Delete. Then Delete Again.

Remove any equipment you don't use. Carrying tire chains or snow-melt in June? Get it off the truck. Incredibly, we see service trucks still carrying the broken tools alongside the tools that replaced them. Check your service truck's inventory, too. Inventory "creep" (when a tech uses 1 part off his truck and takes 4 more from the warehouse to replace it) has a way of creating redundant rolling warehouses. Have your employees go thru their vehicles and remove excess inventory and equipment, broken tools, etc. Better yet, create a list of equipment and inventory they should carry so they arrive at job sites with equipment that works and parts they can use.

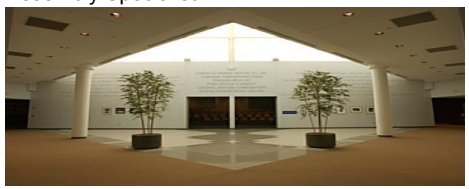
Curious to know "*if we know what we are talking about*"?

Fleet Guardian, LLC is owned and operated by **Damon Russell**, one the *top four ASE certified mechanics in the nation.* His commitment to astonishing excellence and his passion for the future of the automotive industry is absolutely unparalleled.

National Institute for AUTOMOTIVE SERVICE EXCELLENCE — *"Certifying the Automotive Professional"*

Just a small ***list of his certifications…***

- **Certified Advanced Level Specialist**
  (must pass all tests in series to become a MASTER)
  Diesel Engines (L2) :: Gasoline Engines (L1)
- **Certified Master Medium / Heavy Truck Mechanic**
  (must pass all tests in series to become a MASTER)
  Diesel Engines :: Gasoline Engines :: Drive Train :: Brakes :: Suspension & Steering :: Electrical/ Electronic Heating / Ventilation / A/C
- **Certified Master Automobile Technician**
  (must pass all tests in series to become a MASTER)
  Engine Repair :: Automatic Trans / Transaxle :: Manual Drive Train and Axles :: Suspension and Steering :: Brakes :: Electrical / Electronic Systems :: Heating and Air Conditioning :: Engine Performance
- **Certified Master School Bus Technician**
  (must pass all tests in series to become a MASTER)
  Body Systems and Special Equipment :: Diesel Engines Drive Train :: Suspension and Steering :: Electrical / Electronic Systems :: Air Conditioning Systems
- **Certified Master Truck Equipment Technician**
  (must pass all tests in series to become a MASTER)
  Truck Equipment installation and Repair :: Electrical / Electronic Systems :: Auxiliary Power Systems
- **Certified Master Engine Machinist Technician**
  (must pass all tests in series to become a MASTER)
  Cylinder Head Specialist :: Cylinder Block Specialist Assembly Specialist



- **Perpetually Inscribed** in the **Automotive Hall of Fame**
  Henry Ford Museum ~ Dearborn Michigan
- **Awarded National Honors and Letters of Commendation for technical expertise.**

A guide to Saving Fuel

for companies & their fleets

Provided by:

Fleet Guardian, LLC

***Intelligent* Fleet Care**

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Bound Brook, NJ 08805

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For many businesses, it seems the biggest headache is finding ways to save on soaring fuel costs.

They are finding out saving fuel is not so easy to do.

There is no magic bullet to saving fuel; you need a combination of several strategies to get an overall reduction. There is no "one-size-fits-all" approach.

The various methods you adopt depend on what kind of fleet you operate and how you operate it.

The information in this pamphlet is more sophisticated than the obvious "keep your tires properly inflated and your engine tuned-up".

Our fleet managers are operating fleets that cost hundreds of thousands to millions of dollars and they know they need to be looking at deeper issues when it comes to saving fuel.

The owner of **Fleet Guardian** LLC, Mr. Damon Russell is listed in the Automotive Hall of Fame. As one of this nation's most technically qualified truck mechanics, he has provided the following ideas to help you reduce your costs and gain the advantage over your competition.

We hope it is of some benefit.

Put Your Drivers on Ice.

We have all driven on ice at one time or another. As soon as we realize we are on ice, we immediately make certain changes in our driving style. Explain to your drivers that using that same driving style will save fuel. Start slowly from a stop and come to a stop slowly. Avoid sudden throttle and brake pedal moves; slow and gentle acceleration and braking are the goal.

Don't Stand Idling By.

What do you call it when you are not moving freight, but you are burning fuel? Idling. It's the most inefficient use of fuel, so avoid it. Most trucks built after 1997 are capable of being programmed to shut down after a certain period of idling; the software parameter is called "**Idle Shutdown Timer" (IST)** and the fleet manager can choose the minutes until shutdown, if the PTO being engaged overrides it, etc. It's a program change fleet managers ask us to perform often. Additionally, NJ state law requires diesel trucks to idle no more than 3 minutes when not in operation, so you can ensure compliance by programming your trucks.

Take a Cruise.

Truck engine manufacturers know that *drivers always want more power*. They also know that mashing the throttle use is a waste of fuel. To encourage drivers to drive more fuel efficiently, many trucks are designed to give **10% *more power* when in cruise control mode** than when a driver is manually controlling the speed. It's a "dangling carrot" approach to get drivers to let the computer control the fuel input. Tell your drivers to try the cruise control feature. You'll be surprised.

Meet your Tailor.

Most trucks built after 1997 are capable of being programmed for many options, one of them is called "**Torque Tailoring**".
We've all heard engines being revved to high RPMs between shifts, but those high RPMs are just wasted fuel. Engines are most fuel efficient in a very narrow (and usually low) RPM range. You can program your trucks so that regardless of how hard the driver presses on the throttle, he can only increase engine RPMs until they are *just above* the efficient range; the driver will learn to choose the next gear (when he hits the RPM limit, he's inclined to shift) and when he enters the next gear, the engine is *automatically* in the most efficient RPM range for that next gear.

Read Your Meter.

If you use an on-site fueling service, require them to meter each truck individually. By using a simple spreadsheet, you can detect when a vehicle is consuming fuel at a faster rate. Identify trucks that consume a greater amount of fuel than your other trucks. Find out why; you may need a simple fuel system repair or you might find the truck is not suitable for your type of use and sell it. Unfortunately, we've all heard about fuel-theft; metering your fuel helps identify when a truck's fuel is being siphoned off.

Run the Runt.

Most fleets are a mixed-bag of vehicles such as small sales cars and larger trucks. Look at the "load" before you decide which vehicle to send. For blueprints or a small box, why not just send a sales car? If there is only one pallet, send your smallest (capable) truck. Many single axle cargo vans can fit a single pallet in the back. Remember, however, that your primary safety concern is to not overload the vehicle.