

# Oilfield/Energy Services Case Study

Test Reveals Significant Fuel Savings as Loenbro Installs  
Derive Technology



This case study summarizes activities leading up to the decision by Loenbro, a construction and oilfield/energy services corporation based in Great Falls, Montana, to install Derive Systems software across its 269-vehicle fleet.

**LOENBRO**  
LEADING THE CHANGE

## 1. OVERVIEW

Consistent with its corporate culture that works to improve productivity and reduce expenses, Loenbro sought a solution to lower its fleet's operating cost. The solution needed to cover the large fleet, deliver safe operations and perform equally well in the heat of a Texas summer as well as the Dakota winter.

- Trucks are often kept idling at a work site or outside a production facility for hours to ensure vehicle cabs are warm or cool, depending on weather conditions, and ready to move when the time is right.
- These trucks log tough miles, often across rugged terrain, to move crews and equipment to job sites in cities and remote areas.

## 2. ACTIONS

In February 2017, Loenbro officials reached out to Derive to discuss a partnership and arranged a one-month test.

- Loenbro technicians installed Derive technology in two supervisor trucks.
- The engines were calibrated to the requirements of actual use, rather than generic factory settings.
- Intended fuel savings and safety benefits were expected both while vehicles were idling & were driving in highway situations.

Derive upgraded two F-150 vehicles:

- Ford F-150 with 3.5-liter EcoBoost V6 engine
- Ford F-150 with 5-liter V8 engine

The supervisor-drivers were not informed of the change in engine software so that their driving behavior would not influence the pilot.

### 3. RESULTS

In March, data was retrieved from the trucks and revealed this information:

- 7% fuel savings in the V6
- 8% fuel savings in the V8

Based on these striking results, Loenbro signed an agreement to install Derive technology in all 269 trucks. Full deployment will occur by Fall 2017.

Fleet Manager Zach Adkins expected the recalibrations of the fleet's other trucks to generate even greater savings because those trucks log more miles and more time in the field than trucks assigned to supervisors.

Fleet performance data will be gathered and analyzed six months after installation.



ANYTIME YOU CAN GAIN FUEL EFFICIENCIES, ENHANCE SAFETY AND HELP THE ENVIRONMENT – WITHOUT ADDING PARTS – YOU HAVE A GREAT PROGRAM

- PAUL LEACH, LOENBRO PRESIDENT

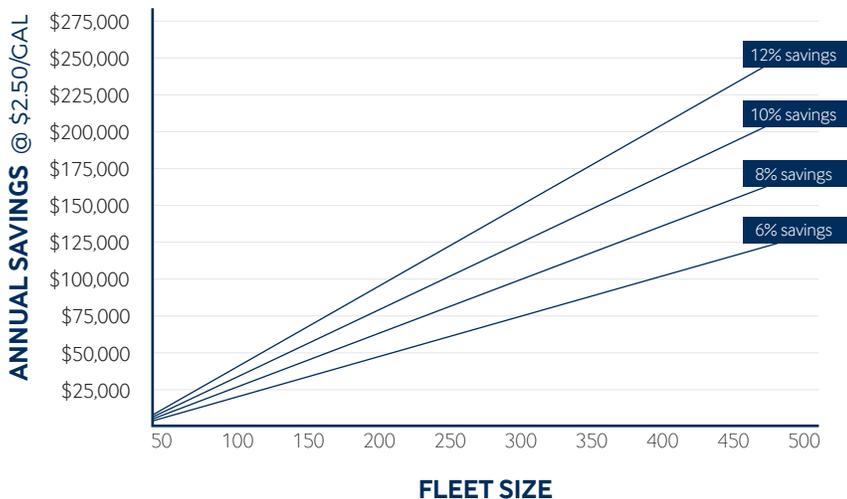


**\$70k**  
Savings Per Year

Loenbro expects 6-8% fuel savings across its 269-truck fleet, saving about \$70,000 a year at \$2.50 a gallon.



### PROJECTED SAVINGS BY FLEET SIZE



### QUICK & EASY INSTALLATION

Derive's handheld programmer is plugged into a vehicle's on-board diagnostic port (ODB-II). During installation, the device walks through a set of basic inputs, such as type of fuel used and the top speed permitted. The programmer then optimizes the engine control module settings with Derive's proprietary software in order to achieve the customer's desired results. The entire process takes about 15-20 minutes per vehicle.

The software does not affect the manufacturer's warranty, and it utilizes settings already available in the vehicle's computer system.

Derive Systems is a leading automotive technology company with over 1.7 million software installations powering upgraded experiences for drivers on the road today. Derive connects vehicles and their engines to the digital world, enabling individuals and enterprise fleets to take control and optimize their vehicles for performance, fuel efficiency, safety, and more.

The Derive Systems platform leverages added on-board intelligence, powerful cloud data integration, enhanced sensors, and further technologies to personalize every automotive experience. We transform vehicle experiences from one-size-fits-all to smart, dynamically adaptable, and mission-specific.

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