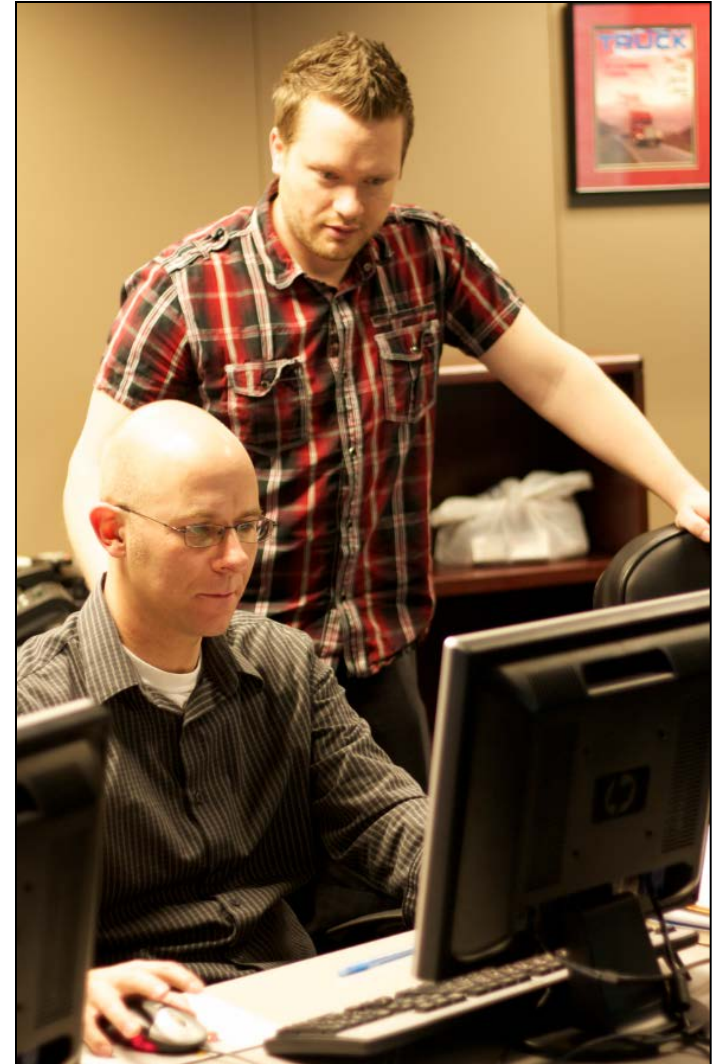
- **Coaching**

- Monitor individual Fleet fuel mileage
 - Review the fleets lowest performers
 - Provide those drivers with information and techniques
- Follow up the coaching with feedback – positive and negative
- Results – From Oct to Aug increased .49 @ 10,000 39k savings



Fuel Smart - Best Practices

- **Changing Behavior** (continued)
 - Drivers
 - Teach Best Practices from their first day
 - School – Orientation – Ongoing updates
 - Provide updates written, audio, and video
 - Provide tools for success
 - Set goals
 - Hold them accountable
 - Educate and Train them



Fuel Smart - Best Practices

- **Education and Training**
 - Teach the three most effective behaviors
 - Drivers make the difference on fuel savings
 - Reduce idle time, Use the cruise, Progressive shifting
 - Limit the Idling
 - Shut it off if you not in it
 - Use the tools
 - In cab heaters
 - Electric bunk warmers
 - Manage Regeneration
 - Use the Cruise
 - Set it below top speed
 - Allow it to do the work
 - Even on hills
 - Not on slick roads



Fuel Smart - Best Practices

- **Education and Training**
 - Shifting progressively and efficiently
 - Up - Shift at lowest RPM
 - Skip shift when possible
 - Use the terrain
 - Starting from a stop
 - Smooth starts and stops
 - Down Shift at Lowest RPM
 - Use the entire torque range
 - Use a touch method for shifting
 - Don't over rev on the shift
 - Each shift consumes fuel
 - Every unnecessary RPM counts
 - Don't bounce the RPM
 - Throttle control



Fuel Smart - Best Practices

- **Summary of Best Practices**
 - Mange Fuel consumption
 - Reduce Idle time %
 - Use the cruise
 - Limit Equipment speeds
 - Use progressive shifting
 - Operate in most efficient range
 - Select good tire brands
 - Use highway pattern tires
 - Maintain tire pressure
 - Manage Regeneration function
 - Utilize top gear
 - Trip planning
 - Limit out of route
 - Utilize fuel optimizer routing
 - Maintain equipment



Robert Ericson

Orientation Manager, Southeast Van Division

Roehl Transport, Inc.

Bob Ericson is a ten year Army veteran who began his transportation career as a straight truck driver in 1997, progressing onto semi-truck over the road driving in 1998. He joined Roehl Transport as an over the road driver in 2002, becoming a driver trainer and then an orientation instructor.

In 2008, Bob was promoted to Orientation Manager for the Southeast Van Division of Roehl Transport based out of Atlanta, GA and Dallas, TX. He manages a team of 8 instructors who train both experienced and new van drivers hiring on to Roehl Transport, as well as conducting continuous training for current fleet drivers.





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Who We Are

We are an EPA certified SmartWay partner and have been since the program's inception. We are committed to providing training programs, employing operational standards , and purchasing fuel efficient equipment technologies that reduce our carbon footprint and support the initiatives outlined in the SmartWay program. We have also developed a driver compensation package that rewards superior fuel efficiency and ensures our drivers are aligned with our SmartWay initiatives.



Operational Standards

We are committed to operationalizing internal processes that assist us in our efforts to “go green”. From fuel optimization software, to recycling, to reusing waste oil to heat our shops we are committed to being a thoughtful global citizen. We all benefit in the process.



MPG TIPSS

Our MPG TIPSS program focuses on driving the truck in a way that produces the best possible MPG for that particular truck. Since we began the program –over a decade ago now, drivers have been provided the tools needed to obtain a superior MPG.

The program focuses on Time in top gear, reducing Idle time, Progressive shifting, Slowing down and Staying Back. By slowing down and staying back drivers are better able to manage their momentum.



Safe Seven Techniques

Almost a decade ago we developed our own safety program which trains drivers on seven driving techniques we refer to as the “Safe Seven”. We have found that fuel efficiency and safety are not in conflict with each other but are part of the same desired driving behavior. Two of the Safe Seven are embedded in our MPG TIPSS program – Slow Down and Stay Back.



Simulator Training

We provide simulation training for fleet drivers. Our training includes a component on fuel efficient equipment operation.



Equipment

We spec our equipment for maximum fuel efficiency at the time of purchase. Additionally ,we have purchased several after market products to further assist us in obtaining our mpg goals.

- Aerodynamic tractors
- Trailer skirts
- Trailer tails
- APUs
- Super-singles
- In cab heaters

Your Choice Pay Plan

We have tied fuel economy to driver compensation through our Your Choice Pay Plan.

The plan has tiers that are based on driver performance. When drivers positively modify their performance they move up a tier. Drivers have the “choice” to move to the top earnings tier by moving their personal performance in the right direction.

<http://read.dmtmag.com/t/27141> pages 45 - 46.

Dave Roehrick

Manager of Safety & Recruiting
Saddle Creek Transportation

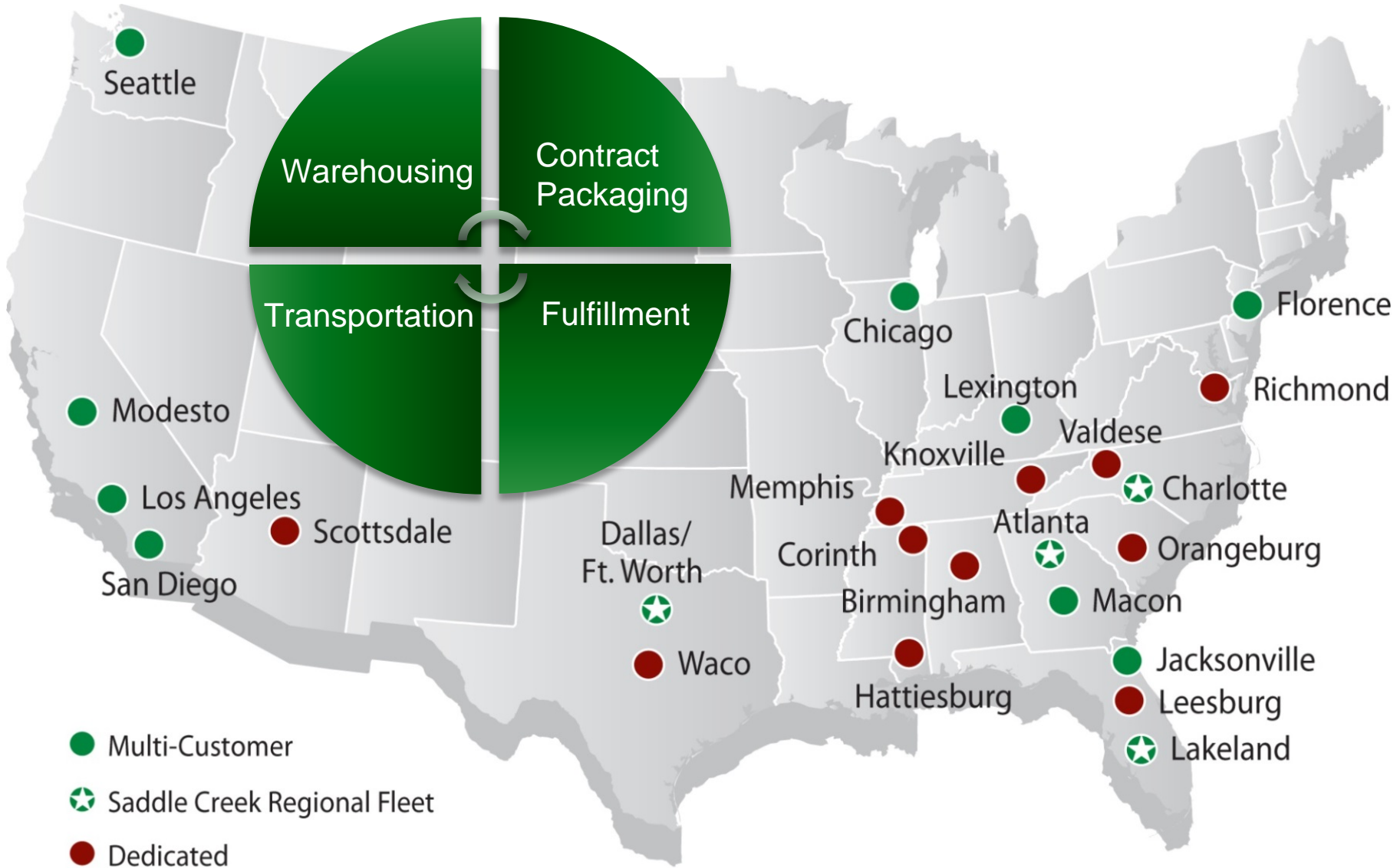
Transportation industry for 33 years. Safety, Compliance, Recruiting, & Training mainly, but been involved in most aspects of trucking. Van, flatbed & heavy haul, OTR and local/regional.



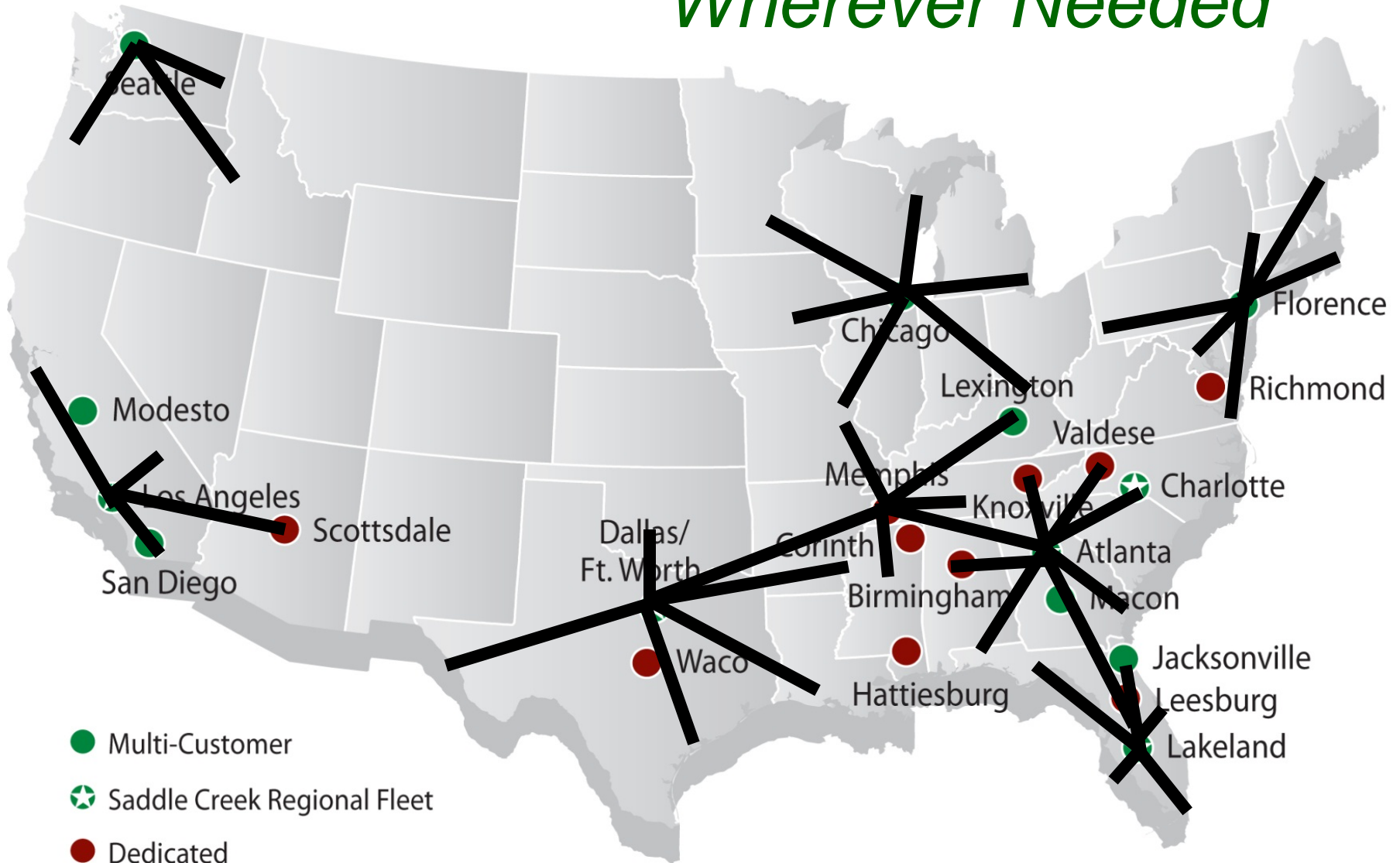


**Our Commitment to Sustainability:
Driver Training, Advanced Technologies and
Alternative Fuels**

Dave Roehrick
September 2014



Wherever Needed



11 Locations

550 Drivers & 191 Warehouse

Company & Owner Operators

Local & Regional

Home Daily

29% Driver Turnover Rate

Driving Experience - 2 Years of 53' Van

500 Trucks

Day Cabs & Sleepers

1600 Trailers

53' Dry Vans

Whatever It Takes!

- Speed Control (65 mph)
- Reduction in Idle
- Satellite Monitoring
- Special Tire Program
- Auto Air Inflation Systems
- Trailer Skirts
- Improved Utilization
 - Fewer Trucks on Road
- Continuous Driver Training
- Mud Flaps
- Wheel Covers
- **Alternative Fuel Program (CNG)**



- Reduces Our Dependency on Foreign Oil
- Improves Reliability & Limits Potential Diesel Disruptions
- Safer than Diesel ~ Never Spill a Drop
- Quieter at Idle
- Exceeds Saddle Creek's & Our Customers' Expectations for Sustainability
- Potential to Save Money and Gives a Strategic Advantage to Our Customer's



Powered By
Compressed Natural Gas



September Benefit:
Cost Savings



www.epa.gov/smartway

[**smartway_transport@epa.gov**](mailto:smartway_transport@epa.gov)

SmartWay Helpline

734-214-4767