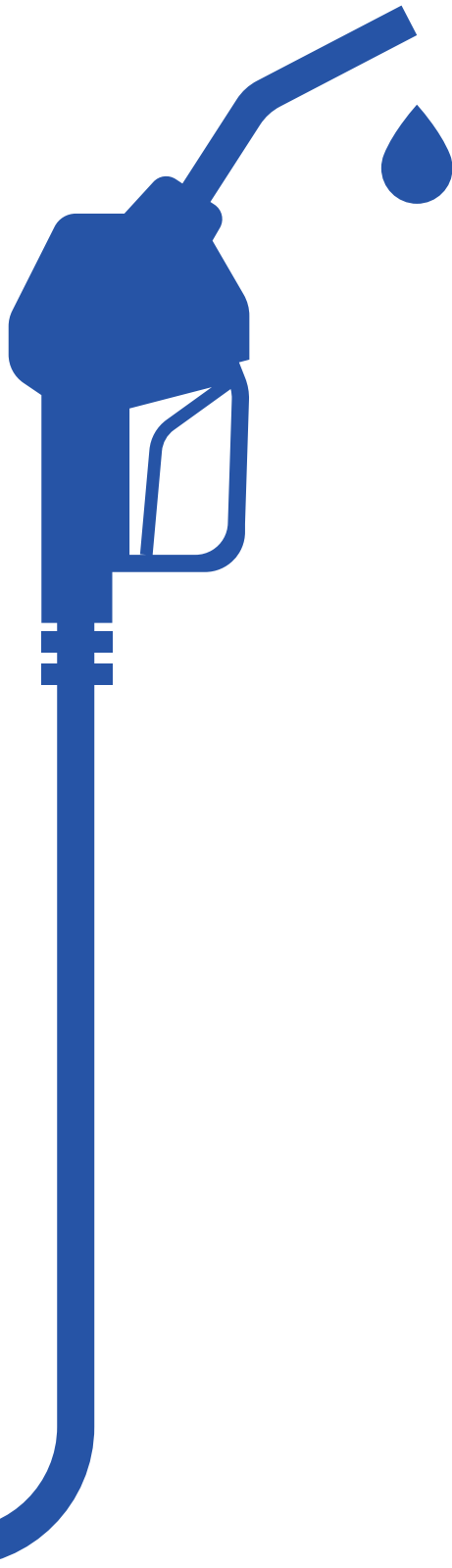


HOW TO SAVE THOUSANDS ON DIESEL FUEL

WHAT YOU CAN DO TO KEEP YOUR
TRUCKS AND YOUR WALLET FULL





FUEL IS ONE OF A TRUCKING COMPANY'S LARGEST BUSINESS EXPENSES.

Saving money on fuel should be a priority for most carriers. With the price of fuel dependent on so many uncontrollable factors, it can be tough to manage and predict. Thankfully, there is an endless list of tools, techniques, and technologies that can help you save on fuel every day. The way your trucking company is set up, your access to capital, and the specific challenges your trucks face means there are some options that will work better for you than others.

FUEL COSTS AND TRUCKING

The American Transportation Research Institute (ATRI) publishes an annual report on the Operational Costs of Trucking. In 2019, they released their report based on 2018 statistics. On average, it costs \$1.821 per mile to operate a commercial motor vehicle including vehicle and driver costs. Fuel makes up nearly a quarter of that, costing \$0.433 per mile, second only to driver wages.

The fluctuating cost of diesel fuel impacts the entire transportation industry. According to the ATA's American Trucking Trends 2019 Report, there were 36 million trucks registered for business purposes that hauled 11.49 billion tons of freight 297.6 billion miles in 2017.

In 2017, those trucks consumed 40.7 billion gallons of diesel fuel at an average price of \$2.65 per gallon for a total of \$107.8 billion in diesel fuel.

2018 Motor Carrier Costs

Vehicle Based

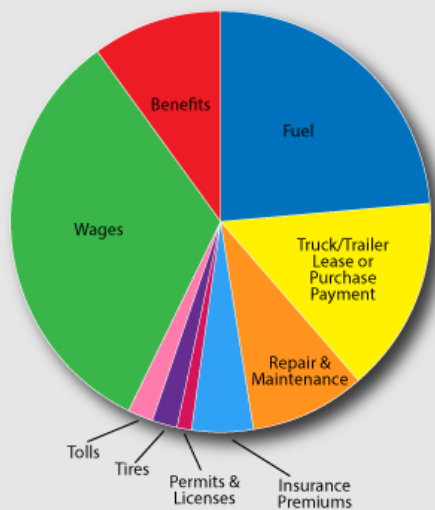
| | |
|--|---------|
| Fuel | \$0.433 |
| Truck/Trailer Lease or Purchase Payments | \$0.265 |
| Repair & Maintenance | \$0.171 |
| Insurance Premiums | \$0.084 |
| Permits & Licenses | \$0.024 |
| Tires | \$0.038 |
| Tolls | \$0.030 |

Driver Based

| | |
|--------------|----------------|
| Wages | \$0.596 |
| Benefits | \$0.180 |
| Total | \$1.821 |

Data Source: ATRI

Motor Carrier Costs per Mile - 2018



Data Source: ATRI

HOW MUCH WILL YOU PAY AT THE PUMP?

Those are big numbers to wrap your head around. But let's get back to your truck. Your total fuel costs will depend on how many trucks you have and how big your trucks' fuel tanks are. An average fill-up is 108 gallons. In 2019, the average gallon of diesel fuel cost \$3.06. So, 108 gallons at \$3.06 is going to cost \$330.48.

If your truck averages 6.4 MPG* and is running an average of 91,000 miles per year, that's a little over 14,000 gallons of fuel every year, so you might have paid about \$43,500 last year fueling that truck.

*Cost calculations were based on average diesel prices in 2019 and numbers from the 2019 ATA Trucking Trends Report and ATRI Operational Costs of Trucking Report.



FUEL COSTS AND TYPES OF DISCOUNTS

So where should you start trying to save money on fuel? First, it's important to know the difference between the types of diesel fuel prices and discounts before negotiation.

Credit Price
\$3.12

TYPICALLY RETAIL PLUS 6

Retail Price
\$3.06

*RETAIL PRICE IS DETERMINED BY
COMPETITIVE PRESSURE*

Retail Minus
\$3.01

RETAIL PRICE, MINUS AN AMOUNT

Cost Plus
\$2.91

COST PRICE, PLUS AN AMOUNT

Cost
\$2.86

*RACK PRICE, PLUS TAXES & FREIGHT;
"DELIVERED" PRICE*

Cost Minus
\$2.81

COST PRICE, MINUS AN AMOUNT

*cost calculations based on the average price of diesel fuel in 2019 according to the [EIA](#)

HOW TO SAVE ON FUEL

Fuel Cards

Let's start with how you purchase fuel. If you're paying the retail, cash or even credit price, switching to a fuel card is an easy way to make a big impact on your fuel expenses. While you can't control the price of fuel, you can save at the pump by using a fuel card. Fuel cards like our Apex Fuel Card and Fuel Discount Program offer huge savings, plus card customization options, in-depth reporting, and more to help trucking companies manage costs and time.

Since we began offering the Apex Fuel Card, clients have saved nearly \$170 million and counting. What does that mean for you? Based on 2019 average discounts, clients who use the Apex Fuel Card and Fuel Finder are saving an average of **\$0.33 per gallon**.

Apex passes 100% of the discounts back to our clients, resulting in huge savings for the trucking companies we work with. The Apex Fuel Card, which runs on EFS or Comdata, is universally accepted at more than 6,000 truck stops in the U.S. and Canada with discounts offered at more than 1,000 in-network locations including **TA[®], Petro Stopping Centers[®], TA Express[®], AMBEST, PWI, Road Ranger, Roady's, Sapp Bros. and more.**



Apex Fuel Card clients using the fuel card at in-network locations save an average of \$0.33 per gallon. That's about \$35 off an average 108-gallon fill-up. That means they're cutting their fuel expenses by about 10% just by using a fuel card with discounts where they fill up.

An average truck drives 91,500 miles per year, according to the ATRI Operational Costs of Trucking Report. Currently, trucks average about 6.4 mpg and use about 14,300 gallons of diesel fuel a year. With the Apex Fuel Card, you could save \$4,718* a year per truck!

Want to see how your discounts could look based on varying fuel prices and miles run? Check out our [Fuel Discount Calculator](#) on our website.

**Based on ATRI data and Apex Fuel Program average discounts*

FUEL SAVING TECHNOLOGY

The array of technologies available that help improve fuel economy are seemingly endless. The North American Council for Freight Efficiency completes an annual Fleet Fuel Study of large fleets and their implementation and use of various technologies and techniques to improve their fuel efficiency. The list includes everything from synthetic axle lube and transmission oil to tire inflation monitoring, driver training, speed limits, route optimization, and more. Let's look at a few of the options most widely used by these large fleets.

Truck Stop and Fuel Finders

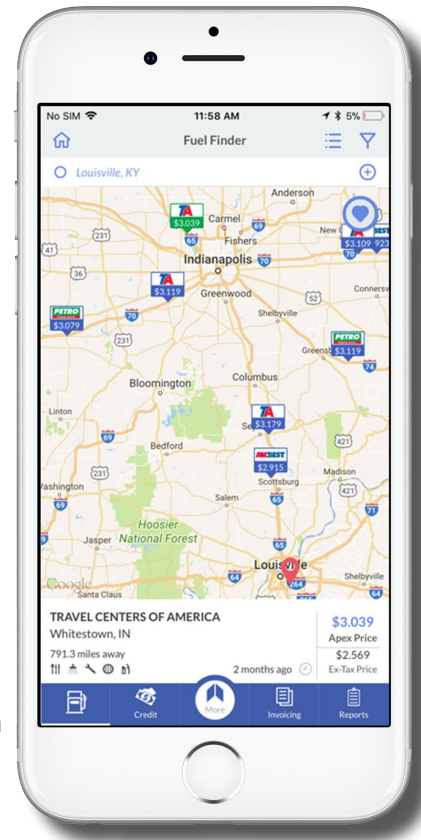
Do you or your drivers have a smart phone? If so, use a truck stop or fuel finder app to find the best prices on fuel near you or along your route. If you use the Apex Fuel Card, the Apex Fuel Finder helps you find the best fuel prices and discounts. Don't just stop wherever because it's the first place you see off the highway. Plan your routes, check the prices in areas you know you'll need to fill up and watch the savings add up.

By using the Apex Mobile Factoring™ app, available for your Android® or iOS® device, you can see the best discounts available. By taking advantage of the best fuel discounts, you can save an average of \$0.33 off the price at the pump, which can add up to thousands in savings!

Fuel and Routing Optimization

Another way to save on fuel costs is to decrease the amount of fuel your trucks are using and therefore how much you purchase. Fuel optimization and truck routing software can help you manage your truck or fleet's fuel consumption and routes to save money. By tracking your trucks' data, you'll start to understand which routes, freight types, and drivers use more fuel per mile.

More and more companies are entering the trucking and transportation space with software designed to improve fuel efficiency. Do your research and ask questions. Some fuel-saving features could come with your ELD platform. Other independent software could integrate with your company and truck data to help identify areas that need improvement. Also, technology is available to automate the IFTA reporting process.



Apex Fuel Finder on the Apex Mobile Factoring™ app, available for your Android® or iOS®.

WHEN TRUCKS REACH SPEEDS OF 50 MILES PER HOUR OR HIGHER, AERODYNAMICS IS THE MOST IMPORTANT FACTOR IN FUEL ECONOMY.

FUEL SAVING EQUIPMENT

For long-haul truckers who spend most of their time at high speeds, there is a huge opportunity for fuel savings. For an 18-wheeler at highway speeds, half their fuel is used overcoming aerodynamic drag.

Semi-trucks are not the most aerodynamic vehicles, but there are several ways to improve your fuel-efficiency by reducing semi-truck drag.

Various types of fairings can be added to many parts of a semi-truck and trailer. Fairings are attached to the truck in different ways to change the airflow pattern around the big rectangular box you're trying to pull at 50 or 60 mph.

Trailer skirts attached under a trailer and trailer tails attached to the rear of a trailer are popular add-ons to improve aerodynamics. [A 2015 study](#) showed trailer tails and skirts offer significant fuel savings, especially when used together.

Another effective way to improve your trucks aerodynamics is to reduce the gap between the cab and the trailer. Air gets trapped in that space causing a significant amount of drag. Cab and roof extenders are devices attached to the cab of the truck to route air around that gap.

There are also hoods, fenders, mud flaps, hub caps, bumpers, mirrors, and more designed to reduce the drag on your truck by changing its shape to allow air to move better around it. We found many companies showing off their fuel-saving hardware at truck shows like the Mid-America Trucking Show (MATS) and Great American Truck Show (GATS).



Image Sources: www.foodlogistics.com & www.trucknews.com

Buying the Right Truck Tires

Finding the right tire at the right price isn't just about the price tag. Getting the right tires, proper installation and maintenance can lower your overall costs on fuel and have an impact on your bottom line longer than you might think. With so much strain placed on those 18 wheels, tires are not an expense to take lightly.

Tire manufacturers spend a lot of time and money researching how to make tires that are long-lasting, fuel efficient, and cost effective. It's important to select your tires based on your unique situation. The best tires for a trucker hauling regionally in the pacific northwest are not the best tires for a trucker hauling freight up and down the east coast. How you drive, where you travel, what you haul, and how fast you go should factor into your tire buying decisions.

For heavy trucks, as much as 15-30% of fuel is used to overcome rolling resistance or the energy lost from drag and friction of a tire rolling on the road. Low rolling resistance tires are designed to minimize that force slowing you down and reduce your fuel consumption. Having the right type of tires in the right locations on your truck and trailer is important, too.

Even the right tire can drag you down if they're not properly maintained. Keep an eye on tire pressure and tread wear when you do your regular maintenance and pre and post trip inspections.



Great Tire and Service Discounts With the Apex Fuel Card



FUEL EFFICIENT PRACTICES

Last, but not least, let's talk about *how you drive*.



Speed and Braking

At highway speeds, aerodynamic drag on a truck and tire rolling resistance increases, putting more strain on the truck and lowering fuel economy. By setting guidelines for speed and when higher speeds can be used, like when passing other vehicles, you can improve your fuel efficiency. Habits such as using cruise control, coasting before braking, and not accelerating too fast can be formed with training and ongoing reinforcement.

Reduce Idling

Each year, millions of gallons of diesel fuel are burned while idling. OTR truckers spend a lot of hours in their trucks when they're not driving. Some of the most used idle-reducing technology by the fleets in the NACFE study include well insulated cabs, electronic engine controls, diesel-fired heaters, and battery-powered HVAC.

Driver Incentives

If you're not behind the wheel but want to prioritize fuel savings, how do you do that? Incentivizing your drivers to adopt these practices and make it a priority is a good way to create a culture of efficiency and sustainability. Setting standard expectations and creating reward or bonus structures can not only decrease fuel costs, but it can improve driver satisfaction and reduce turnover as well, which leads to savings in other major areas besides fuel.

THE COST OF FUEL IS CONSTANTLY CHANGING, BUT WITH THESE TIPS YOU CAN OPTIMIZE FUEL USAGE, REDUCE FUEL CONSUMPTION, AND SAVE BIG AT THE PUMP.

Want to learn more about how the Apex Fuel Card and Apex Fuel Finder can help you save on fuel costs? **Call Apex at 1-855-211-0927**

Apex offers clients quick payments, industry-leading service and the best credit system in the industry. When you factor with Apex, you can run free credit checks 24/7 to make sure you're hauling the right loads. With the Apex Fuel Card Program, you can save big at the truck stops you visit most.

- Low, competitive rates
- Recourse and non-recourse factoring options
- Fast and easy online invoicing
- Same-day or next-day funding
- Fuel credit lines available
- No termination fees or long-term contracts
- Access your account 24/7 from your computer, smart phone or tablet



We give you the tools and services you need to manage your business smarter, faster and easier!

- blynk™ - the fastest way to get paid
- *FREE* access to our load board, NextLOAD.com
- *FREE* fuel card with discounts on fuel and services nationwide
- *FREE* online Account Management Portal (AMP) 24/7
- *FREE* credit checks and self-funding 24/7
- *FREE* Mobile Factoring™ app with image capture technology

Why is Apex America's Favorite Factor?

Apex has specialized in factoring for the trucking industry for 25 years. We **ONLY** factor freight bills. We are experts in the industry and we continually add new and innovative programs and processes to help our clients save money and manage their businesses.

