



7 Secrets To Reduce your CPM

1. Accurate Record Keeping is by far the most important quotient in reducing your Cost Per Mile. Many times servicing intervals are left to memory. "It must be due", only to find out the service had been done far too soon after finding the receipt for the prior service, causing unnecessary expense.
2. Once accurate records are established, calculating tire, fuel, maintenance & repair costs is quite simple. Make certain ALL work is dated and tracked by vehicle number and with mileage, hubometer, or hours accurately notated. ALWAYS use the same source.
3. Engine Idling, can be a factor if excessive. The modern electronic engine can consume .9 of a gallon of diesel fuel per hour. If the engine were idled for 8 hours per day, 5 days per week, 52 weeks per year, it would consume 1872 gallons of fuel. At \$1.60 per gallon, this would total approximately \$3000.00 per truck, just on idle. Of course if a driver is required to use a sleeper on the truck, allowance must be made for heat & air conditioning. Another option would be auxiliary units that don't require the engine to idle.
4. Proper Tire inflation and inspection can reduce tire expense if a program is in place. Buying tires on the road puts you at risk of paying too much for the replacement tire, and costs you & your driver lost revenue, and delays of goods transported to your clients.
5. Planning routes around peak commute hours will increase productivity of your equipment and drivers. Valuable permitted driver hours are lost in stop and go traffic. Brakes are overused mileage suffers.
6. Train drivers on your specific equipment. Repair of clutches, transmissions, differentials, power dividers, and engines can destroy your cost per mile ratios. Drivers that are inexperienced in snow, ice or sand can destroy power dividers, tire chains, fenders etc. Electronic engines require different driving techniques than older mechanical engines. Sure, "what if we train them and they leave" always comes up, but..."what if we don't and they stay?" If major repairs are done, ask your CPA about expensing major jobs to capital expense verses maintenance expense.
7. Make follow-up repairs noted at inspection in a timely manner. Out of Service or red-tagged items must be made before operating the equipment on the road. Not having the time now will only cost in downtime and fines when DOT inspectors find at roadside inspections. As we all know good drivers are hard to find and in demand. The number one concern of these drivers, in my experience interviewing them, is SAFETY. They want safe equipment to drive first and foremost, pay and newness or appearance come after Safety. My experience also shows that the top notch drivers (those with fewest accidents, lowest maintenance costs to their truck, best on time delivery records) will keep their equipment appearance in top shape, and earn better pay through incentives and bonuses just because THEY CARE.

These principles are capable of reducing your CPM. There are other factors that can affect your CPM such as insurance, tonnage etc. Pioneer Fleet Service Inc. is experienced in tracking Repair and Maintenance cost per mile for clients. Benchmark numbers are available. If you are a client, prospective client or just inquiring or commenting on the 7 secrets to reduce your CPM, please select the Contact Us link at our website www.pioneerfleet.com, drop us a line by mail, or call us at 916-381-4228.