



Volvo Trucks. Driving Progress

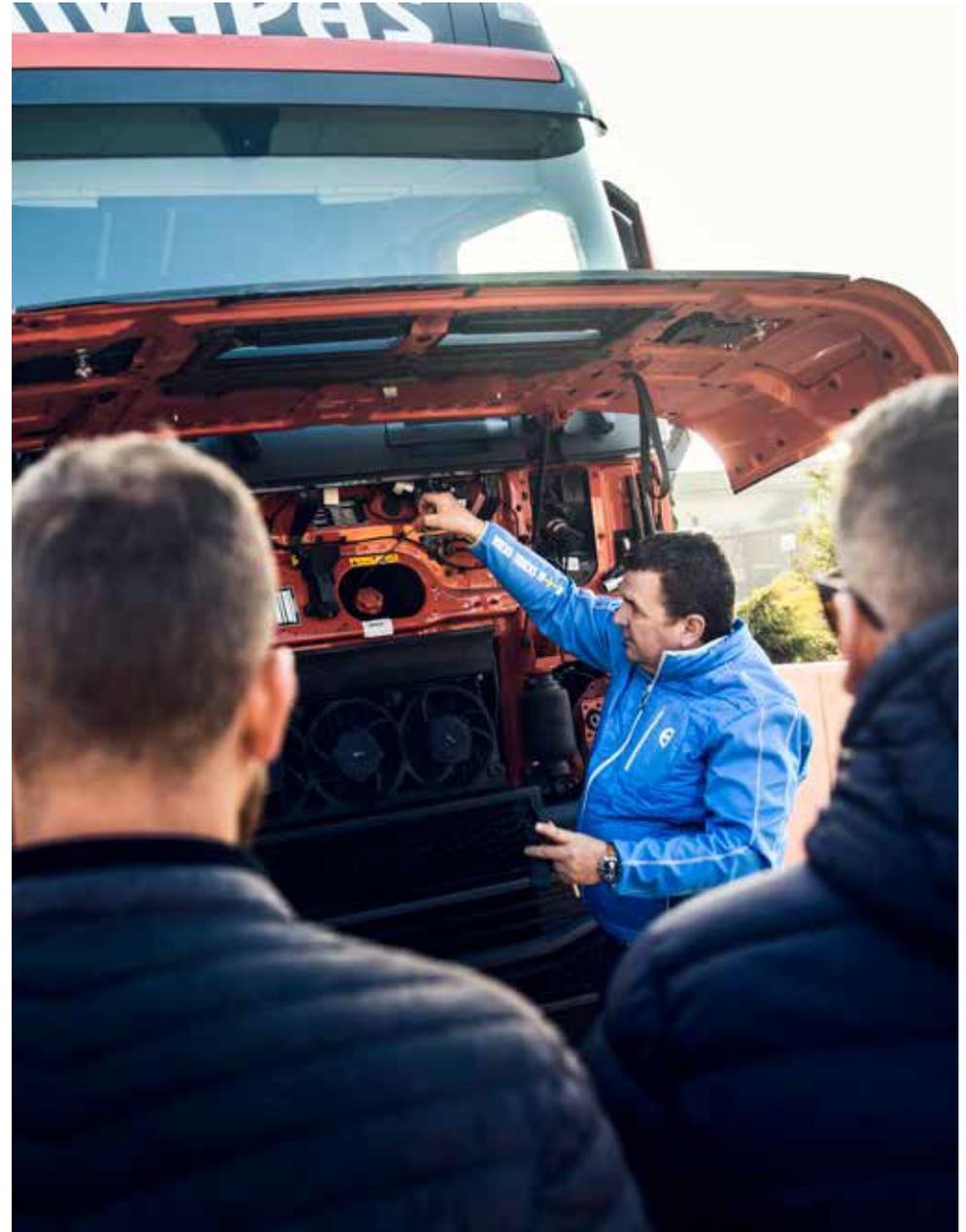
# How haulier Vapas cut fuel consumption by 10 per cent

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**Czech haulier Vapas** operates in a country where fuel accounts for 40 per cent of its total running costs. Despite this fact the company didn't invest much in fuel-efficient driving until four years ago. Since then driver performance has moved from bad to excellent, and the company has succeeded in cutting overall fuel consumption by ten per cent.

Vapas Fleet Manager Petr Šišlák explains how they did it.



## Learning the latest truck technologies

When we first decided to improve our fuel efficiency, I spent almost a year studying the latest technologies. We operate a very modern fleet, and with a better understanding of how to get the most out of our trucks, I was in a better position to help our drivers improve their driving skills and become more fuel-efficient.

## Weekly driver training sessions

We introduced regular training sessions to maintain skills and motivation. Every Friday afternoon we gather the drivers and help them improve their knowledge of fuel-saving systems like I-See.

## Optional ride-along sessions

Apart from weekly training, we also offer our drivers optional ride-along sessions. All drivers have their strengths and weaknesses – we ride along with them and coach them during their work shift, helping them to become more aware of their individual technique.

## Changing attitudes and behaviours

It isn't always easy to convince a driver who has driven for many years that times are changing and that you constantly need to evaluate and learn. We worked hard to make the drivers understand that the new truck systems are there to help them and not the opposite, and that they will gain from using them.



## Full use of fuel management system

We use Dynafleet for our fleet management, and make 100 per cent use of the fuel-efficiency scores. It shows exactly in which areas a driver does an excellent job and where there is room for improvement. When we started with the training, our drivers' scores were in the red zone. Today they are all in the green zone. I've seen individual improvements of between 20-25 per cent.

## Regular feedback on performance

Ever since we started with driver training we've been following up on each driver's performance. Today they come and ask for their scores and are eager to improve. Some of our drivers even compete against each other for fun.

## Bonuses

Our drivers get bonuses and rewards to encourage the best possible performance. For example, a driver who reaches 90 per cent in Dynafleet receives a special, individual reward.

## Open door mentality

If the drivers encounter a problem during a work shift, they know that they can call me and discuss the best solution. And if they want me to, I ride along with them.



### THE DYNAFLEET FUEL EFFICIENCY SCORE

Ranking from 1-100, the score measures how efficiently a truck is driven. Three colours are used for measuring driver performance:

- **Red:** 1-59 points: poor performance.
- **Yellow:** 60-79 points: room for improvement.
- **Green:** 80-100 points: excellent performance.

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