



FUEL: THE COST OF DOING BUSINESS DOESN'T
NEED TO BE SO EXPENSIVE

NTTC November 7, 2018

AGENDA – FUEL & DRIVER COACHING PROGRAMS

- TANKER TRUCKS & FUEL ECONOMY ACTIVATE, ELEVATE
- VNOMICS BACKGROUND • SUCCESSES TO DATE
- CUSTOMER SUCCESS THROUGH • TAKEAWAYS
FUEL SAVINGS OPPORTUNITIES
- COMMUNICATE, COORDINATE, • Q & A

VNOMICS TANK TRUCK PARTNERS

Terpening
TRUCKING CO., INC.

Mirabito[®]
ENERGY PRODUCTS



 **Superior Plus**
Energy Services

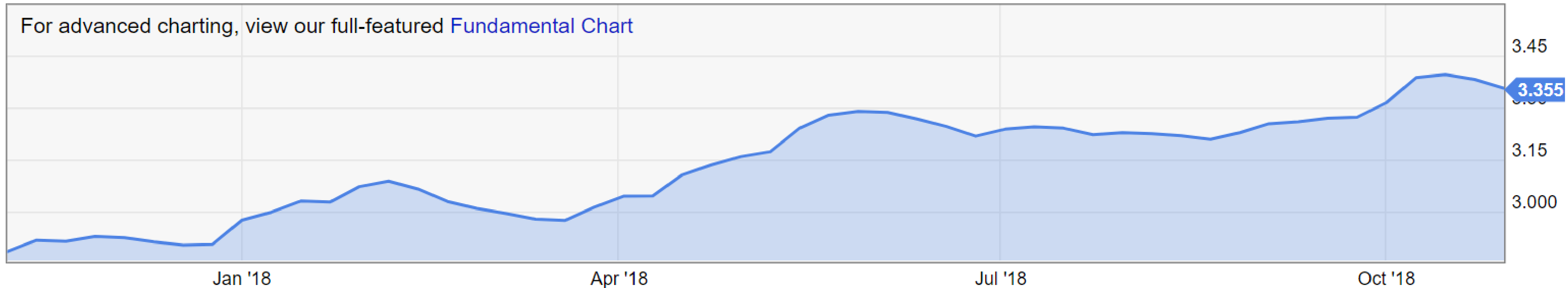
 **PARACO**
GAS[®]

US RETAIL DIESEL PRICE

Table 8: Average Marginal Costs per Mile, 2009-2017

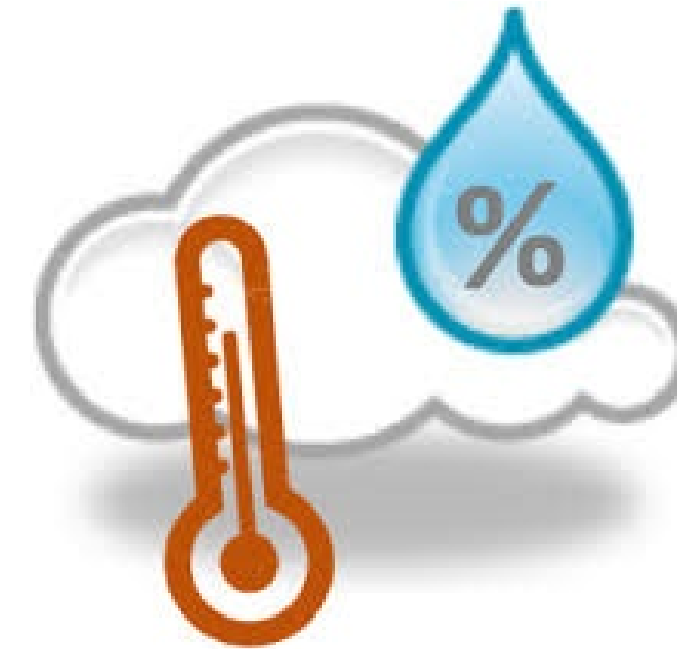
Motor Carrier Costs	2009	2010	2011	2012	2013	2014	2015	2016	2017
<i>Vehicle-based</i>									
Fuel Costs	\$0.405	\$0.486	\$0.590	\$0.641	\$0.645	\$0.583	\$0.403	\$0.336	\$0.368
Truck/Trailer Lease or Purchase Payments	\$0.257	\$0.184	\$0.189	\$0.174	\$0.163	\$0.215	\$0.230	\$0.255	\$0.264
Repair & Maintenance	\$0.123	\$0.124	\$0.152	\$0.138	\$0.148	\$0.158	\$0.156	\$0.166	\$0.167
Truck Insurance Premiums	\$0.054	\$0.059	\$0.067	\$0.063	\$0.064	\$0.071	\$0.074	\$0.075	\$0.075
Permits and Licenses	\$0.029	\$0.040	\$0.038	\$0.022	\$0.026	\$0.019	\$0.019	\$0.022	\$0.023
Tires	\$0.029	\$0.035	\$0.042	\$0.044	\$0.041	\$0.044	\$0.043	\$0.035	\$0.038
Tolls	\$0.024	\$0.012	\$0.017	\$0.019	\$0.019	\$0.023	\$0.020	\$0.024	\$0.027
<i>Driver-based</i>									
Driver Wages	\$0.403	\$0.446	\$0.460	\$0.417	\$0.440	\$0.462	\$0.499	\$0.523	\$0.557
Driver Benefits	\$0.128	\$0.162	\$0.151	\$0.116	\$0.129	\$0.129	\$0.131	\$0.155	\$0.172
TOTAL	\$1.451	\$1.548	\$1.706	\$1.633	\$1.676	\$1.703	\$1.575	\$1.592	\$1.691

← **22%**



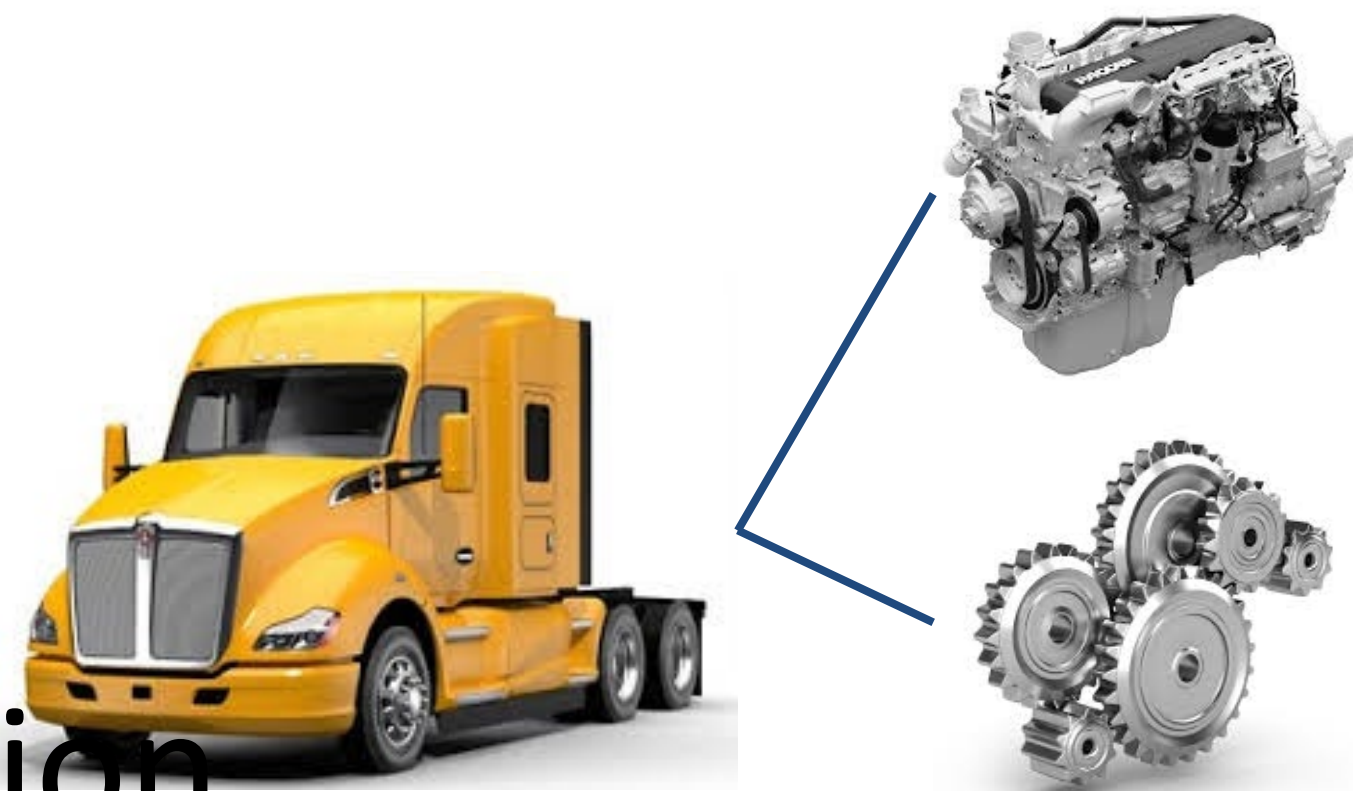
FUEL ECONOMY FACTORS

Load
(tonnage)



Environment

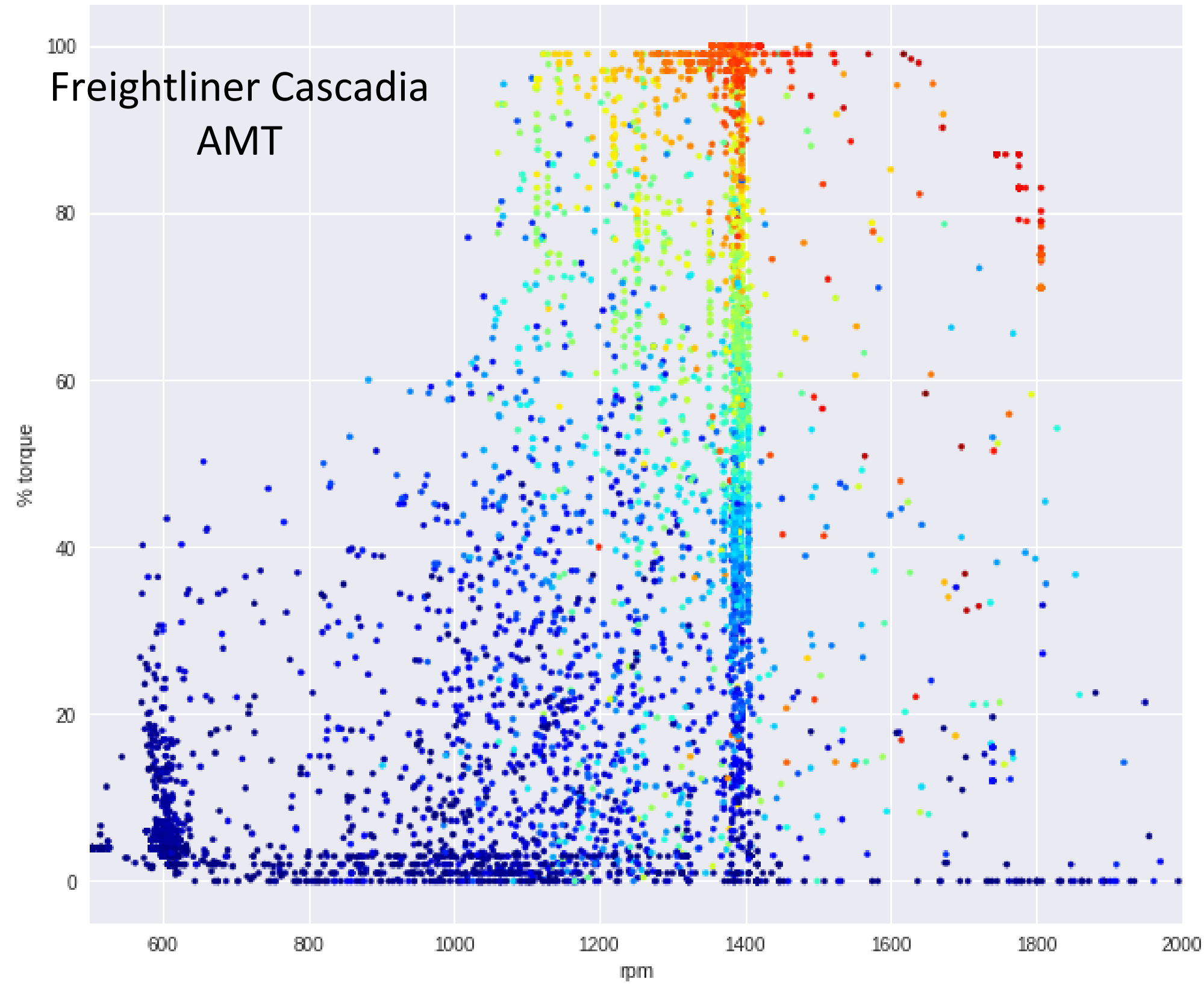
Tractor Configuration
(engine & drivetrain)



Routing

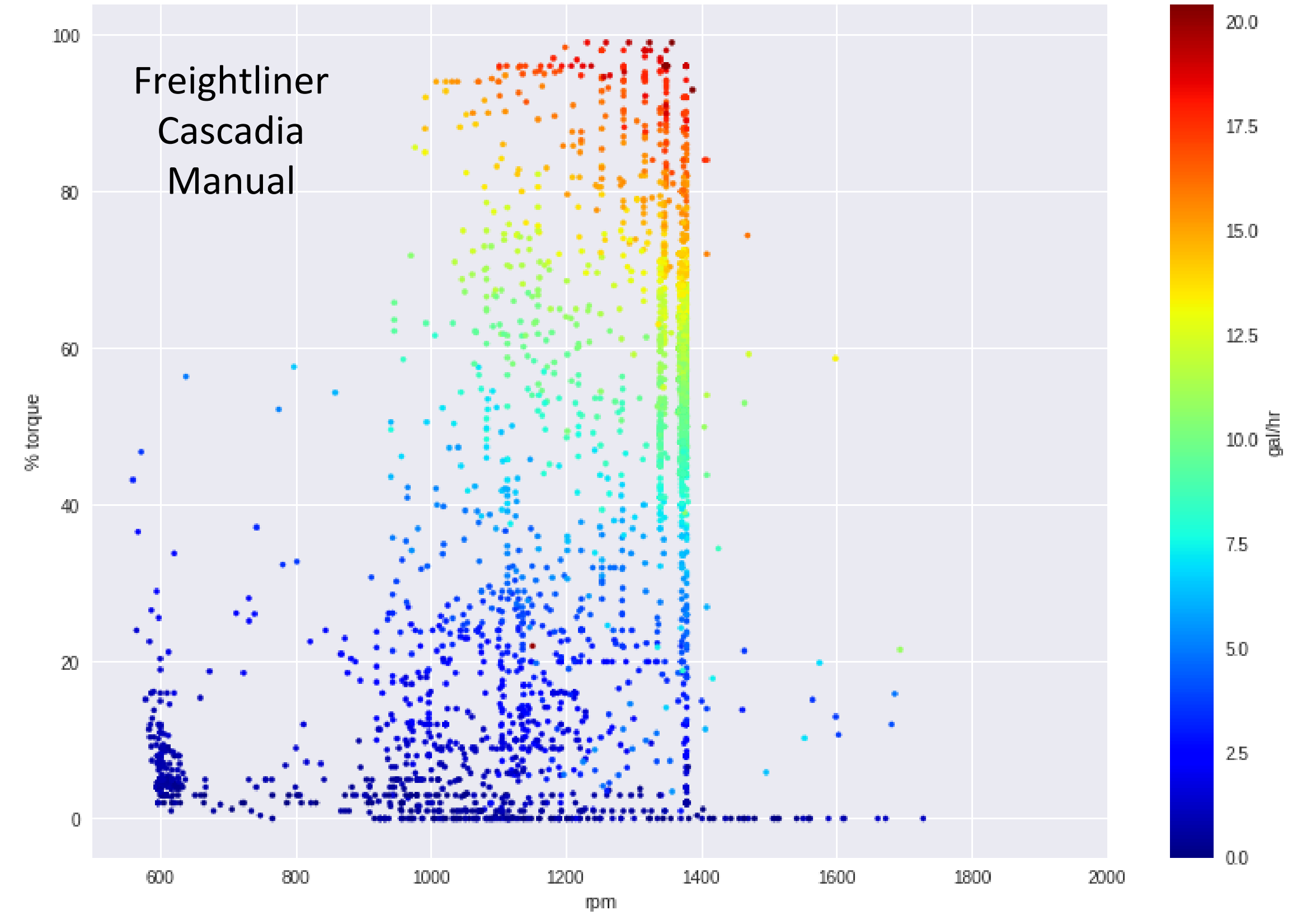
ADVANCED POWER/DRIVETRAIN SYSTEMS

Dan - Same MPG - 97% 5.68 MPG - South Salt Lake, UT to Farr West, UT
Fuel Map



97%

Eric - Same MPG - 99% 5.73 MPG - Glens Ferry, ID to Shoshone, ID
Fuel Map



99%

KEY TO PERFORMANCE AND EFFICIENCY



TAKEAWAYS



METRICS



COACHING



FEEDBACK



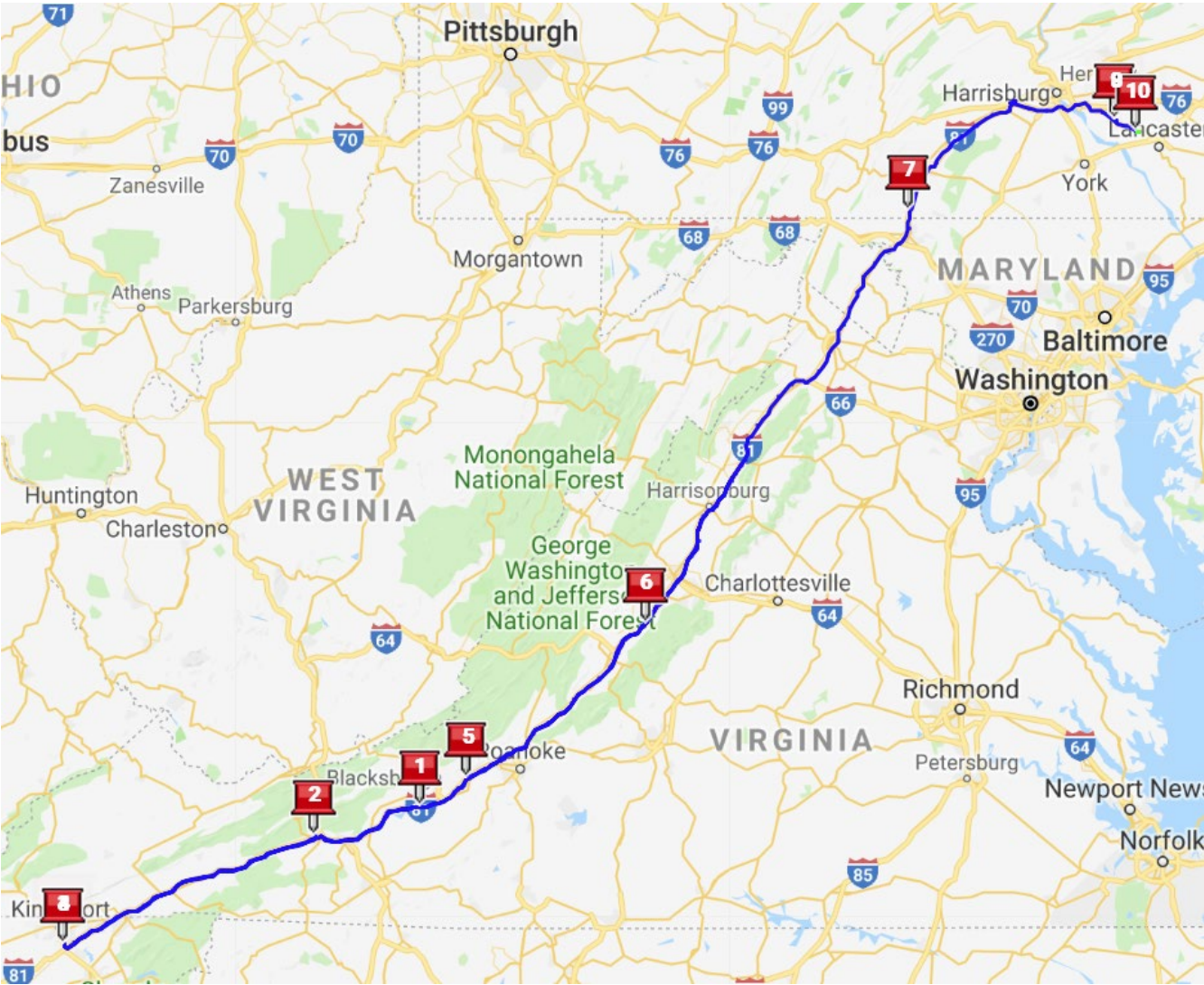
THE DIGITAL TWIN SYSTEM CONTEXT

A specific truck



Kenworth T-680 2016
VIN = 1XKYDP9X2GJ488571

Actual Performance



Predicted Performance

A truck model

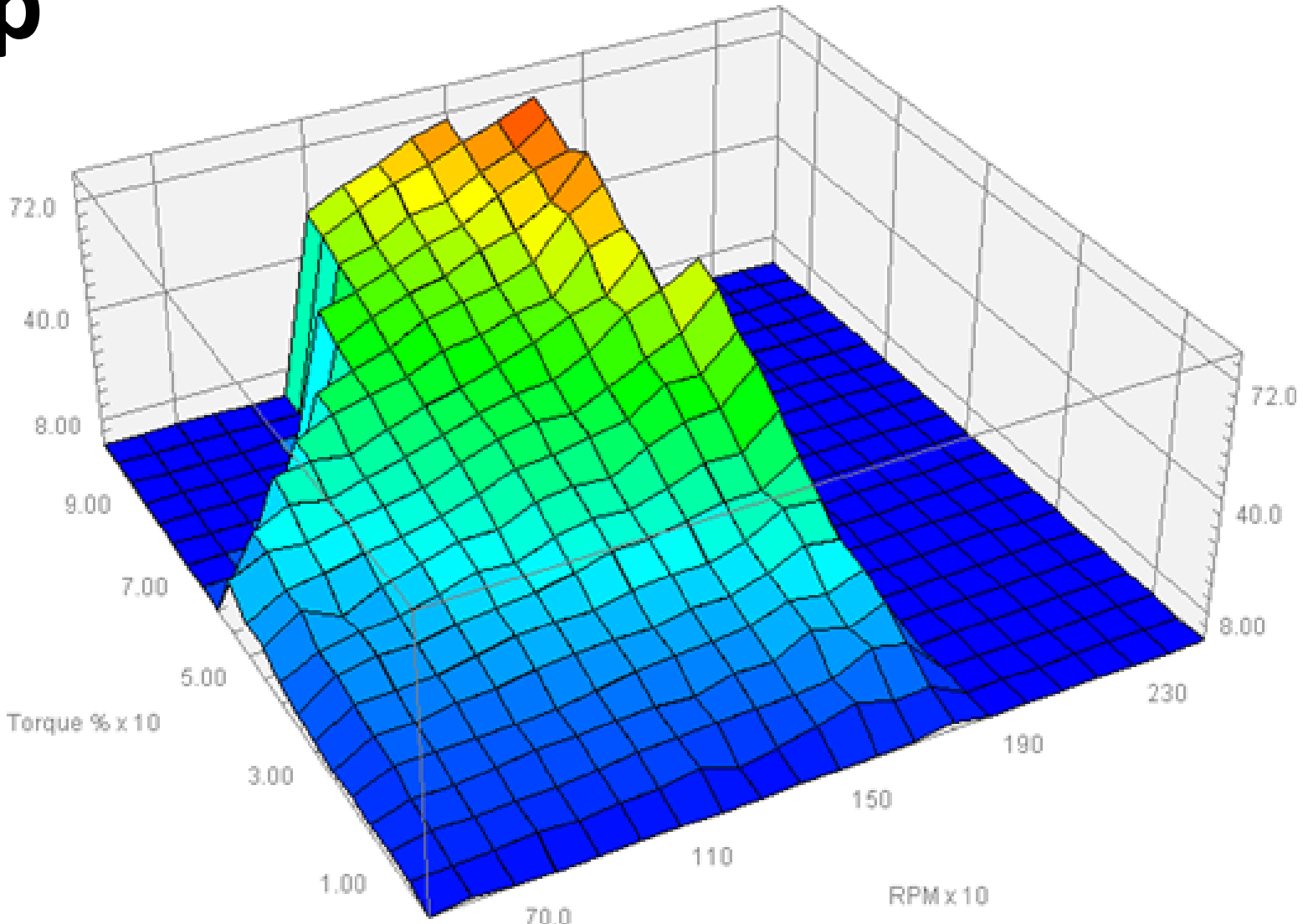


Kenworth T-680 2016
Digital Twin ID = 1XKYDP9X2GJ488571

A Specific Trip

“Every truck is tracked by it’s digital twin to determine whether a fleet’s trucks are performing as efficiently as possible. If not, why and how to improve.”

– Lloyd Palum - CTO

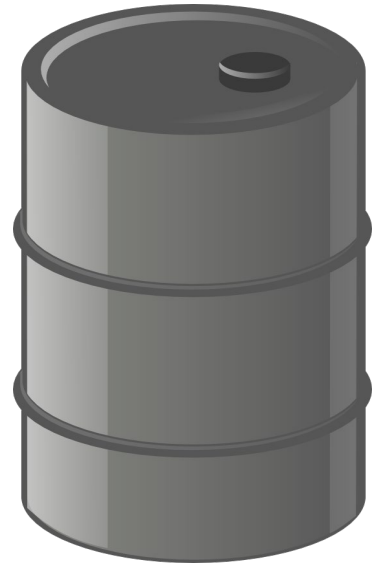




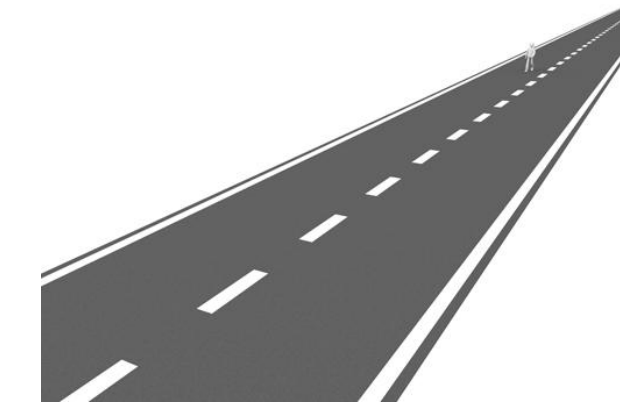
48K Drivers Coached



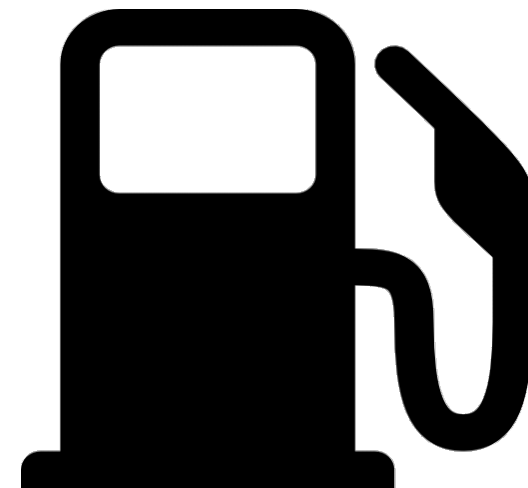
22K Digital Twins Modeled



500M Gallons Analyzed



3.45B Miles Analyzed

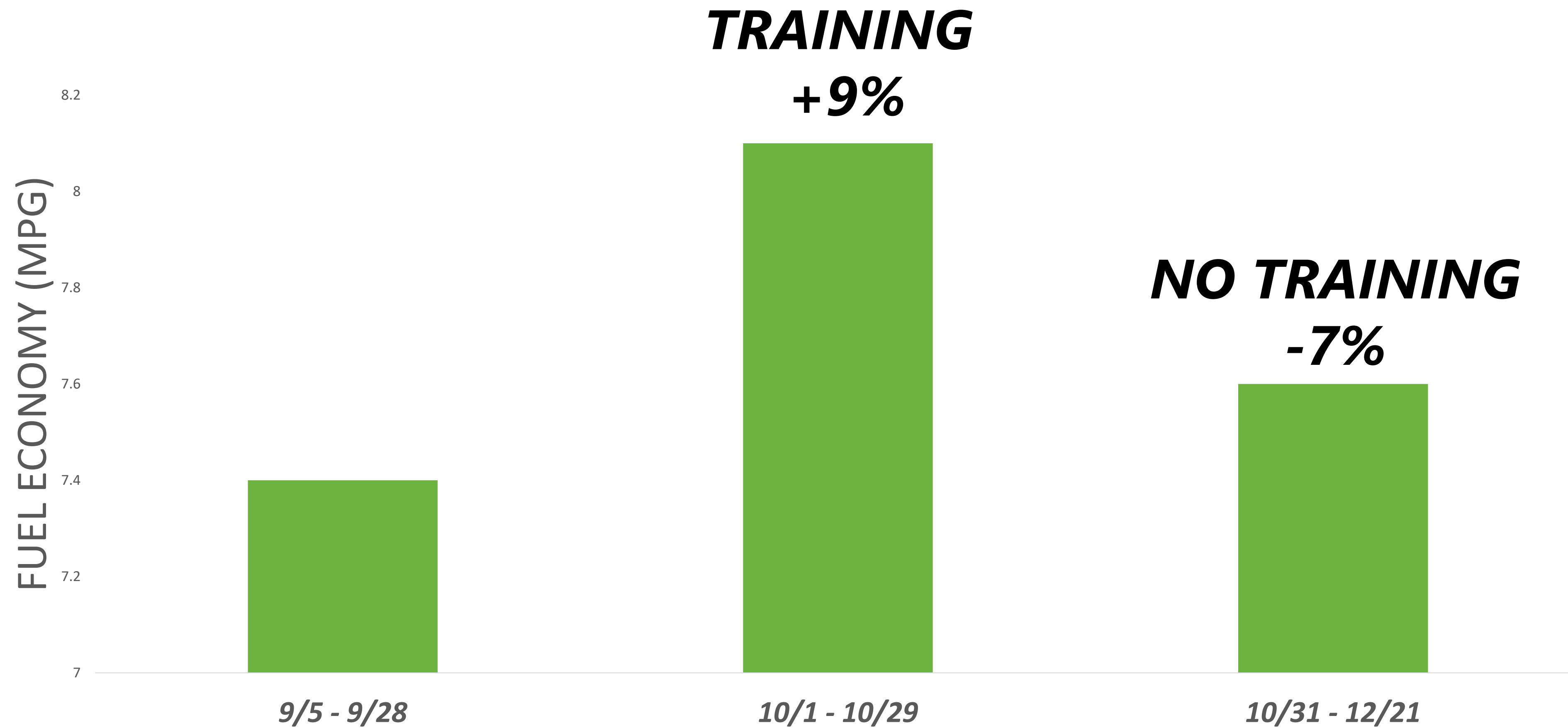


62M Gallons Saved
> \$180M!



633K Tons of CO₂ emissions avoided
Equivalent to > 300 acres of rainforest over 40 years!

INTERMITTENT TRAINING PROGRAMS



WHICH IS THE BEST PERFORMING DRIVER?



Driver 1

6.1 MPG



Driver 2

5.3 MPG



Driver 3

4.6 MPG

BALANCED DRIVER SCORECARDS



- Long-Haul
- Highway miles
- Heavy load

Actual 6.1 MPG
Potential 6.5 MPG

94%



- Local Delivery
- Local / City roads
- Food pick-up & delivery

Actual 5.3 MPG
Potential 5.4 MPG

98%



- Construction vehicle
 - Rough terrain
 - Heavy Load

Actual 4.6 MPG
Potential 5.2 MPG

88%

DRIVER EFFICIENCY OPPORTUNITY



IDLING

SHIFTING



ACCELERATION



SPEEDING

TAKEAWAYS



PERFORMANCE METRICS

- Fair
- Normalized
- Clearly Understood



REAL-TIME COACHING

Changing or creating behaviors / habits



FREQUENT FEEDBACK

Today.
Tomorrow.
And every day moving forward...



SUCCESSSES TO DATE



*"In the first two months after enabling Vnomics', Terpening Trucking Co. realized a **9%** improvement in fuel economy in its fleet of over 50 trucks. Today, with 73 vehicles hauling almost one million more gallons of fuel products annually than in 2014, the average MPG improvement stands at **9.8%.**"*

*"We piloted True Fuel and realized a **4.5%** fuel savings," - Bruce Ruppert (Director of Business Development)*

*"After a few weeks it **became fun for me** and I watched **my fuel mileage steadily improve**. It really made me **retrain my brain on how to drive my truck** and has become a very useful tool." - Spencer Durkee (Driver)*



BEST PRACTICES

(IN PROCESS)

TAKEAWAYS



PERFORMANCE METRICS

- Fair
- Normalized
- Clearly Understood



REAL-TIME COACHING

Changing or creating behaviors / habits



FREQUENT FEEDBACK

Today.
Tomorrow.
And every day moving forward...

QUESTIONS?



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Thanks for **Watching**

Vnomics True Fuel™ Network July 2018

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BACKUP SLIDES
