



7 strategies to reduce fleet fuel costs

Guide for managing fuel
economy and idling.

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Innovative tools and methods to reduce fuel expenses

Fuel consistently accounts for **roughly 21% of total fleet operating costs** – making it one of the largest variable expenses in a fleet budget. Unlike insurance premiums or vehicle depreciation, fuel consumption responds directly to how vehicles are driven, maintained and dispatched.

Fleets today are also managing an increasingly mixed picture of diesel and gas vehicles operating alongside plug-in hybrids and battery-electric units, each with its own cost and consumption profile. No matter the size or composition of your fleet, the fundamentals remain the same – track consumption, coach drivers, optimize routes and put the right data in front of the right people. A connected fleet platform makes all of it manageable in one place.

This ebook covers seven practical strategies for reducing fuel costs across your fleet, with the reports and tools to act on each one.



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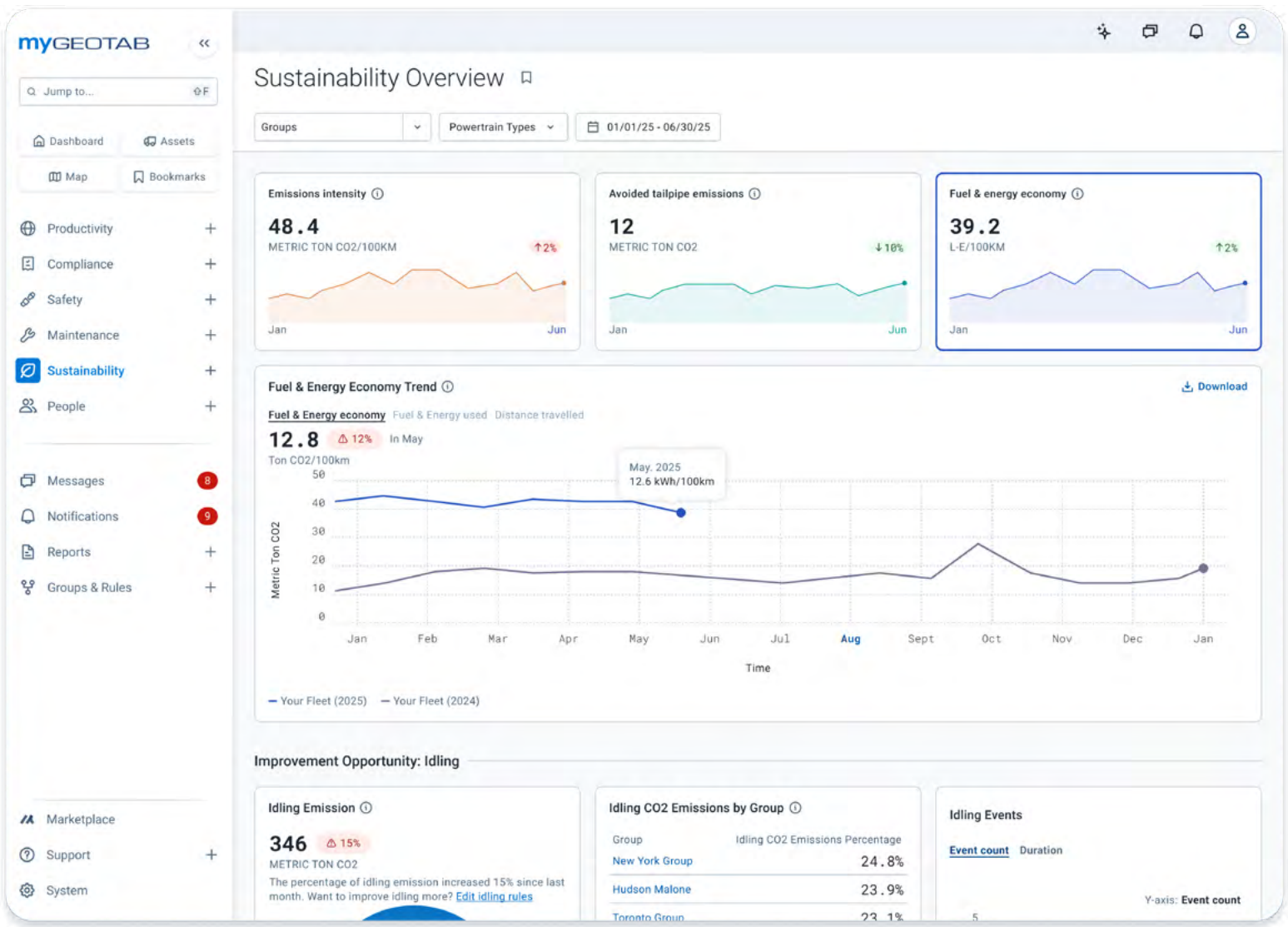
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STRATEGY 01

Track your monthly fuel trends

Keeping fuel costs under control all starts with knowing how and when fuel is being consumed. Do you need a quick understanding of your fleet's monthly fuel usage? How are driver habits impacting your budget? A fleet management platform can deliver that information to you.

Taking a look at fuel usage is a good way to monitor the fuel efficiency of your fleet. With monthly trend reports, you can identify vehicles that have a lower fuel economy as a result of unnecessary mileage, excessive idling, speeding or aggressive driving. Watch the fuel usage trend over time to detect patterns or identify anomalies. If fuel consumption is going up over three months, this could signal it's time for a policy change and driver training or coaching is needed.



Four report types for tracking fleet fuel consumption:



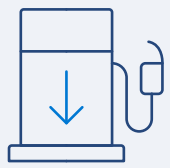
Fuel and Electric Energy Usage Report
Summarizes fuel economy, distance traveled and monthly fuel usage across a chosen time period.



Detected Fill-Ups Report
Shows fuel level diagnostic measurements from vehicle data.



Average Fuel Economy Report
See your miles per gallon (MPG) score.



Fuel and Energy Overview
Monitor fuel economy, energy consumption, tailpipe emissions and idling waste in one cost-focused dashboard.

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STRATEGY 02

Put the brakes on speeding

Speeding and aggressive driving are not only dangerous, but consume extra fuel as well. Aggressive driving can decrease fuel economy in light-duty vehicles by approximately 15-30% (highway speeds) and by 10-40% (stop-and-go traffic), according to the [U.S. Department of Energy](#). This type of fuel wastes is important to target for cost savings.

The dollars and cents of speeding:

Driver behavior is the single largest controllable factor in fleet fuel consumption – accounting for up to **33% of the variance in fuel economy** between vehicles on the same route

For every 5 mph over 60 mph, a heavy truck loses approximately **0.7 mpg** – and dropping from 75 to 65 mph can improve fuel economy by up to 27%



Promote safer, more fuel-efficient driving habits

Hard braking, harsh cornering and rapid acceleration are the driving behaviors that drain fuel the fastest, and the ones most directly within a fleet manager's control. Powertrain abuse, such as running engines at peak RPMs or power shifting manual transmissions, compounds the problem.



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Deliver real-time feedback with in-cab verbal coaching

When a driver is speeding, following too closely or getting distracted, a real-time alert in the cab is your best chance to change the behavior before it becomes an incident. AI dash cams like **GO Focus Plus and GO Focus Pro** deliver in-cab voice coaching the instant a risky behavior is detected so drivers correct the behavior on that trip, the moment it happens. That real-time correction is where the fuel savings come from: fewer hard braking events and less speeding means less fuel burned per mile, compounded across every vehicle in your fleet.



Reinforce company policy with vehicle tracking devices, fleet rules, alerts and reporting



Vehicle tracking devices

GPS fleet tracking captures speeding and aggressive driving events as they happen, giving you the data you need to intervene early and coach with confidence.



Fleet rules

Set intelligent rules in MyGeotab for the behaviors that cost you most: driving more than 5 mph over the posted speed limit, hard braking, rapid acceleration, harsh cornering or over-revving. Smart Speeding (available on GO Focus Plus and GO Focus Pro dash cams) uses actual road sign data rather than static speed limit databases, so the limit enforced reflects what's on the road.



Alerts

Keep drivers and managers informed with real-time in-vehicle audio, email alerts, pop-ups or SMS. The right alert at the right moment is the difference between a habit and an incident.



Reporting

Review event counts by vehicle, route or driver over any date range. Running reports daily, weekly or monthly surfaces who needs coaching and who deserves recognition.



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STRATEGY 03

Lower your fleet idling time

Idling is a leading cause of wasted fuel, and the excess emissions also come with an environmental cost. According to the [U.S. Department of Energy](#), a diesel truck left idling consumes approximately 0.8 gallons of fuel per hour, adding up fast across a fleet.

Before you can reduce idling, you need a baseline. Pull an idling report across your full fleet – most fleets find the number is higher than expected, and the distribution is rarely even. Knowing which vehicles and drivers are responsible for the most idle time tells you where to focus before you build out fleet-wide initiatives.

Key metrics for fleet fuel efficiency

1

Fuel and energy consumption

Tracks total fuel and energy use per distance traveled, so you can manage costs, forecast needs and spot where efficiency is slipping.

2

Idling fuel

Shows how often and how long vehicles idle, and which drivers or groups are wasting the most fuel doing it.

3

PHEV efficiency

Combines fuel and electric energy into a single efficiency score, showing whether drivers are leaning on the battery or the engine.

4

Fill-up volume

Shows how much fuel was added to the tank, pulled from engine data or matched fuel transactions.

5

State of charge and health

Tracks current usable battery charge, plus long-term battery health so you can see capacity loss over time.

6

Range capability

Estimates how far a vehicle can go on its current charge, and its full-charge range based on recent trip history.

Three idling rules to match your fleet's needs:



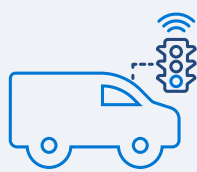
Idling (time-based)

Flags any vehicle that idles beyond a set time threshold. Set up alerts so drivers and managers are notified the moment a threshold is crossed.



Idling within zone

Restricts idling in specific locations such as customer sites, depots or no-idling zones, so you're only notified when idling occurs inside a zone where your fleet policy prohibits it.



Preventable Idling

Automatically distinguishes between a truck sitting at a red light and a crane operator running equipment on a job site, excluding legitimate work-related engine use so managers avoid chasing false positives. Refine it further with custom time thresholds and zone restrictions.



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With a baseline in place, three approaches consistently reduce idling:



Education and awareness campaign

Drivers who understand what idling costs are more likely to change the habit than those who've received a policy reminder. Calculate the per-truck, per-day fuel cost at your current idle rate and share it with your drivers.



Eco-driving training

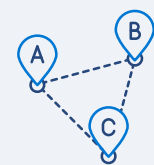
Train drivers on the specific behaviors that cut unnecessary idling: shutting the engine off during stops longer than a few minutes, skipping the warm-up idle that modern engines no longer need, and using auxiliary power units during rest periods instead of running the engine for climate control.



Idling contest

A monthly challenge that tracks idling reduction by driver or team creates accountability that a policy reminder alone doesn't. Drivers who see their numbers on a leaderboard pay attention and the habit tends to stick once it forms.

Geotab reports where you can see the data



Trips History Report (Native)

Shows the amount of time a vehicle spent idling along with a summary of driving versus idling time. Video footage and high-speed replays sync directly to the trip card, so you can see exactly what happened without navigating away or opening a separate player.



Exceptions Summary Report for idling (Native)

Shows exception trends for idling by rules, assets, drivers and groups, so you can spot patterns across your fleet at a glance.



Last three months Idling Trend Report (Marketplace add-in)

View idling trend over a three-month horizon to assess performance over time.



Fuel and Energy Overview

Monitors fuel and energy used while idling, by total and by group, so fuel costs from idling are tracked alongside your other efficiency data.



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STRATEGY 04

Optimize routes and delivery schedules

Out-of-route miles, inefficient dispatching and unplanned stops are among the most controllable fuel costs in your operation. But reducing miles isn't as simple as choosing the shortest route. Fleets also have to account for delivery time windows, customer commitments, vehicle capacity and driver assignments. Route optimization balances all of those constraints simultaneously, so you're not sacrificing service levels or overloading vehicles to save fuel on paper.

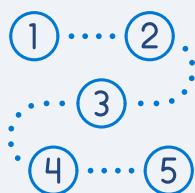
Traffic congestion and construction delays are a fuel problem as much as a time problem. Route planning that factors in real-time and historical traffic patterns keeps drivers out of avoidable bottlenecks, where engines run and fuel burns without covering ground. Setting daily distance caps at the driver level limits total fuel exposure per shift and helps dispatchers distribute workload evenly rather than concentrating miles on a handful of vehicles.

A route plan is only as good as the day it was built for. When a vehicle breaks down, a road closes or a delivery runs late, dispatchers adapt the plan in real time — reoptimizing affected routes, moving appointments and reallocating stops to keep the fleet moving without piling extra miles onto other drivers.



Mileage reports in MyGeotab

Mileage reports show planned versus actual distance per visit and total distance per plan, giving dispatchers the numbers to evaluate whether routes were completed as assigned. Compare planned and actual figures across your fleet to identify where routes are consistently running long.



Geotab Routing & Optimization

Geotab's routing platform optimizes for the total economics of every job – not just distance. It factors in fuel costs, driver skills, vehicle capacity, appointment value and overtime risk, so routes are built around what each job costs to complete. A complimentary route analysis quantifies your potential savings before any commitment, and fleets typically see 15-30% mileage reduction with payback in under six months.

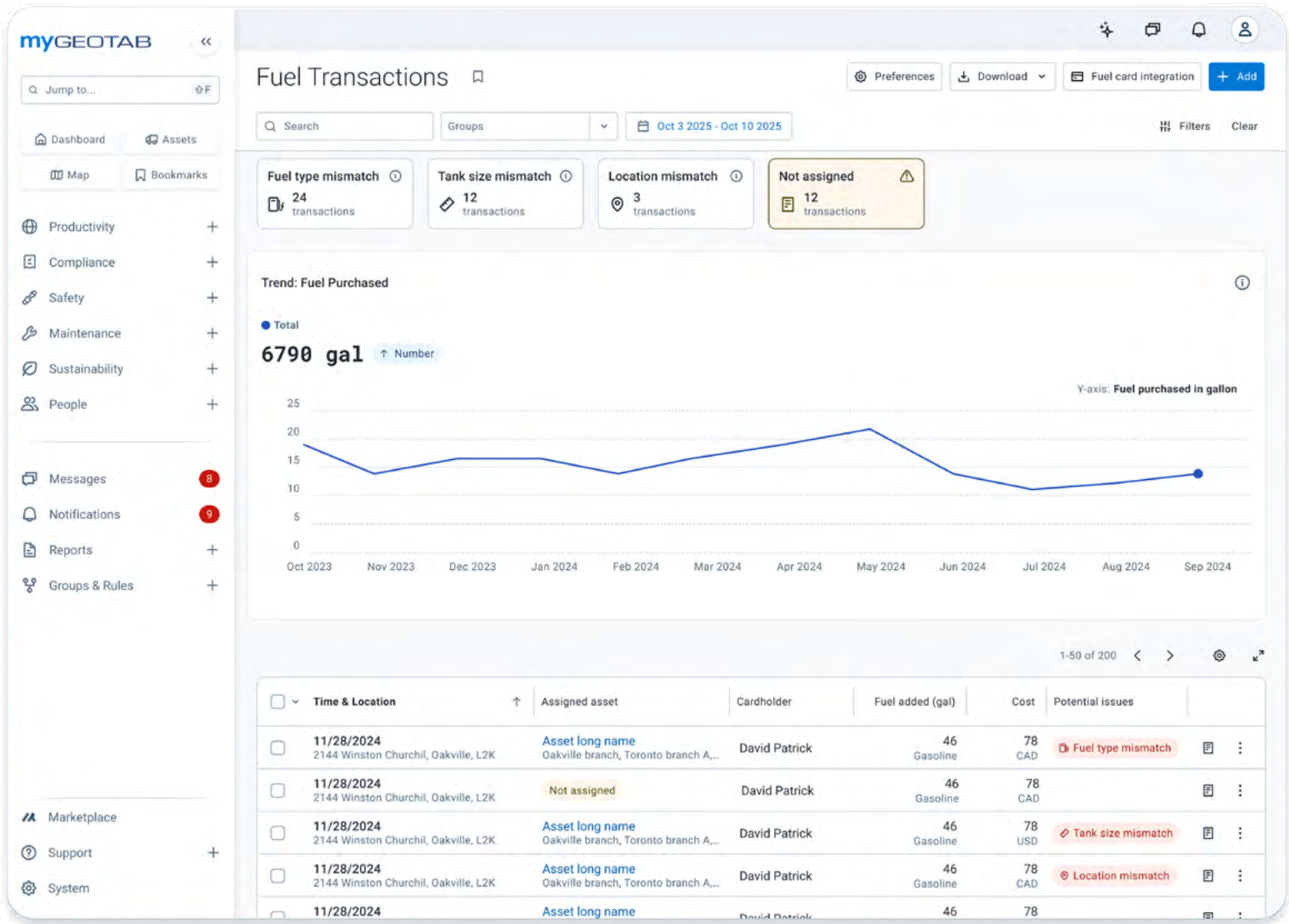


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STRATEGY 05

Monitor fleet fuel expenses with Fuel Transactions

Monthly totals tell you how much you spent but they don't tell you where it went, who drove it up or whether every transaction was legitimate. Without that context, patterns of misuse and inefficiency build up in the background until they're too large to ignore.



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The fix is to cross-reference fuel purchase data against telematics data – matching what was bought against where the vehicle was, what it was fueling and how full the tank should have been. When those things don't line up, the transaction gets flagged for review. That kind of automated cross-check catches the discrepancies that manual reconciliation routinely misses:



Fuel type mismatch

The fuel purchased doesn't match the vehicle's engine type.



Tank size mismatch

More fuel was purchased than the tank can hold.



Location mismatch

The fuel-up happened where the vehicle wasn't.

These features help identify data anomalies for further investigation. They are not determinative of fraud or misconduct.



Fuel Transactions in MyGeotab

Track spend by vehicle, identify which assets are consuming the most fuel and spot patterns across your fleet in one place. Fuel card integrations connect your existing card program automatically so there's no switching vendors.

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STRATEGY 06

Know your fleet's fuel economy and emissions

Every fuel-saving decision in this ebook depends on knowing your baseline. Fuel economy data tells you whether underperformance stems from driver behavior, vehicle spec or a maintenance gap. Emissions data tells you where your biggest inefficiencies are concentrated. And electrification readiness data tells you which vehicles in your current fleet are realistic candidates for replacement and what the fuel and emissions impact of that switch would be.

Without that baseline, you're making procurement, coaching and maintenance decisions based on intuition rather than evidence. When a vehicle class consistently underperforms on fuel economy against others doing the same work, that's data worth factoring into your next replacement cycle.

This is especially true in mixed fleets. Internal combustion engine (ICE), hybrid and EV vehicles have fundamentally different consumption profiles, benchmarking them together produces averages that don't reflect any individual vehicle accurately. Tracking each type separately is the only way to know whether a gap is a driver problem, a spec problem or a fleet mix problem.

Inside Geotab's Fuel and Energy Overview

Geotab's Fuel and Energy Overview gives fleet managers direct visibility into the KPIs that drive fuel spend, all in one dashboard.

The Fuel and Energy Overview tracks:



Fuel efficiency
Track fuel economy, consumption and energy usage across your fleet to manage costs, forecast needs and identify where efficiency gains are possible.



Idling fuel
Monitor fuel and energy used while idling to pinpoint which vehicles, drivers and groups represent the biggest reduction opportunities.

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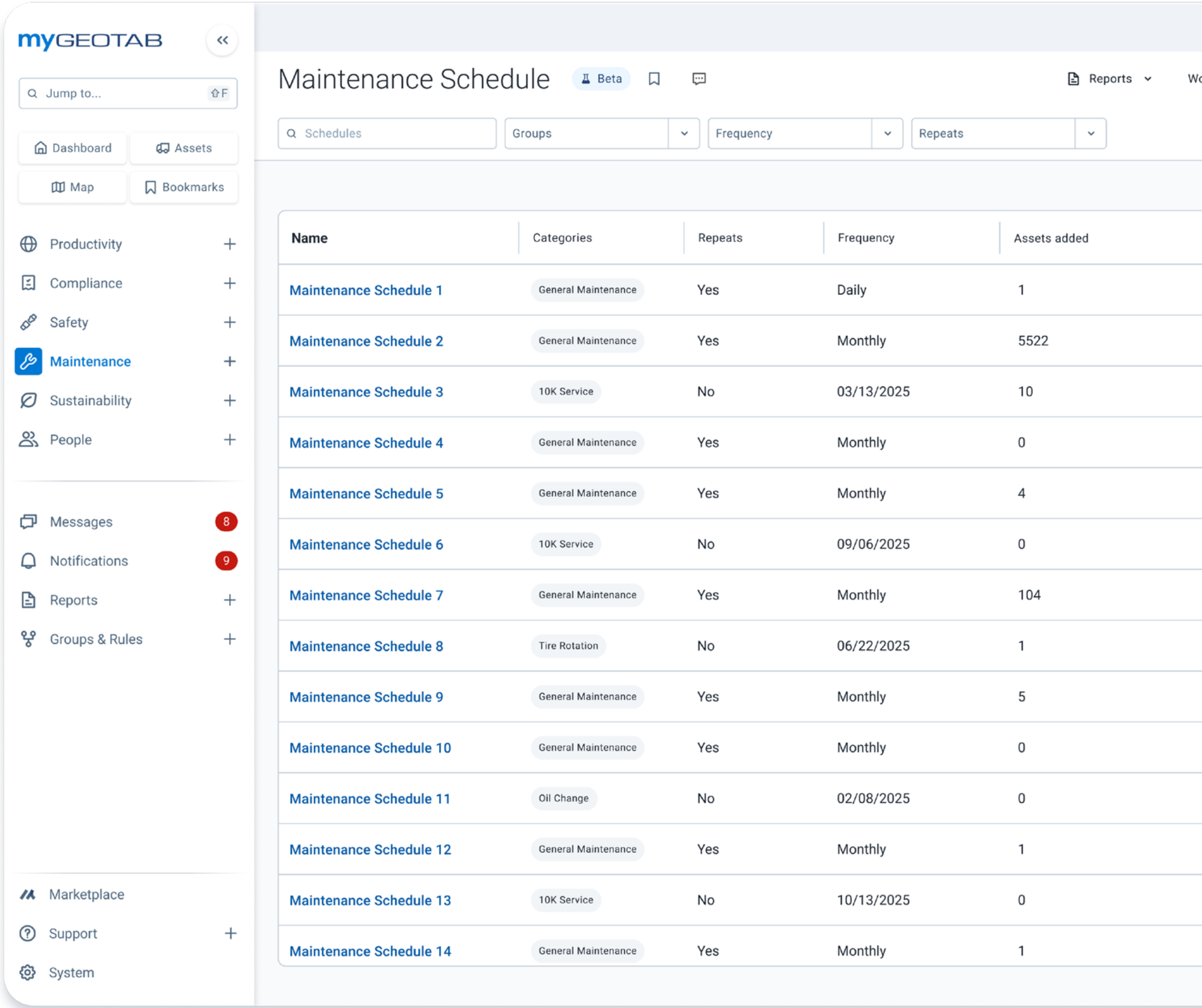
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Maintenance is a fuel strategy too

Regular maintenance is one of the most underrated levers for fuel economy. A vehicle burning oil faster than normal, running on underinflated tires or carrying an unresolved fault code is paying a fuel penalty on each trip.

Stay on top of scheduled maintenance

Using the manufacturer's recommended grade of motor oil can improve fuel economy by 1-2%, according to the [U.S. Department of Energy](#), and that's before factoring in air filter replacements and oil changes. Skipping or delaying scheduled maintenance allows worn brakes, low oil levels and incorrect tire pressure to go undetected until they pull vehicles out of service entirely. Sudden spikes in oil or fuel consumption for a specific vehicle are a signal worth acting on immediately.



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Keep tires properly inflated

For every PSI below the tire manufacturer's recommended pressure, you could be losing 0.2% in fuel efficiency. Multiply that across multiple tires and multiple vehicles and the fuel cost compounds quickly, without a single visible symptom until a tire fails.

Ready to lower your fuel costs?

The strategies in this ebook are effective because they're built around knowing exactly what's happening across your fleet and having the tools to act on it.

Geotab gives you that visibility for diesel, gas, plug-in hybrid and battery-electric vehicles in one platform, with [500+ Marketplace solutions](#) to extend it further.

See how our full suite of fuel management tools work for your fleet. [Book a demo.](#)



Scheduled maintenance

Schedule recurring maintenance in MyGeotab's Schedules page so oil changes, inspections and service intervals are assigned, tracked and completed on time. When a Check Engine light comes on, the Faults page lets you evaluate the specific fault code and take action before a small issue becomes a costly repair.



Tire pressure monitoring

MyGeotab's tire pressure monitoring rule uses machine learning to establish vehicle-specific pressure baselines, replacing blanket thresholds with intelligent alerts that trigger when a specific vehicle's tire drops below its normal operating range. When a critical pressure issue is detected, it automatically generates a work order with the vehicle and affected tire identified.



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About Geotab

Geotab is a global leader in connected operations, video telematics and AI-powered insights. Trusted by more than 100,000 customers – from small and mid-size fleets to Fortune 500 enterprises and public-sector organizations, including the U.S. federal government – Geotab connects approximately 6 million vehicles and assets across all seven continents, processing 100 billion data points daily. Serving industries including transportation and logistics, construction, energy, utilities, field services, and beyond, Geotab's open platform and partner ecosystem unify safety, compliance, and operations in a unified system, powering smarter, more connected operations. With ISO/IEC 27001:2022, SOC2, FIPS 140-3 and FedRAMP authorizations, Geotab is able to meet the highest standards of data security, backed by strong customer support. Our mission: a safer, more efficient, and more sustainable world in motion.

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