

## Chapter 5: Driver Policymaking

### Participants:

Paul Citarella, *Senior Vice President Sales & Marketing, FleetCor*  
Benton Routh, *President, Fuelman Network*  
Michael Smith, *Executive Vice President, Magellan Fuel*

**Paul Citarella:** Next we are going to talk about driver policy make perfect. Another important thing to go over with drivers is your company policy. The Rules of the Road, if you will. Ultimately the way you control your business is up to you and that's just as true with fueling as with anything else. Let's jump to another quick poll really quickly.

And the question is 'Does your company have a policy for driver behavior?' And this is just a simple yes or no question that you can respond to. And right now it looks... basically the current answers is about 68% say yes, so the majority of companies do have one and that's great.

It's important to create a policy for your driver that holds true for anyone who operates one of your company's vehicles. So, what you put into a policy like that?

Let's take a look at a couple of examples of what you could do. First of all, it's important to make sure that your drivers know what their responsibilities are when they are on the job. Make sure they know where they are authorized to buy fuel, when they are authorized to buy fuel and how much fuel are they authorized to purchase. The policy should even touch on what happens if the driver pumps premium unleaded vs. regular unleaded. And, that can have an impact of anywhere between 25-30 cents a gallon if they pump the wrong stuff. You might want to investigate something like fleet card program that can take care of those controls. Take a look at the driver's roll in the



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maintenance scheduling. Having policies in place for driver habits is important as well. Make sure that drivers know to inspect their vehicles regularly and of course, drive safely by adhering to speed limits and other traffic laws. Another important habit to address is engine idling and we touched on that earlier. And you might not even notice those losses happening until you are on top of these things and start to see the benefits of fuel efficiency.

**Benton Routh:** Yes, Paul I have an actual example of a fleet here that implemented a driver policy and had real good results with it. It was a school district in Alabama. They saved over \$12,000 a year by having their bus drivers turn off the engines while waiting at the school to pick up students. That's a lot of money in a school district budget these days and I know that they appreciated those savings.

**Paul Citarella:** Hey Benton, that is a great example of how little changes can make a pretty big difference and it really shows that difference can happen in both the public sector as well as the private sector. It's also important to have a policy outside the work hours. Drivers who take their vehicles home at the end of the day might end up purchasing an extra fill up before the weekend for personal use. They assume that is ok to use the company fuel money to fuel up the vehicle but obviously it's a waste of the company's resources. So make sure that you have a policy in place to keep on top of your fuel budgets. Once you have that set up, you will see those little bits of waste starting to disappear really quickly.

**Benton Routh:** Good point Paul.