



## Results of PHH Arval's "green" survey

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PHH Arval recently conducted a survey of public and private sector fleet managers designed to gauge awareness of environmental issues and barriers to implement solutions. The survey, available in more detail at [www.phharval.com/greensurvey](http://www.phharval.com/greensurvey), yielded the following conclusions:

- **Corporate interest in environment is growing.**  
Asked to rate how their organizations' interest in the environment has changed over the past year, 45% of respondents said it had grown significantly. In addition, there was significantly more interest from senior management in the impact the organization's fleet of cars and trucks has on the environment – 77% of respondents indicated they had been asked about the environmental impact of their fleets in the past year.
- **Most of the respondents have already explored opportunities to green their fleets.**  
Techniques for improving environmental performance included right-sizing, hybrids, flex-fuel vehicles, driver training, preventive maintenance, and greenhouse gas offsets. Greenhouse gas offsets were the least explored option among those surveyed. A higher percentage of government fleet managers explored opportunities in every category as compared to their private sector counterparts.
- **Barriers still exist for improving the environmental performance of the fleet.**  
According to the survey, 59% of public sector and 56% of private sector managers considered cost the biggest barrier. In addition, 89% of corporate fleet managers and 79% of government fleet managers who looked at hybrids cited costs and availability of appropriate vehicles as barriers. Driver attitudes were more of an issue for government fleets (35% vs. 18%), and lack of executive interest was more of an issue in the private sector (20% vs. 12%).
- **More tools needed to help with environmental analysis.**  
The survey revealed that large numbers of managers felt they did not have the appropriate tools to select environmentally-friendly vehicles, influence driver behavior, and measure changes in environmental performance.

Karen Healey, PHH Arval director in charge of the company's green initiatives, commented, "It's exciting to see the growing interest in improving the environmental performance of the fleet. Companies are still struggling to analyze options, measure results, and improve performance without raising costs. The PHH GreenFleet program, developed in partnership with Environmental Defense, addresses these issues by helping organizations measure, manage, and reduce the environmental impact of their fleets."

For more information about the PHH GreenFleet program, contact your PHH Account Team.

PHH Arval

# News Update