

TERRAIN SEATTLE A LANDSCAPE CONSTRUCTION COMPANY

- With a small fleet of 12 vehicles it seemed too small a fleet to bother with an on-site fueling option.
- Ironclad worked the quick math on what their current method was (the way 99% of smaller firms) operate.
- Crews would leave the shop at 7 am, when fuel was needed for either the vehicle or fuel cans they would stop at a gas station and grab the opportunity to get some breakfast, coffee and fuel up.
- This is all happening at PRIME TIME first thing when energy is the highest and traffic is getting worse, the average stop of 22 min would end up at the end of the day in OVERTIME. Terrain's office managers would have to handle multiple gas cards and reconcile them at the end of the month.

Average Crew Member Cost per HOUR	\$ 24.00
Average crew members per truck	2.5
Cost per hour	\$ 60.00
Equals cost per minute	\$ 1.00
Stop time average 22 min COST PER FILL	\$ 22.00
Average Fills per week based on 15 MPG	1
Cost per month per truck (4 fills)	\$ 88.00
Total Vehicles	12
Over a thousand dollars a month in labor costs - not counting overtime	\$ 1,056.00

TERRAIN SWITCHED TO A TRAILER MOUNTED 500 GALLON TRANSCUBE

For a monthly rental bill of under \$900 and the ability to have one tidy monthly bill from the fuel supplier at or better than pump prices. Without having to reconcile 12 drivers receipts, it was a no brainer.

GUARANTEED PAYBACK - Look at what fuel management is really costing you.