



Arizona HVAC company realizes a cool 10 to 15% fuel savings

“Our savings are very evident. In just a matter of months our fuel expense has dropped an average of 20-25¢ per gallon. Even with the steady increase in gas prices, we are seeing overall savings of 10 to 15% off our previous fuel bills.”

**General Manager
HVAC Company – 45 Vehicles**

CASE STUDY

45 Vehicles — HVAC

Arizona HVAC Company

In the heating and air conditioning services industry, productivity relies on fleet efficiency. If drivers must spend time searching for a specific, fuel-only provider and then make additional stops for convenience items, they spend less time on service calls — and the business loses opportunity for additional revenue. Couple that lost time with the additional associated mileage and fuel expense, and the out-of-pocket costs begin to quickly add up. Now, multiply that by a fleet of 45 vehicles, and you have the situation an Arizona HVAC company faced before using Fuelman.

Challenges

A leading Phoenix air conditioning and heating company relies on its fleet of 45 vehicles to cool its customers during the hot, Arizona summers. To make fueling faster and cheaper for its fleet, the company was using a commercial fueling membership that joined together as one brand several independently-owned, unattended, fueling stations throughout Phoenix. When the company's general manager, took a hard look at the fueling program he found it had inefficiencies that were costing both time and money.

The closest of these proprietary fueling stations was two miles from the office where the company vehicles parked overnight, which meant a four-mile trip might be required just to begin the day. Further, if vehicles needed fuel while in the field they might have to drive up to 12 miles to find one of the fueling locations. If they could not find a station, the drivers would use personal credit cards and submit receipts for reimbursement. Because the sites were fuel pumps only, the crews were then making additional trips to convenience stores to purchase drinks or snack items for the day.

The general manager was logging countless office hours reconciling paper gas receipts. At the end of the month, the receipts had to be matched with the master paper invoice to track vehicle fueling frequency, the price of the fuel and miles per gallon (MPG). The real deal-breaker that initiated a search for a different fueling solution was that his current vendor was charging a surcharge of 20¢ per gallon over the retail price. With an average purchase of 1700 gallons per month, the additional expense was adding up and a change had to be made.

Challenges:

- 45 fleet vehicles
- Single gas provider with unattended, limited locations
- Closest station 2 miles away
- Could drive up to 12 miles to find a station
- Additional stops required for convenience items
- Paying 20¢ surcharge per gallon of fuel
- Hours of manual receipt & invoice reconciliation

Results:

- 10 – 15% overall fuel savings
- Immediate 20-25¢ reduction in average gallon price
- Fuel when and where needed
- More productive crews
- Recaptured lost time and mileage searching for fuel
- Email exception alerts
- Real-time, online account access and maintenance
- Electronic billing and reporting
- More accurate odometer readings to measure MPG

Solution

The company needed more location options for its drivers to purchase fuel, better pricing and more robust reporting. So they turned to Fuelman for its fleet fueling and maintenance purchasing program. Fuelman is accepted at over 600 fuel and maintenance merchants within the Phoenix area, and 45,000 nationwide, including all Circle K locations, one of the more prominent convenience and fueling station brands in Arizona. With several Fuelman locations around the corner, and wide acceptance throughout the Phoenix area, the crews no longer have to start their day with a two-mile trip to fuel. Nor do they need to make an additional trip to a convenience store. "Being able to use Fuelman at multiple locations gets the crews off to a more productive start. We are saving both time and money fueling when and where we need it," says the HVAC company's general manager.

Results

Inside the office efficiencies have improved as well. They now receive fueling reports and bills electronically. What used to take hours to manually reconcile and record, Fuelman does automatically and reports online. With self-serve account management, the general manager doesn't even leave his desk to see who, when and where his drivers fuel. He can issue and suspend cards, and establish thresholds that limit purchases by dollars, gallons, day and time. When a threshold is surpassed, or an odometer is out of sequence, he is notified with an email exception alert, so he can immediately research the issue.

What the general manager explains as the most notable change with Fuelman fuel purchasing, is the overall savings. "Our savings are very evident. In just a matter of months our fuel expense has dropped an average by 20-25¢ per gallon. Even with the steady increase in gas prices, we are seeing overall savings of 10 to 15% over our previous fuel bills."

