

SAIA LTL FREIGHT IS **CUTTING FUEL CONSUMPTION** BY **3.5 MILLION GALLONS** ANNUALLY WITH VNOMICS' FUEL OPTIMIZATION SOLUTION



OVERVIEW

Saia LTL Freight, headquartered in John's Creek, Georgia, provides less-than-truckload, guaranteed and expedited freight services in 34 states and Canada. The company, founded in 1924 in Houma, Louisiana, now operates 3,389 trucks from 147 locations.

SOLUTION

In 2011, Saia LTL Freight began system wide implementation of the Vnomics fuel optimization solution that 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 efficiency through better driving and shifting practices —

Sustainability initiatives at Saia LTL Freight reflect the company's efforts to continuously lessen the impact its operations have on the environment. Improving the skills of its highly professional drivers by investing in technology is seen as a proven means of driving improvements in fuel efficiency throughout the company's fleet.

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

"Vnomics enabled us to improve our fuel economy by more than seven percent in one year, which translates into annual savings of 3.5 million gallons. Before we began using the fuel optimization solution, our fleet averaged 5.8 miles per gallon. More recently, our fleet is averaging 6.8 MPG. Vnomics has had an impact on our bottom line by contributing to a dramatic improvement in fuel economy."

Brian Balius
VP Transportation & Engineering
SAIA LTL FREIGHT



6.8 MPG
FLEET AVERAGE



7%
FUEL REDUCTION



\$3.5 MILLION
GALLONS SAVED

RESULTS

Fuel economy improvements and lower fuel costs —

After deploying the Vnomics fuel optimization solution, Saia LTL Freight realized a reduction in fuel use of more than 7% in one year, boosting the fleet's average from 5.9 MPG to 6.8 MPG. The savings attributed to Vnomics' ability to promote more efficient driving practices equals 3.5 million gallons of fuel annually.

"We had an immediate ROI with Vnomics and continue to realize year-over-year fuel cost savings by using it to promote more efficient driving practices. The fuel optimization solution processes data in real time so it gives us a lot of meaningful information. It provides intelligence drivers use to learn the power of proper, progressive shifting and managing speed and idle time to optimize fuel economy."

Brian Balius
VP Transportation & Engineering
SAIA LTL FREIGHT

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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