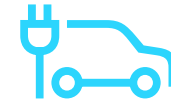


Get Fleet Fit.

Helping truck fleets

reduce risks and costs

13 September 2024
Mark Gjerek



WHY

Obligations increasing to reduce carbon emissions



WHAT

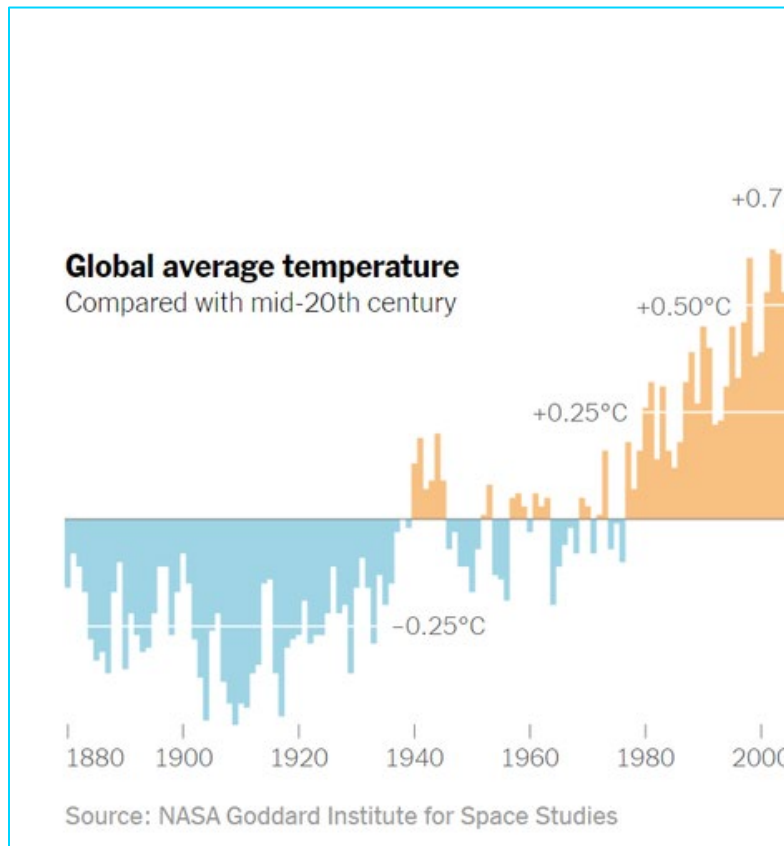
Reducing emissions doesn't always increase costs



HOW

Efficiency and productivity are key first steps

DECARBONISATION HAS MANY DIMENSIONS



Scientific



Emotional



Political

GET FLEET FIT IS BASED ON A MORE RELEVANT DIMENSION



FUEL = COST = \$ = EMISSIONS

- 99.5% of truck sales today are still diesel
- 1 Litre diesel is ~\$1.85
- 1 Litre diesel weighs ~0.85kg
- **1 Litre diesel creates ~2.7 kg carbon emissions (CO₂)**
(and a bunch of noxious emissions that are regulated)

Reducing diesel use

= improving efficiency

= reducing waste

= good business sense

HOW CAN TRUCK FLEETS REDUCE EMISSIONS ?

At it's most basic, just 3 things ...

$$\textit{Emissions} = \textit{distance} \times \textit{vehicle energy efficiency} \times \textit{fuel emissions intensity}$$



Drive
less



Carry more,
Use less fuel



Change fuel /
energy type

What can
fleets do?

- ☐ Optimise routes
- ☐ Consolidate loads
- ☐ Backloading
- ☐ Mode shift to rail
- ☐ High productivity vehicles
- ... + supply chain initiatives

- ☐ Eco-driving
- ☐ Hybrid diesel trucks
- ☐ Aero equipment
- ☐ LRR tyres
- ☐ Tyre inflation, maintenance
- ☐ Reduce engine idling
- ☐ APUs/site power

- ☐ Biodiesel
- ☐ Renewable diesel
- ☐ Battery-electric (BET)
- ☐ Hydrogen fuel cell (FCET)
- ☐ Hydrogen combustion (H-ICE)

A lot of this information is hard to find ... until now

GET FLEET FIT – THREE ELEMENTS



1

2

3



NATROAD

Cargo Productivity

Squeezing more out of every trip not only boosts your fleet's productivity but also reduces your costs. The data available suggests that by using more of your fleet's legal load capacity, you can improve cargo productivity.

Of course, it's not always possible to put more product on a vehicle. It's a matter of finding the right balance between a vehicle's capacity and the weight of the cargo. It's also a matter of finding the right balance between a vehicle's capacity and the weight of the cargo. It's also a matter of finding the right balance between a vehicle's capacity and the weight of the cargo.

Using more of your fleet's legal load capacity has multiple benefits:

- You get more revenue per trip.
- Sometimes you may be able to substitute the need for additional trips.
- Increasing your vehicle's capacity, but only for less than the extra revenue (increasing more profit).
- The extra revenue from additional load can be used for other things.
- Greater utilization means you may be able to reduce the number of trucks you need.

While you don't want to overfill your truck, don't leave a truck's capacity unused. It's a matter of finding the right balance between a vehicle's capacity and the weight of the cargo. It's also a matter of finding the right balance between a vehicle's capacity and the weight of the cargo.

It may not work for everyone at every time, however there are ways to utilize your available payload capacity.

- 1. Backloading:** Finding a backload can be hard, however the extra revenue from a backload can be used for other things. It's a matter of finding the right balance between a vehicle's capacity and the weight of the cargo. It's also a matter of finding the right balance between a vehicle's capacity and the weight of the cargo.
- 2. Haul the load:** Some freight is not high value and can be hauled simply. Work with your customers to get a high value load on a regular delivery and use the extra capacity to haul the low value load. It's a matter of finding the right balance between a vehicle's capacity and the weight of the cargo. It's also a matter of finding the right balance between a vehicle's capacity and the weight of the cargo.
- 3. Share the load:** Working with others may be the best way to utilize your available payload capacity. It's a matter of finding the right balance between a vehicle's capacity and the weight of the cargo. It's also a matter of finding the right balance between a vehicle's capacity and the weight of the cargo.

Get Fleet Fit

Fact sheet

Efficiency Upgrades

You can upgrade your truck and lower emissions without buying a new vehicle.

Some of the most cost-effective ways to reduce emissions are to make existing vehicles more fuel efficient. There are many ways to do this, and the right way for you depends on your fleet's needs. It's a matter of finding the right balance between a vehicle's capacity and the weight of the cargo. It's also a matter of finding the right balance between a vehicle's capacity and the weight of the cargo.

Tyre optimisation

As the only part of your truck that is in contact with the road, tyres are critical to both efficiency and safety. There are two main aspects to consider: keeping your tyres in optimum condition and using an efficient tyre.

Tyre pressure monitoring

Keeping your tyres in optimum condition can be done-free if you monitor them regularly. There are many ways to do this, and the right way for you depends on your fleet's needs. It's a matter of finding the right balance between a vehicle's capacity and the weight of the cargo. It's also a matter of finding the right balance between a vehicle's capacity and the weight of the cargo.

Low-rolling resistance tyres

All tyres react in a similar way as they roll over the road surface. The better a tyre is, the more it reacts, requiring more energy, more fuel, and generating more emissions. Low-rolling resistance tyres (LRR) are designed with special compounds and a unique internal structure, minimizing heat generation. In turn, this improves a tyre's ability to roll with less energy behind it, resulting in fuel and emissions savings. Despite their higher purchase price, the fuel savings can offset the cost over the life of the tyre.

Ultra-wide single tyres

As the name suggests, a super single tyre replaces the dual tyres on a typical drive axle or trailer. They are lighter than a dual tyre arrangement and can also reduce fuel consumption. These tyres need to have a load rating to match your operation and may perform differently to duals in snow and off-road, so talk to your tyre supplier.

NATROAD

Get Fleet Fit

Case study

BC Sands

For over 10 years, BC Sands has been improving their operational productivity to cut costs and boost customer service. Lower emissions have been a bonus.

Company	Fleet	Application	Opportunity
BC Sands	30 x rail cars (Hopper dump trucks, etc.)	Urban deliveries (~150 per day)	Cargo productivity

Fuel efficiency of one Beggs Bulk road train (2023-24)

Measure the benefits. The benefits of underloaded trucks, as is also known, provide of the transport alliance option using an efficient design.

Get Fleet Fit

Case study

Process

Improvements

Examples

Get Fleet Fit

<https://www.natroad.com.au/decarbonisation/>

Get fleet fit Initiative

Get fleet fit is designed to guide truck operators towards improved fuel efficiency, reduced emissions, and alignment with future government regulations and customer expectations. As the industry and nation move towards a net zero future, we are here to ensure you are fully equipped to meet these challenges head-on.

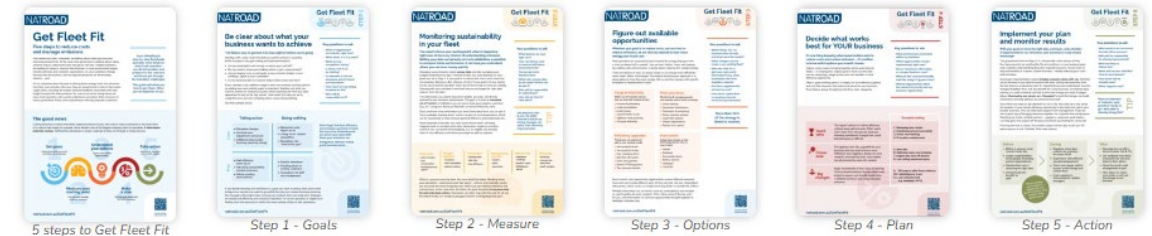
Why get fleet fit?

As regulatory pressures mount and the global push towards sustainability intensifies, the trucking industry must adapt swiftly to remain competitive and compliant. Get fleet fit provides a clear, actionable plan to help you meet regulatory requirements and boost your business's bottom line through increased efficiency and potentially lower operational costs.

To assist, we've created a five-step plan for your business.



Read our guides to Get Fleet Fit



Read more detailed information on important topics to help you along your unique journey.

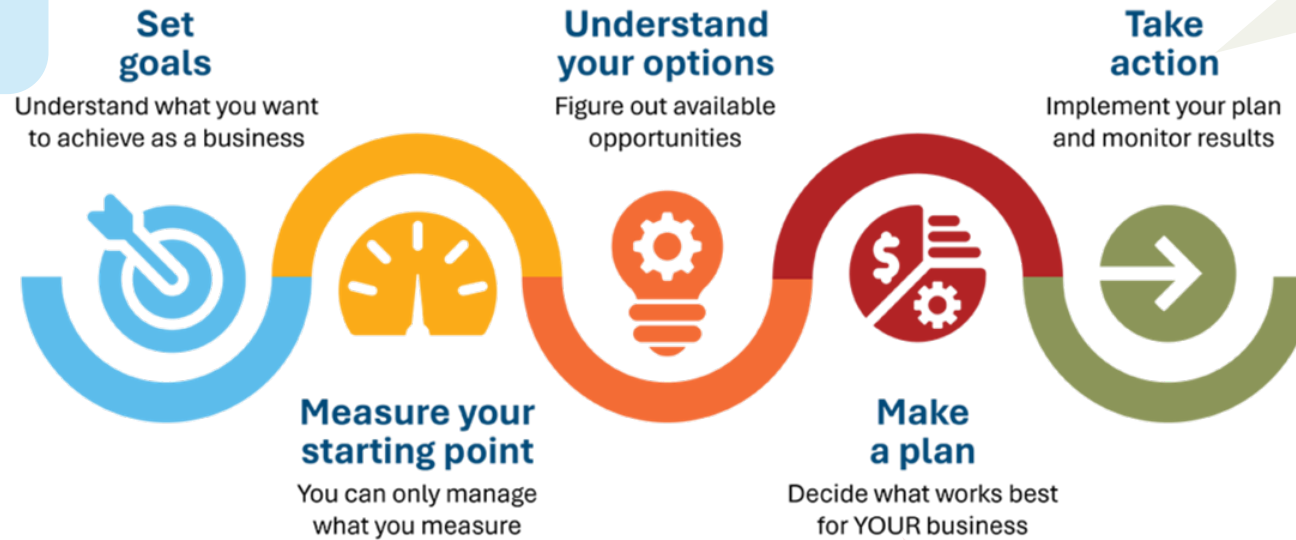


Read real life examples from businesses who have used Get Fleet Fit principles to cut costs and boost productivity while lowering emissions.



THE 5-STEP PROCESS

- Why are you doing this? – CO2, \$, customer, regulation?
- Pros and cons
- What are others doing?
- Match ambition with resources



- Inform & engage staff / customers
- Collect data to assess success
- Run trial to test suitability

- Know where you are at
- Inventory with segments to group trucks and tasks
- What data records do you have now or can you start collecting

- Set some criteria/hurdles
- Assess costs and benefits
- Prioritise for action
 - No regrets /quick win
 - More research
 - Long term/capex
- Consider co-benefits: safety, maintenance, staff, customers, asset life



Understand your options

Figure out available opportunities



Cargo productivity

Better use of capacity reduces fuel per load and number of trips



Efficiency upgrades

Things you can improve or add to your existing trucks



Fleet practices

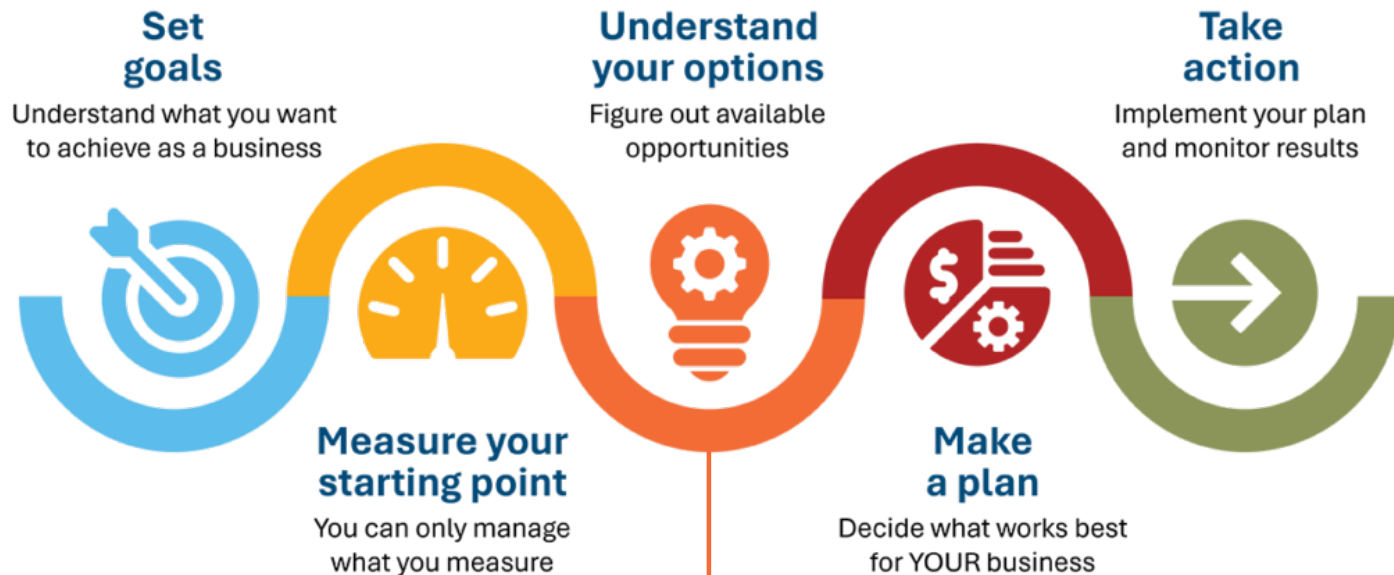
Monitoring and managing people and vehicles with a focus on energy



Fuel switch

Using clean energy or new technology (some only on new trucks)





Cargo productivity

Better use of capacity reduces fuel per load and number of trips

Efficiency upgrades

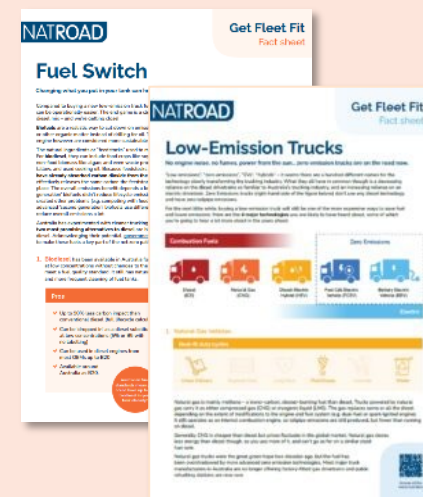
Things you can improve or add to your existing trucks

Fleet practices

Monitoring & managing people and vehicles with a focus on energy

Fuel switch

Using clean energy or new technology (some only on new trucks)



Need some help?

Free initial consult with MOV3MENT team

- Informal chat to understand
 - *Why you want to act, what you want to achieve*
 - *Where you're at now and what you've already done*
 - *How you track fuel*
 - *What your urgency / appetite is*
- Basic guidance and advice provided
- No obligation to commit or do anything
- Here to support your level of ambition and urgency
- Specific projects to be discussed and scoped separately

ANOTHER REASON TO HAVE A GO: \$25,000



Take the fleet challenge:
Win **\$25k** for **25%** emissions
reduction by the end of **2025**

- For small & medium fleets (5–50 trucks)
- 25% CO2 reduction, same work/freight
- Only new actions count
- Majority to come from efficiency & operational improvements
- Follow a stepped process (Get Fleet Fit)
- Submit data as evidence
- First past post wins
- Closing 15 Dec 25 or first to succeed

Full conditions at www.mov3ment.com.au



QUESTIONS ?