

TERPENING TRUCKING CO. IS REALIZING **MORE THAN \$275,000 IN ANNUAL FUEL SAVINGS** WITH VNOMICS



OVERVIEW

Terpening Trucking Co., founded in 1916 and based in Syracuse, New York, is a fourth generation family owned and operated company. With a fleet of 73 tractors, the company delivers over 500 million gallons of petroleum products annually to almost 1,000 locations in nine states and Canada.

SOLUTION

Terpening Trucking Co. selected Vnomics fuel use optimization solution which combines real-time driver coaching with comprehensive analytics to improve fuel economy. The in-cab system precisely monitors each vehicle's actual fuel usage in real-time and compares it to the maximum achievable fuel economy for that vehicle under its current load and operating conditions.

CHALLENGE

To improve fuel economy for its rapidly growing fleet –

Having experienced 29% growth in sales and a 45% expansion of its fleet in the past three years, Terpening Trucking Co. sought to accelerate its fuel savings by focusing on helping drivers operate vehicles more efficiently.

With Vnomics, drivers are provided with real-time audio alerts for improper shifting, speeding and idling and fleet managers can access comprehensive fuel use analytics that provide fair and balanced scorecards that are well accepted by drivers.

Terpening Trucking Co. supervisors review driver performance alerts daily and immediately address adverse behaviors. Top and bottom driver scores are also displayed in the drivers' break room to encourage friendly competition.

“Our fleet average of 5.36 MPG is almost 10% higher than it was before we began using the Vnomics fuel optimization solution to help improve shifting habits and to analyze areas where fuel economy improvements are possible. That equates to annual fuel cost savings in our operation today of more than \$275,000.”

Brian Brundage
Operations Manager /
Safety Department Manager
TERPENING TRUCKING CO.



5.36 MPG
FLEET AVERAGE



10%
FUEL SAVINGS



\$275,000
COST REDUCTION

RESULTS

Sustainable improvements in fuel economy and lower fuel costs. 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%.

The Terpening Trucking Co. fleet average of 5.36 MPG reflects an increase from 4.9 MPG in 2012. With an average monthly fuel usage of 79,000 gallons, the nearly 10% savings, at about \$3 per gallon, equals an annual fuel cost reduction of \$275,000.

Terpening Trucking Co. attributes the bulk of its fuel economy improvement to the Vnomics solution, which has helped drivers strive to achieve high scores for proper and fuel efficient shifting and driving practices, despite the addition of higher horsepower engines and the negative impact of winter fuel blends. Additionally, while two thirds of the fleet hauls permitted 12,000-gallon loads rated at 107,000 lbs GCW in tri-axle tank trailers, some trucks carrying 80,000 lb loads (8,000 gallons) are averaging from 6.8 to 7.1 MPG.

“While we routinely evaluate other solutions on the market, the benefits we realize from Vnomics are indisputable. It’s not only incredible to have actionable data available so quickly but the system’s reporting capabilities are leaps and bounds ahead of the competition.”

Brian Brundage
*Operations Manager /
Safety Department Manager*
TERPENING TRUCKING CO.

ABOUT VNOMICS CORP.

Founded in 2008, Rochester, NY-based Vnomics Corp. provides advanced analytics solutions that enable fleets to improve driver and vehicle performance. The company’s True Fuel™ stand-alone fuel optimization solution coaches drivers in real time to achieve the highest fuel efficiency, calculates actual and potential fuel economy then provides comprehensive data fleets can use to optimize fuel performance and improve profitability. Vnomics’ unique approach to driver and vehicle performance provides substantial fuel savings to a rapidly growing number of fleets across all motor carrier segments. For additional information, visit www.vnomicscorp.com or call **855-866-6427**



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