

# ECO Stars Fleet Recognition Scheme®

## ECO Stars Case Study

**Hargreaves Logistics saves over a Million Litres of Fuel as a member of ECO Stars**

### Hargreaves Logistics

**Nature of business:** Specialist bulk transport

**Number of employees:** 200

**Fleet:** 150 own fleet plus 150 sub-contract vehicles

**Average annual mileage:** 6.4 Million Miles (correct as at 2017)

**Area covered:** UK wide

Hargreaves Logistics is a member of the Hargreaves Services Group, providing specialist bulk transport services to the energy and waste industries in the United Kingdom. Hargreaves operates a fleet of more than 150 vehicles, along with 150 dedicated sub-contract vehicles, consisting of artic and eight-wheeler tippers, walking floors and insulated vehicles all involved in the delivery of bulk goods.

### ECO Stars membership

Hargreaves Logistics joined the first ECO Stars scheme in 2011, in South Yorkshire, and were keen to work with local authorities to minimise the environmental impact of their fleet while maximising their miles per gallon (MPG).

ECO Stars is a fleet recognition scheme which encourages and helps commercial fleet operators to run their fleets in the most efficient and green way. Members are awarded an ECO Star rating when they first join – ranging from one star to five stars – based on an assessment of their operational and environmental performance.

Hargreaves Logistics has been rated as a five star operator since their first ECO Stars review. Their fleet management practices were already very good and ECO Stars fleet expert recommendations concentrated on subtle enhancements to their monitoring and targeting, rather than major changes to their operation. Nonetheless, scheme membership has proved to be advantageous to Hargreaves' senior management.

### Key benefits

- ✓ Endorsement and recognition
- ✓ Tender differentiation
- ✓ Networking, sharing and learning



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## Recognition and differentiation

Hargreaves Logistics declare their ECO Stars membership and rating in every tender they submit to prospective clients and have found that this sets them apart from other hauliers.

Andrew Wolrich, managing director, commented that he sees membership as a good 'badge' and clients, especially local authorities, are always interested to discuss the company's involvement with the scheme.

## Shared learning and networking

For Jay Laverick, Hargreaves' Fuel Champion, the two main benefits of membership are recognition of their work, in particular the fuel management programme, and networking opportunities - sharing ideas with other large operators as well as small fleets. Jay has been running a fuel management programme for four years. In that time, Hargreaves has seen fuel efficiency increase by over 4.5%, more than 900,000 litres of fuel.

## Fuel Management Programme

- 4.5% increase in fuel efficiency
- 900,000 litres of fuel saved
- Increased driver engagement

### The programme has focused on three key areas:

#### 1. Driver training

The company holds fuel training days, which take staff through practical and classroom sessions, to ensure that drivers have a comprehensive understanding of fuel efficiency and vehicle care. Topics covered include anticipation, idling, reduced braking and gear selection, with practical sessions on and off road. Reducing idling can have a big impact on fuel use; decreasing idling by half an hour per day, has saved Hargreaves more than 46,500 litres of fuel per year.

#### 2. Vehicle engineering

Hargreaves has developed a wide-ranging programme of research and trials as well as routine engineering inspections such as tyre pressure or axle and wheel alignment checks. More complex trials of aerodynamics equipment have achieved savings of 30-65 litres per week. Tyre pressures that are down by 20% can mean a 2% increase in fuel consumption, while trials of an axle and wheel alignment programme paid for themselves in one week.

#### 3. Driver engagement

The company recognised that fully engaging the drivers was key to maintaining a fuel efficiency 'culture'. By deploying a range of incentives and awareness raising tactics, Hargreaves has ensured that its staff have stayed motivated and committed to continuous improvement.

Telematics, with a free weekly report, has proved an invaluable tool for monitoring and managing driver performance. Hargreaves take advantage of the drivers' competitive instincts, producing score sheets and posting these in key driver areas.

Having the best systems and equipment in place is significant but the key to operational excellence is commitment from staff.

## Conclusion and future plans

ECO Stars provides a powerful framework that ensures continuous improvement across a business, whatever its size. Jay Laverick believes that there is still room for improvement. *"The results speak for themselves but we remain committed to searching out further opportunities in the future."*

“ *“ECO Stars enabled Hargreaves to stay in touch with the trends in the market place for new technology, training and alternative fuels. The events allowed us to understand what other operators were doing to achieve Best Practice and our five star accreditation meant we were able to showcase the hard work we had applied to fuel efficiency in the business.”* ”

## Interested?

*It couldn't be easier!*

To join ECO Stars call: **01344 770700**  
email **[ecostars@trl.co.uk](mailto:ecostars@trl.co.uk)**

