

## FuelOpps™ Levels and Badges

FuelOpps awards **levels** and **badges** for mastering the FuelOpps skills.

All drivers start at the **FuelOpps 1 (F-1)** level. Higher levels are achieved as more badges are earned.

There are two badges for each skill. The blue badge is achieved for an average monthly skill score better than roughly half of the drivers in the fleet. A gold badge is awarded for an average monthly skill score better than almost everyone else in the fleet.

### Earning a Skills Badge

To earn a blue or gold badge, maintain an average score above the respective level for a calendar month (refer to the reverse side for the levels). *Remember, it's the average score that counts.* Therefore, a poor score on any given day can be made up during the remaining days in the month.

The blue and gold level may be adjusted once a year as the performance of the fleet changes, but in each case it will be set at a level that is approximately better than half of the fleet (blue) or near the top (gold).

See the number of badges that have been earned, the FuelOpps level and progress to the next level, by logging in at [conway.fuelopps.com](http://conway.fuelopps.com) or call FRAN at **1-844-FuelOpps (383-5677)**.

**Need help?** Or have an idea that makes this better for everyone?

Contact FuelOpps driver support at [support@fuelopps.com](mailto:support@fuelopps.com) or call FRAN at **1-844-FuelOpps (383-5677)**.

### How much time do I need?

| 50 | Distance to Go |          |          |          |          | 250 mi.  |
|----|----------------|----------|----------|----------|----------|----------|
|    | 50 mi.         | 75 mi.   | 100 mi.  | 150 mi.  | 200 mi.  |          |
| 51 | 1 H 0 M        | 1 H 30 M | 2 H 0 M  | 3 H 0 M  | 4 H 0 M  | 5 H 0 M  |
| 52 | 0 H 59 M       | 1 H 28 M | 1 H 58 M | 2 H 56 M | 3 H 55 M | 4 H 54 M |
| 53 | 0 H 58 M       | 1 H 27 M | 1 H 55 M | 2 H 53 M | 3 H 51 M | 4 H 48 M |
| 54 | 0 H 57 M       | 1 H 25 M | 1 H 53 M | 2 H 50 M | 3 H 46 M | 4 H 43 M |
| 55 | 0 H 56 M       | 1 H 23 M | 1 H 51 M | 2 H 47 M | 3 H 42 M | 4 H 38 M |
| 56 | 0 H 55 M       | 1 H 22 M | 1 H 49 M | 2 H 44 M | 3 H 38 M | 4 H 33 M |
| 57 | 0 H 54 M       | 1 H 20 M | 1 H 47 M | 2 H 41 M | 3 H 34 M | 4 H 28 M |
| 58 | 0 H 53 M       | 1 H 19 M | 1 H 45 M | 2 H 38 M | 3 H 31 M | 4 H 23 M |
| 59 | 0 H 52 M       | 1 H 18 M | 1 H 43 M | 2 H 35 M | 3 H 27 M | 4 H 19 M |
| 60 | 0 H 51 M       | 1 H 16 M | 1 H 42 M | 2 H 33 M | 3 H 23 M | 4 H 14 M |
|    | 0 H 50 M       | 1 H 15 M | 1 H 40 M | 2 H 30 M | 3 H 20 M | 4 H 10 M |

Ave. Speed (MPH)



FuelOpps™

Drivers Guide

Tips to  
Improve  
your Score  
for Con-way  
Truckload  
Drivers

# FuelOpps™ Guide and Tips for Con-way Truckload Drivers

| FuelOpps Rating                      | Definition   | Tips   | Scores for Con-way TL |             |
|--------------------------------------|--|--|-----------------------|-------------|
|                                      |  |  | Good                  | Great       |
| Overall Driving                      | The overall score for how fuel efficiently the truck is operated while it is moving (idling does not affect this score). This score is a combination of the applicable driving skill scores. | Points per mile are awarded for rankings in the top half of the group but the amount of points increases with improving rank (a lower rank is better). To improve the Overall Driving score, focus on each of the applicable skill below .   | 6.2                   | 7.0         |
| <b>Skills</b>                        |  |  | <b>Blue</b>           | <b>Gold</b> |
| Progressive Shifting (manual trans.) | A measurement for how frequently good progressive shifting is used during acceleration. Top drivers score 100 on this metric.  | Use the minimum revs needed to get the truck rolling. In most situations, in the lowest gears only 50-100 rpm should be needed before upshifting. As the truck's speed increases, more of the RPM range can be used to achieve the desired speed. Modern diesels develop torque at low RPMs making this not only the most efficient way to get up to speed, but also the fastest.  | 92                    | 97          |
| High RPM (manual trans.)             | A measurement for hard acceleration, often noticeable when the engine is revved to very high RPMs. A perfect score is 100.   | Whenever possible, keep the engine RPMs at 1500 RPMs or less (excluding engine braking). The engine's torque drops off rapidly after about 1400 RPMs.  | NA                    | 100         |
| Highest Gear (manual trans.)         | This measures how well the engine is kept at it's optimal RPMs while driving at a steady speed. A high score is better.  | When possible, keep a steady speed at the lowest practical RPMs. Using cruise control may help when the terrain is flat. A top score can be achieved by using the highest possible gear, downshifting as late as possible when approaching and climbing hills, and keeping engine RPMs low and steady.   | 93                    | 98          |
| Acceleration (auto. trans.)          | Measures high revs while accelerating.   | Accelerate in a manner that keeps the transmission from holding a gear any longer than necessary and allows the transmission to skip shift as often as possible.   | 61                    | 68          |
| Kickdown (automatic trans.)          | This measures how often the transmission is forced into a lower gear.  | Allow the transmission to remain in a gear that maintains a low engine RPM for as long as possible. While climbing a hill, let the vehicle keep the RPMs in the peak torque range (1100-1500 RPM) for as long as possible and keep the transmission from downshifting too early. If the vehicle is about to crest a hill and a downshift is imminent, allow the vehicle to slow down (when safe to do so) to prevent the downshift.  | 59                    | 65          |
| Highway Speed (both trans. types)    | A measurement of how often top speed is reduced. The best score is 100 for this metric (again, arrow in the blue).   | This is the simplest metric to understand (slow down to get the best score) but (for some) hardest to do. Finding the right balance in speed versus time on the road is difficult and sometimes, every minute counts. However, when it makes sense, keeping the top speed below 62/63MPH will make a large difference to the score. For a typical OTR driver, reducing top speed by 3 MPH adds less than 20 minutes to a driving day. Some days those 20 minutes matter, but on the days it doesn't, it's an opportunity to earn some easy points. | 61                    | 68          |

**Idling**  
 The idling score is based on the actual idle percentage during the month versus Con-way Truckload's idling target. Solo, regional, and team targets vary by month and will be weighted by the amount of time spent in each group in the month. Team drivers receive the same idling score (for the time they are a team) regardless of who is logged in. A score of 5.0 indicates your idle time meets the target and will be awarded points. Idling less than the target increases the score and increases idling points. Idling points are shown to the right of the idling score and will be credited to the total balance at the end of the month as long as the monthly idling score remains at 5.0 or above.

**Remember:**  
 Idling points can be earned regardless of the Overall Driving Score and ranking.  
 Idling score is cumulative through a calendar month and idling points are not credited to the total point balance until the end of the month.  
 All idle time counts. It's best to turn off the engine any time the vehicle is stopped and it is safe to do so.  
 Check [conway.fuelopps.com](http://conway.fuelopps.com) or the FuelOpps mobile app to see how you are doing at any point during the month. See the example at the right.  
 Please call a FuelOpps driver coach at 1 844 FuelOpps (383 5677) with any questions.

