



The Fleet Manager's Guide to Saving R7 Million a Year.

Fuel your profit with **data-driven decisions.**

One Solution. Endless Possibilities



Introduction from TFN's CRO

This guide was inspired by a powerful address delivered by Reinhardt, Chief Revenue Officer at TFN. In it, he revealed the hidden profit leaks faced by most fleets today - inefficiencies that cost millions, often unnoticed.

He challenged the norm with this idea:

"What if you could add 3-5% margin to your business... without buying a single extra truck?"



This guide is the practical answer to that challenge. Whether you're running a small fleet or a large one, these insights can help you turn diesel into profit - without fancy tech.

The 4 Easiest Wins for an Old-School Transporter

Turn Off Idling

Save ±R1.2M/Year

Check Tyre Pressure Weekly

Save ±R400K - R1.5M/Year



Drive Smoother and Slower

Save R3-5M/Year

Buy Fuel at TFN's Optimised Rate

1,900 L x 12 = 1,080,000 L/M

Up to ±R7M/Year Saved

Stop the idling, pump the tyres, and drive smoother - those 3 steps alone can save you millions a year without spending a cent.

10 Practical Fuel-Saving Tips

-  **Every Drop Counts** - Your biggest leak isn't oil. It's wasted diesel. Track usage and flag unusual spikes per truck.
-  **R1.2 Million Lost to Idling** - One hour of unnecessary idling = 1,000L/year per truck. Multiply that by your fleet.
-  **Underinflated = Overpaying** - 2-8% more fuel gets burnt from poor tyre pressure. Weekly checks are free and effective.
-  **Speed Doesn't Save - It Spends** - Higher speed = more revs = more fuel. 80km/h is the fuel-saving sweet spot.
-  **Route Chaos = Fuel Waste** - Route deviation and congestion can waste up to 15% more fuel. Plan better with TFN tools.
-  **Is Your Fuel Price Always R18.35/L?** - If not, you could be losing R500k to R1.6M/year. TFN's price protection model matters.
-  **Load Smarter, Save Fuel** - Unbalanced or overweight loads can burn 5-10% more diesel. Every kg counts.
-  **One Bad Driver Can Cost You Millions** - Inconsistent behaviour like harsh braking, over-revving, and idling = 30% fuel waste.
-  **Old Trucks Burn More** - Dirty filters and poor tuning cost you in fuel. Older trucks need tighter maintenance.
-  **Your Fuel Report Is a Profit Map** - Your TFN Dashboard shows trends. Use it to identify leaks, spot top drivers, and cut costs.



Where the Fuel Waste Comes From

Here's a breakdown for a **50-Vehicle Fleet** (1,800L/Month each)

Waste Source	% Impact	Rand Value (Annual)
Driver Behaviour	25%	R5.09M
Route and Operations	8%	R1.63M
Vehicle Efficiency	6%	R1.22M
Fuel Sourcing and Theft	5%	R1.02M
Total Potential Loss	44%	±R8.96M/Year



You're not just losing fuel. You're losing margin.
Let's fix that.



Tools That Turn Insight Into Action

TFN is more than a fuel supplier. **We're a platform built for operational savings.**



Route Planner

Avoid congestion and poor route choices.



TFN Dashboard

Monitor litres, patterns, driver performance.



Depot Network Access

Refuel smart - buy at the right place, every time.



TFN Optimised Pricing

Protect your profit margin with R18.35/L base rates.

Bonus

Driver Fuel-Saving Cheat Sheet

Stick this up in your cab, depot, or WhatsApp group:

- ✓ **Switch off when stopped more than 2 mins.**
- ✓ **Check tyre pressure before each trip.**
- ✓ **Keep speed steady - 80km/h is ideal.**
- ✓ **Avoid sudden acceleration or harsh braking.**
- ✓ **No unauthorised detours.**



Small Actions.
Big Results.

Fuel your profit with
data-driven decisions.



Get Started with TFN

Need help applying this? Speak to a TFN expert or access your dashboard now:

<https://tfn.co.za/contact-us/>

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