

Chapter 7: The Fuel Fix — Maintenance

Participants:

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

Paul Citarella: Thanks Benton. Next we are going to talk about the fuel fix and talk about maintenance. Now we are going to talk about the impact of good maintenance practices that companies that own fleets should have. Vehicle maintenance is something that comes up a lot when you look at fuel savings. Simply put the better you take care of your vehicles, the better their fuel efficiency is going to be and the more money you are going to save in fuel in the long run. It's just the way it is. Every time you put off a repair or regular piece of preventative maintenance you are actually costing your business money. Let's take a look at a few of the more significant maintenance operations that affect your vehicles fuel economy.

First of all, we have all heard about keeping your tires properly inflated can save you some miles. But, just how much miles can it actually save? It's amazing, because just inflating your tires to the proper levels can improve your fuel economy between 3 and 4%. That's a major savings when you add up all the mileage that your vehicles have throughout the year - and, all that simply for taking the time to check your tires when you fill up. Another major culprit of the declining mileage is the air filter. When the air filter is clogged your vehicles are getting far less mileage than they would if they had a new one. Having air filters regularly replaced can improve your fuel economy up to 6% or even more and if the filters are so clogged they can affect the overall drivability of the vehicles. The next one, having your oil changed regularly is something that we also highly



Hidden Cost Savings 10 New Ways to Reduce Your Fuel Costs

recommend for getting the most out of your fleets vehicles. Regular oil changes can improve a vehicles fuel economy by a few percentage points as well. Pushing back an oil change to save money in the short term can actually end up costing you money in lost fuel efficiency. Interestingly, many auto makers of newer vehicles are stretching out the period between the recommended oil changes moving it from the 3,000 miles which we have all been accustomed to anywhere between 5 and 12,000 miles.