

# vWork State of the Fleet Survey 2024 Results

## STATE OF FUEL

**Q** Are you considering purchasing an electric or hydrogen powered vehicle?



**12.5%**

Already have one



**6.94%**

Plan to get one in next year



**52.78%**

Possibly might get one in the future

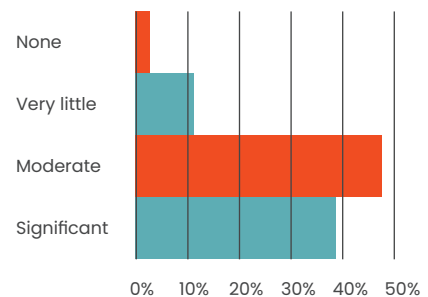


**24.78%**

It's not an option

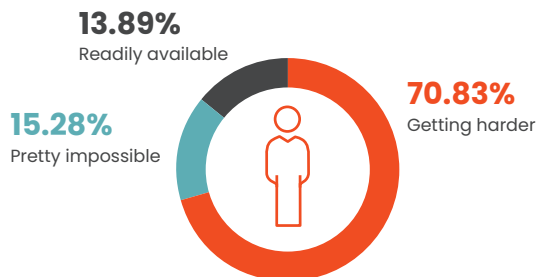
**“** While I would be inclined to go with Hybrid for personal use...I do not consider Electric an option for this business.

**Q** How big an impact does fluctuation fuel prices have on your bottom line?

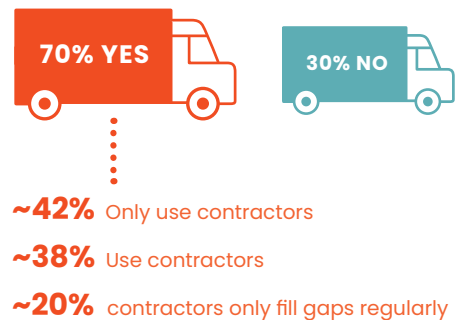


## STATE OF DRIVERS

**Q** How easy is it to find competent drivers?

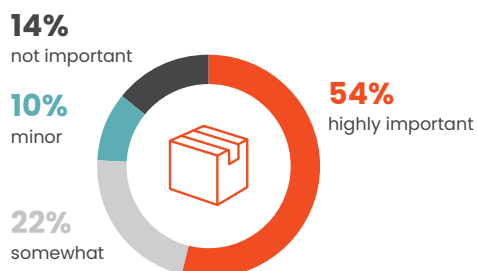


**Q** Do you use contract drivers?

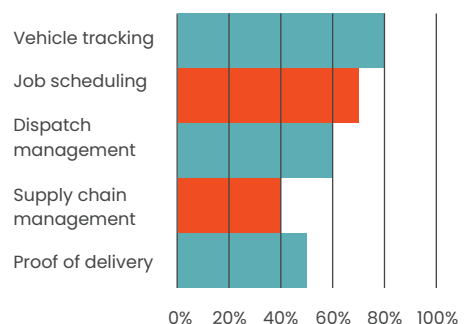


## STATE OF OPERATIONS

**Q** How important is it for you/your drivers to be able to manage/prove they delivered at a certain time and place (DIFOT)?



**Q** Do you have software to the following?



# What does this tell us?

## Insights from the vWork team



### STATE OF FUEL

Despite all the promotion and noise around EV and Hydrogen powered vehicles over the last few years - we are still only seeing the early adopters moving ~18%. The majority are taking a 'wait and see' stance with a relatively strong 'not-fit-for-purpose' sentiment for those in long haulage or carrying heavy loads.

This is, however, at relative odds with around 85% of the market being negatively impacted by fluctuating fuel prices - with nearly 40% seeing this as significant. This is leading to a move to look to maximise fuel usage through encouraging better driving practice, better vehicle maintenance and improved route optimization.



### STATE OF DRIVERS

The vast majority of the market - over 70% - are finding it harder to get drivers and a further 15% believe it is pretty much impossible. This in turn is driving businesses in corresponding numbers to increasingly turn to contract drivers. That is either on a permanent basis or to fill gaps on a regular or occasional basis.

This completely aligns with what we are hearing around an aging workforce, low uptake on training and trying driving conditions (long hours, difficult road conditions and physically demanding work) having an impact. While we wait for training to catch up with demand it looks as though the trend to 'leaning' on contractors will continue and businesses need to look for ways to make it as easy as possible for new contractors to pick up their delivery processes.



### STATE OF OPERATIONS

Given the revenue leakage we understand happens from fraudulent returns it was no surprise that 76% saw proof of delivery as being a priority. What is surprising was that relatively few appear to be using software to solve this issue - with just 45% having a solution to hand.

We were really pleased, however, to see the number of respondents deploying technology across their business - many of those we spoke to were doing the joined up thinking of deploying integrated specialist apps versus looking for a 'one solution to fix it all' approach.

## A bit about the Survey and vWork

The survey was taken from a sample of 72 responses across NZ between March and May 2024. While all respondents used the same survey form - some were gathered face-to-face and others online. This is not intended to be a statistically significant survey. It is - however - hopefully a useful view of industry sentiment across some

topical themes which we will look to repeat in a year or so to see if that has shifted. vWork is a New Zealand based delivery management solution provider - covering route optimization, proof of delivery and a whole lot more. To see if vWork could work for you please take a look at [vworkapp.com](http://vworkapp.com).