

Results Eco Drive

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grütter
consulting

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Curricula: Approach

1. Theory + practice
2. 1 day with max. 2 hours theory
3. Drive before course → theory → drive after course → discuss results
4. Limit yourself to the essential: its not a course on climate change but a course for truck drivers
5. Be specific: its about trucks and not about passenger cars

Curricula: Contents

- ❑ Main message: EcoDrive saves fuel and is good for the environment
- ❑ Reminder: EcoDrive will not make you slower
- ❑ Main rules of Eco Drive for trucks:
 1. Control tire pressure and aerodynamics
 2. Do not idle engine
 3. Change quickly into highest possible gear
 4. Drive defensively and avoid speed changes
 5. Use highest possible gear uphill and downhill engine brake and retarder
- ❑ Beware Rule 5 of sufficient engine ventilation

Trainings



100 truck drivers and 15
instructors trained in
EcoDrive in Vietnam

Measurement

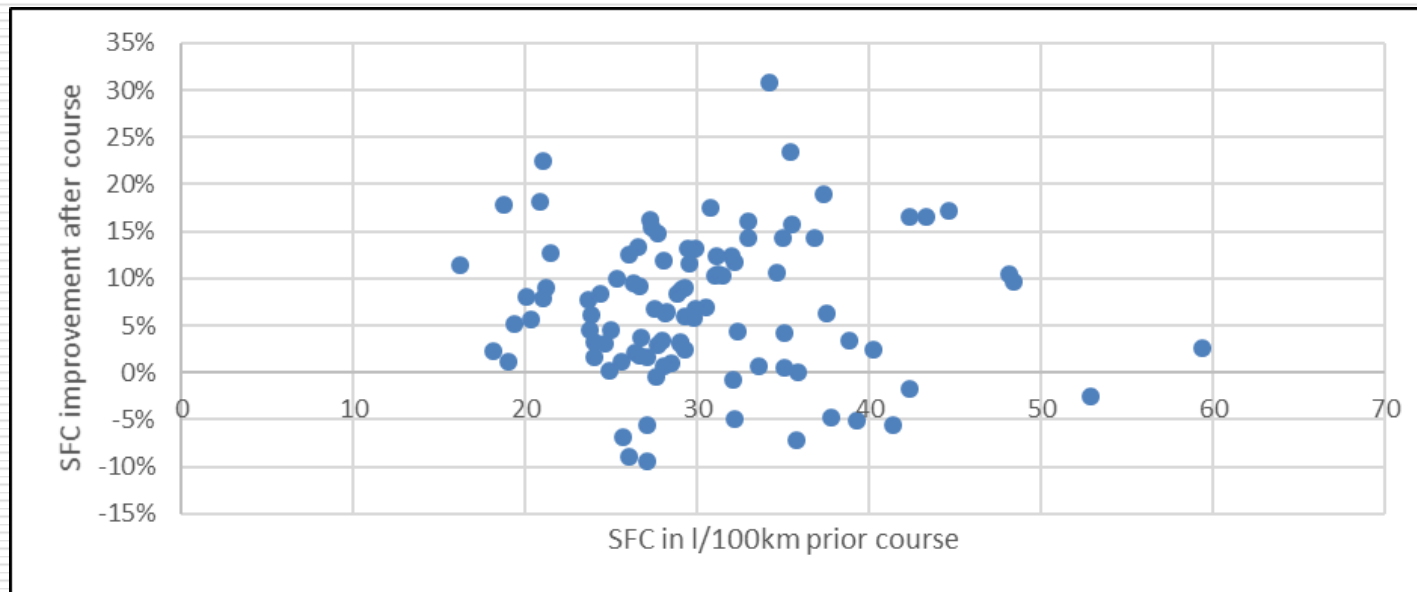
3 measurement methods:

1. During course (before and after training)
2. Average fuel consumption of driver 1 month before and 1 month after course
3. Average fuel consumption during 6 months after course

Measurement equipment

- Drive computers of trucks (US trucks)
- Company records fuel consumption with diesel invoices and GPS for mileage
- Fuel-measurement equipment and GPS

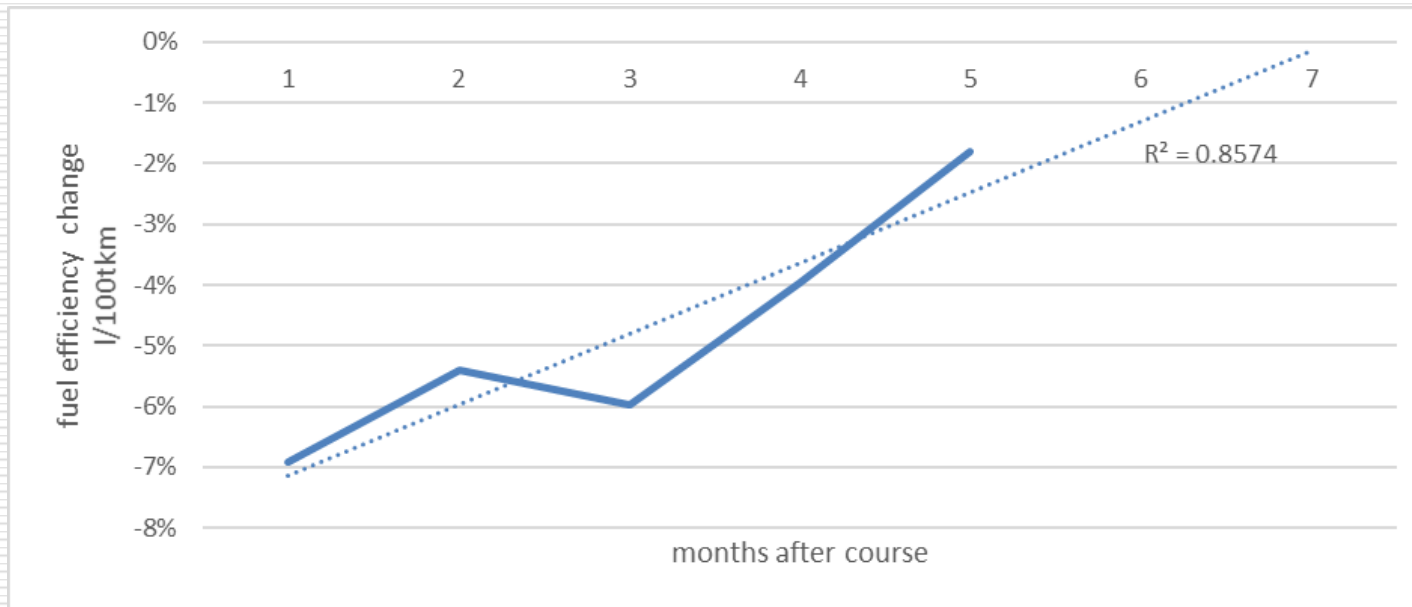
Results 1: During Training



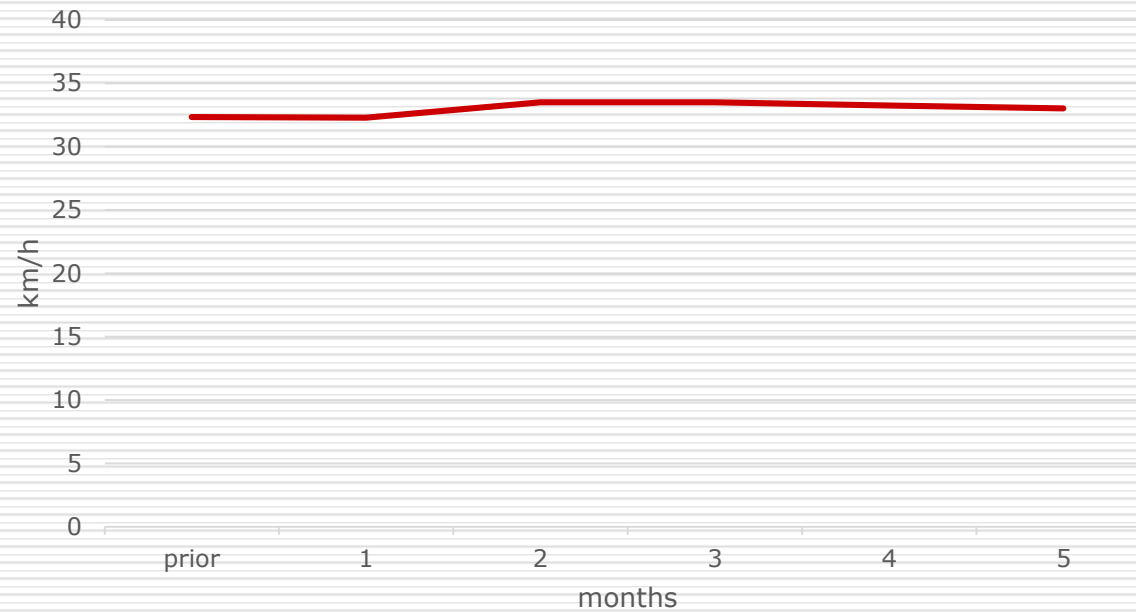
- On average 7% fuel savings
- 95% confidence level between 5.5% and 8.5% fuel savings
- Average speed 8% faster after training

Results 2: Trend After Course

1. Average fuel savings (litres per tkm) 7% in month 1
2. In month 6 only 2%



Average Speed Unchanged



Economics

1. Incremental CAPEX per annum per truck	USD 150
2. Annual Savings OPEX per truck	USD 560
3. Payback time	3 months
4. FIRR	275%

Conclusions

- ❑ Potential to save 3-5%
- ❑ Speed will not be influenced
- ❑ Impact is NOT sustainable without follow-up
- ❑ Problem of drivers paid fixed fee including fuel
- ❑ Solutions are:
 - Equipment in truck to record driving e.g. FleetBoard telematics
 - Incentives for good drivers
 - Compare drivers and make benchmarks
 - Regular short follow-ups