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VAUXHALL

Vauxhall ecoFLEX range fuel consumption figures mpg (litres/100km): Urban: 40.9 (6.9)-83.1 (3.4), Extra-urban: 64.2 (4.4)-94.2 (3.0), Combined: 54.3 (5.2)-91.1 (3.1). CO₂ emissions: 120-82g/km.

Fuel consumption information is official government environmental data, tested in accordance with the relevant EU directive. Official EU-regulated test data are provided for comparison purposes and actual performance will depend on driving style, road conditions and other non-technical factors. Corsa 5dr hatchback 1.3CDTi (95PS) Start/Stop ecoFLEX Elite model shown above is for illustrative purpose only and features optional Dark Sea Blue pearlescent paint, with CO₂ from 87g/km, fuel consumption up to 85.6mpg, range up to 847 miles and power up to 95PS. * = Terms and conditions apply and vehicles are subject to availability. Please call 0870 240 4848 for full details. All figures quoted correct at time of going to press (September 2016).

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Crash aftermath: Police released this image of a fatal motorway crash to highlight the dangers of using a mobile phone at the wheel.



Bigger mobile penalties welcome but who will enforce the law?

Police numbers crucial if fines are to deter mobile phone use behind the wheel

By Gareth Roberts

Harsher penalties may do little to deter the use of mobile phones while driving if there aren't enough police officers to enforce the law.

That's the view of the union representing rank and file officers, road safety experts and the fleet industry, after the Government signalled a change in the law.

Under new rules, which will apply to England, Scotland and Wales, drivers caught using a handheld mobile phone will get six points on their licence and a £200 fine – doubled from three penalty points and a £100 fine.

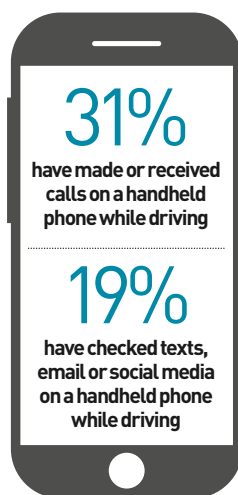
And, more experienced drivers caught breaking the rules twice could be fined up to £1,000 and face at least a six-month driving ban.

The new rules, which could also see newly qualified drivers made to retake their test the first time they are caught, are expected to be introduced in the first half of 2017.

However, more than half (51.3%) of respondents to a *Fleet News* poll said they did not believe tougher penalties would deter drivers from using a handheld phone.

Jayne Willetts, lead for Roads Policing for the Police Federation of England and Wales, welcomed the Government announcement, but said that tackling the issue would "take more than just harsher punishments".

"Police do actively target people using mobile phones when they are out on duty, but, unfortunately, with fewer officers out on the roads, more of these offences are going undetected," she said. "Having officers in marked cars out on the roads does act as a deterrent. However, due to the continued budget cuts over the past few years, there has been a very noticeable decline in the number of traffic police."



Source: RAC research

The number of full-time dedicated roads policing officers has declined by 27% between 2010 and 2015 reducing the number to 3,901 across England and Wales (excluding the Metropolitan Police).

ACFO chairman John Pryor said the tougher penalties would only work "if the police have more people out to stop them".

"Even on the day this was announced I was listening to the news report on the radio in the car and the driver in the car in the next lane was on their phone," he said.

The proportion of people who feel it is acceptable to take a quick call on a handheld phone has doubled from 7% in 2014 to 14% in 2016, according to the RAC Report on Motoring (fleetnews.co.uk, September 15).

RAC road safety spokesman Pete Williams said: "With compliance on some traffic laws including the use of handheld mobile phones seemingly getting worse, the RAC calls for an end to cuts to dedicated roads policing and urges the Government and chief constables to give greater priority to enforcement of road traffic laws."

The message was the same from the road safety charity Brake. Ellie Pearson, Brake's professional engagement manager, said: "It's vital that the Government properly resources our police forces and there are enough dedicated road traffic officers to enforce these new penalties, so drivers know that if they use their phone at the wheel, they will be caught and punished."

The RAC research also showed the percentage of drivers who said it was not acceptable to take a quick call at the wheel had fallen six percentage points from 84% in 2014 to 78% today.



"With fewer officers out on the roads, more of these offences are going undetected"

Jayne Willetts,
Police Federation of England and Wales

what the message or notification is about," he explained. "You also have the phenomena of fear of missing out – a pervasive feeling of anxiety which is linked to people believing they are missing out on a social experience that others may be having while they are detached from their smartphones."

Constantly checking a smartphone can lead to rewards, which links into 'interval level reinforcement'. "This process is one of the most robust mechanisms in terms of training behaviour, hence why people easily become addicted to checking their phones," he said.

Research by the Transport Research Laboratory (TRL) found that drivers using a handheld mobile phone had reaction times 30% slower than those who had exceeded the current drink drive limit.

Crash statistics from the Department for Transport also show that in 2014 a driver impaired or distracted by their mobile phone was identified as a 'contributory factor' in 21 fatal road accidents, 84 serious and 387 slight accidents in the UK.

The issue has led Leicestershire Police to release the image of the aftermath of a fatal motorway crash caused by somebody using a mobile phone at the wheel.

Nurse Christy George, 38, had been on the phone to friends and family as she drove to work along the M1, when she lost control of her Škoda and swerved into the path of a lorry. The HGV then crossed the central reservation, colliding with a BMW and killing the driver Murray Simpson, 48, causing an eight-vehicle pile-up.

George was jailed for five years for causing death by dangerous driving and perverting the course of justice, after she tried to delete her call log to cover her tracks.

Shaun Helman, TRL's head of transport psychology, said: "Any task that involves holding a device, looking at it, and interacting with it during driving will adversely affect driving performance."

"Typical effects are drifting out of lane, erratic speed control and being less aware of what is around you, resulting in poor anticipation of hazards."

"Recent research by TRL suggests that between 10-30% of road accidents in the EU are at least partly caused by distraction, and social media is an increasing risk in this area."

"Obviously some people, some of the time, value their social connectivity more than they value their safety and the safety of others. It is this perspective that should be targeted."

Brake says fleet operators have an important role to play in preventing phone use at the wheel. "Operators should have policies in place banning all phone use at the wheel, including hands-free use," said Pearson.

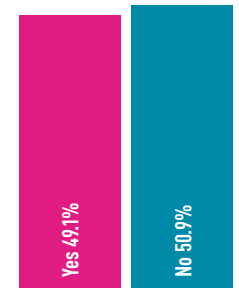
"It's important that these policies are properly communicated to drivers, alongside educating them about why the policies are in place and the dangers of distracted driving."

Pearson said it was also important that fleets made it clear to all employees that flouting the policy will not be tolerated and they should consider introducing technology that prevents phone use whilst a vehicle is in motion.

FLEET FACTS AND FIGURES

OPINION POLL

Is the popularity of SUVs pushing up your fleet's average CO₂ emissions?



FleetNews view:

Our poll shows that fleets are divided as to whether the growing popularity of SUVs is making it difficult to hit emissions targets. A lack of hybrid and electric SUVs has been blamed, but many argue that newer, diesel models now have emissions comparable to saloons and hatchbacks. Our view is fleets should track the environmental impact of SUVs in the real world to better determine policy.

This week's poll: Do you think the penalties should be increased for dangerous driving and causing death by dangerous driving?

fleetnews.co.uk/polls

MOST COMMENTED ONLINE

Almost a third admit to middle lane hogging

fleetnews.co.uk/news



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Will six points and a £200 fine deter drivers from using a handheld phone behind the wheel?

Yes
48.7%

No 51.3%

Source: Fleet News poll

And it is not just attitudes that are shifting – actual behaviours are changing significantly too, with the percentage of drivers who admit to having used a handheld mobile phone while driving now at 31% compared to just 8% in 2014.

Similarly, the proportion of drivers who 'own up' to sending a text, email or posting on social media has risen to 19% compared to 7% just two years ago.

Additionally, 14% admitted to taking photographs and videos with their phones while driving and 22% admitted they have done so when in stationary traffic.

Williams said: "It is alarming to see that some drivers have clearly relaxed their attitudes to the risks associated with this behaviour."

The RAC's findings mirror the results of research from Brake which showed just under half of drivers (49%) aged 25-34 go online or use apps (other than sat-nav apps) while driving.

Dr Lee Hadlington, a psychologist at De Montfort University in Leicester, said that app notifications which drive individuals into the 'push economy', where people are constantly being sent new updates, were partly to blame.

"Most people will respond to a notification within a few minutes, and may be distracted during that time wondering



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Official fuel consumption for the ŠKODA Octavia SE Technology range excluding GreenLine III in mpg (litres/100km): Urban 67.3 (4.2) – 72.4 (3.9); Extra Urban 78.5 (3.6) – 83.1 (3.4); Combined 76.4 (3.7) – 80.7 (3.5). CO₂ emissions for the ŠKODA Octavia SE Technology range are 106 - 99 g/km. Standard EU Test figures for comparative purposes and may not reflect real driving results.

UK market will be bypassed by game-changing longer range EV

Fleets to miss out as no right-hand drive Vauxhall Ampera-e is planned

By Simon Harris

Fleets have expressed disappointment at the decision of Vauxhall's parent company to rule out UK sales of a potentially game-changing new 250-mile electric vehicle (EV).

The new Ampera-e will go on sale in European markets in 2017 badged as an Opel, but there are no plans for a right-hand drive version.

Instead, Vauxhall will have access to a handful of left-hand drive Opel variants for clients to appraise, with a view of feeding back to its parent company, General Motors. A right-hand drive version would then be considered for its replacement several years later.

The Ampera-e is a battery electric compact car that will go on sale in North America later this year as the Chevrolet Bolt. It is being marketed as an 'affordable' electric car, with a potential range of 250 miles.

The Ampera-e's standing-start and mid-range acceleration figures also put it on a par with many a sports car. Zero to 30mph takes a mere 3.2 seconds, while 50-75mph – a particularly important yardstick for overtaking performance – takes just 4.5 seconds (preliminary figures). Top speed is electronically limited to 93mph for the benefit of overall range.

The Opel version will go on sale in 2017, with a price tag expected to be competitive with the Nissan Leaf, which has a range of up to 155 miles.

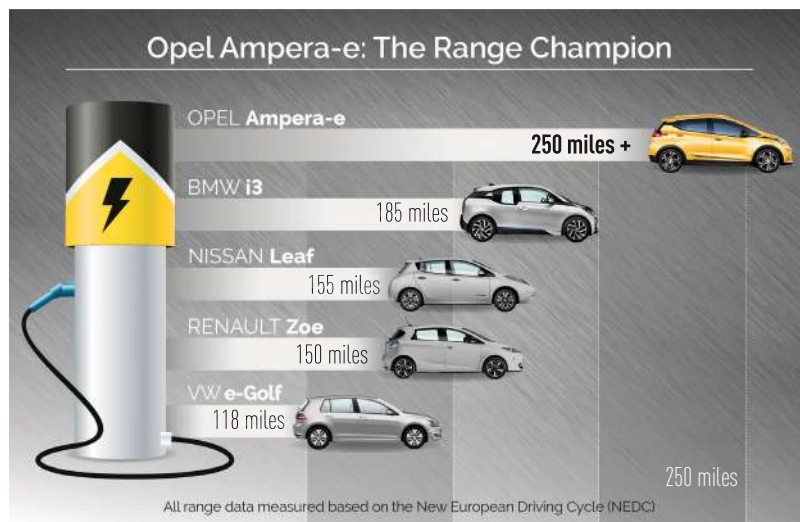
The Leaf is the best-selling pure EV to date, with a total of 15,000 sold in the UK since its launch in 2011.

Vauxhall's previous plug-in car, the Ampera, sold poorly both in the UK and the rest of Europe, despite offering a sophisticated drive system, which was electric only but could also be charged by a small petrol engine for long distances.

The Vauxhall Ampera, derived from the Chevrolet Volt, was more successful in North America and is now in its second generation, but fewer than 1,500 units were registered in the UK during its lifecycle.

The Ampera-e would have been Vauxhall's first pure EV, but, since the original Ampera has been discontinued, it leaves the brand without a plug-in car or hybrid in its range. It is anticipated, however, that a plug-in hybrid version of the next Insignia will be produced.

Sarah Gilding, head of vehicle fleet management at South Yorkshire Police, told *Fleet News*: "This is disappointing news as the Ampera has been well received in South Yorkshire



How the Opel Ampera-e measures up to the competition, but no Vauxhall-badged version is planned

185

mile real world range

93mph

limited top speed to protect range

"There would have been a role for this vehicle in the police fleet"

Sarah Gilding, South Yorkshire Police

Police. A fully electric version would have been an attractive proposition to trial with a view to extending our fleet of low emission vehicles, which we are committed to doing wherever possible.

"I certainly feel that there would have been a role for this vehicle in the police fleet, given the power output and extended range."

Vauxhall said that, although the car was capable of up to 250 miles on the official test cycle, it would still be capable of a realistic 185 miles in average, everyday conditions.

Paul Tate, commodity manager at engineering and technology company, Siemens, was similarly disappointed that the Ampera-e will not be available to UK fleet operators.

He said: "After 150 miles you normally consider a stop so it would be practical to consider using this vehicle on a long distance as if on a fast charge and takes around 20 minutes then that fits nicely."

However, Rory Harvey, chairman and managing director of Vauxhall, told *Fleet News* it is committed to having a future EV presence in its range.

"The technology which underpins the new Ampera-e is of great interest to us, and we will be evaluating LHD cars from next spring and demonstrating them to clients," he said.

"The fact that the Ampera-e is not an eco-luxury or second car for customers broadens its appeal greatly, but it's obviously vital that the car we sell in our market is right-hand-drive, and that won't be available in the current generation."

Go Ultra Low, an organisation responsible for promoting plug-in cars in the UK, has told fleet operators they are currently "spoilt for choice", despite reports earlier in the year of some manufacturers struggling to meet demand.



The Ampera-e will only be available in left-hand drive

Motorcycles can reduce travelling time by up to 75% in London compared to car or van according to Honda research



Honda Motorcycles UK secures first 10 contract hire deals

More companies consider adding bikes to their fleet to help beat traffic jams

By Tom Seymour

Honda has secured its first 10 contract hire deals through its motorcycle fleet business in the UK and is hoping for further growth this year.

The first deal was completed with Hampshire-based P&I Generators after the company decided to include the Honda NC750X in addition to its fleet of vans and cars.

Honda established its contract hire and fleet specialist network of motorcycle dealers in September 2014 and, while it sold 1,700 motorcycles to businesses last year, P&I is the first through contract hire.

Simon Davies, Honda UK Motorcycles fleet and business process manager, said the deal has sparked an interest for fleets to lease motorcycles rather than outright purchase and his team has now secured nine other contract hire deals in the past couple of months.

Davies told *Fleet News*: "We were working on building up the contract hire side of the business over the past 12 months, prospecting and getting out to businesses to show them the benefits."

"We actually got the lead from the Honda power generator team and we will be working with all our divisions, including Honda cars, to pass potential leads on where motorcycles might make sense for a fleet."

P&I provides 24-hour breakdown support and maintenance for companies in and around London and created a new rapid response engineer team that uses bikes. It has taken one bike on contract hire so far but plans to add more to the fleet.

The NC750X has 22 litres of storage space for engineers' tools. It has CO₂ emissions of 81g/km and is capable of 81mpg. Benefit-in-kind tax for motorcycles based on 20% of their on the road value minus the first registration fee, rather than on CO₂.

The deal was brokered through Dobles Honda, Coulsdon – one of Honda's six fleet specialist dealers. Honda has partnered with top three FN50 company Arval to provide contract

"With a motorcycle, these (congestion and parking) problems are virtually non-existent"

Paul Benfield,
P&I Generators

1,700

Honda motorcycles sold to businesses last year



Motorbike rental service launched to meet demand, visit fleetnews.co.uk/motorbike-rental

hire and is also looking at adding a salary sacrifice product to help boost fleet sales further.

Paul Benfield, P&I managing director, said: "Our company experiences horrendous congestion problems in London, as well as parking issues. With a motorcycle, these problems are virtually non-existent. Also, with a bike, there is no congestion charge."

Ian Gladman, fleet manager at Dobles, said fleets are attracted to motorcycles due to the cost savings involved over cars, particularly for urban based workers that rely on getting to jobs as quickly as possible. Honda estimates that journey times in central London can be reduced by up to 75% on a motorcycle in comparison to a car or van.

Davies said there are plans in place to add more fleet specialists within its dealer network and Honda is on track to hit a similar number of corporate sales this year at around 1,700. This is despite problems with supply due to an earthquake hitting and closing Honda's Japanese motorcycle factory in spring this year.

Davies said supply to the UK will return to normal by next January.

The majority of Honda's corporate sales are to couriers, food delivery or bluelight services but Davies is looking to build on growth seen from fleets considering adding motorcycles for the first time.

Honda believes there is a potential market of 10,000 motorcycles to go to fleets in the UK and is targeting councils and companies with urban workforces, including property and repair companies.

Part of Honda and its dealer network's job will also be to dispel any fears from fleets around the increased risk to drivers on bikes versus being in a car.

Davies said: "It is a natural reaction but safety is of the utmost importance and we offer expert advice to all fleets we work with around getting the right clothing equipment, training and advanced training for any drivers using a motorcycle."

"Just like with cars, fleets need to invest in training for drivers on bikes to keep them safe."



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Electric and autonomous – that's Volvo's vision for 'premium' cars

Company will supply Uber with XC90s as part of its two-pronged strategy



By Simon Harris

Volvo is aiming to redefine 'premium' cars in future with electrification and autonomous driving. The company is pursuing both technologies to provide a distinctive and desirable alternative to established premium cars, and believes its credibility in safety will give it a unique proposition.

Håkan Samuelsson, Volvo Cars president and CEO, said: "There are three components to our current strategy. One is renewing our products with SPA (scalable product architecture) and we are mid-way through that process with the V90 Cross Country.

"Another is technology, concerned with individual mobility and with propulsion. We believe in electrification, as that is the best way of achieving sustainable mobility. Currently we sell plug-in hybrid cars, which can travel up to 50km (30 miles) on electric and can be fully charged overnight at home.

"In 2019 we will launch our first electric car, but for this to succeed we need to have a range of 400km (250 miles) and charging in 30 minutes, and we will need partners to ensure the infrastructure is there.

"We have a target of selling a million electric (including PHEV) cars worldwide by 2025. This is important internally, and externally to ensure there are vehicles on the roads and using the infrastructure."

Volvo currently offers plug-in hybrid versions of the V60 – the first plug-in hybrid diesel to go on sale in the UK – as well as the new XC90, S90 and V90, all of which use a turbo-charged four-cylinder petrol engine.

Samuelsson pointed to the success of Tesla in marrying electric propulsion with a premium driving experience, and said Volvo is positioned to capitalise on combining leadership

250
planned range of first
Volvo EV in miles

2019
launch date of first EV

in autonomous vehicles with creating new expectations for a premium car experience.

There will be a bilateral approach from Volvo, supplying Uber with XC90s, in which the taxi company will install its own management systems, while Volvo, in partnership with specialist Autoliv, will supply customers with what Samuelsson describes as a "more emotional experience".

Autoliv is a leading supplier of safety systems to the automotive industry and has pioneered the development and introduction of active and passive safety technologies to the world's car makers for more than 60 years.

Samuelsson said: "We will support autonomous driving to increase utilisation of vehicles. Individual mobility where people have a car that isn't used 95% of the time is not sustainable. And we don't see the companies that provide everyday cars as a threat.

"We will be moving in two directions. One as a 'people mover' partnered with Uber, working with them for a base car, and allowing them to take people from A to B autonomously.

"Additionally, it's an opportunity for Volvo to create an even more premium car commercially, with even more emotional value. The autopilot function will allow the driver to sit back and relax, and we see that as a commercial product after 2020.

"You can deliver things around a car that understands the driver better. Allowing customers more time to do other things while the car is driven makes the car more premium."

The Uber model will be automated transport, based on the XC90, with no steering wheel. Autonomous cars Volvo will sell commercially will have a steering wheel, which may retract away from the driver in autonomous mode.

Samuelsson added that Volvo includes safety features that aren't measured in independent crash tests.

And Volvo is also exploring technology where drivers would be able to select their car as the point of delivery for goods ordered online instead of their home address.

"Homes are more widely distributed than places of work," said Samuelsson, "which tend to be focused in towns and cities, so delivery companies would also favour the move."

The delivery company's system would log the car's location via GPS, and the delivery driver would be supplied with a single-use code to unlock the car and store the goods securely in the boot.



"A car that isn't used 95% of the time is not sustainable"

Håkan Samuelsson, Volvo Cars



For the latest plug-in sales figures, visit fleetnews.co.uk/ plug-in sales

Auto Windscreens looks to grow after root and branch review

Company ditches mobile-only strategy to serve its customers better

By John Charles

Auto Windscreens is gunning for fleet growth under the leadership of newly appointed managing director Rupert Armitage, with aspirations to become the sector's number one provider.

That would mark an incredible transformation for the business following its liquidation just five years ago, but Armitage told *Fleet News* he's up for the challenge having spent almost 12 months conducting a root and branch review ahead of his confirmation in the top job. However, he declined to reveal his timescales for growth.

Armitage joined the Chesterfield-based business after it had just acquired AA AutoWindshields and closed 33 fitting centres as the company set about transforming itself into a mobile-only provider.

It had also appointed Pilkington as its leading glass supplier having previously used a number of providers.

He was appointed by Auto Windscreens' parent company, Markerstudy Group, to "assess the whole Auto Windscreens" business in October last year, before becoming acting managing director in January 2016.

The appointment followed the departure of Chris Thornton, who had overseen the AA AutoWindshields acquisition, and Phil Kemp, who had been promoted from operations director to MD, also left.

Under Armitage's stewardship, the integration of AA AutoWindshields into the Auto Windscreens business has been completed and the company has performed a U-turn in terms of its mobile-only strategy.

Auto Windscreens, which presently employs 312 technicians, has split the UK into 14 areas, with each having a regional deployment centre and a number of fitting hubs. Additionally, the company has a 300-strong fleet of mobile units. It expects to have 30 deployment centres by the end of 2016 with the possibility of 60 sites or more by an unspecified future date.

Armitage said: "The old centres were large and didn't meet our requirements from a size or cost perspective. The new solution with area deployment centres that also accommodate technicians and support our mobile units and the complementary fitting hubs give options to our customers."



Better training for Auto Windscreens technicians may give company an edge as technology continues to develop

312
technicians

300
mobile units

Not all customers want work carried out on their driveway, company car park or at the roadside.

"The locations also provide technicians with a suitable environment to work on more complex windscreens, as we see an increasing number of technology-packed vehicles entering the automotive market."

In addition, Auto Windscreens introduced a rapid response scooter service in London that sees technicians undertake windscreen chip repairs and fit in-vehicle cameras. It is expected to be rolled out in other major conurbations.

The majority of Auto Windscreens work is insurance-related with fleet accounting for "more than 20% but less than 40% of all jobs", according to Armitage.

However, following a restructuring of the fleet team, Armitage is confident that the volume of corporate work will increase.

He said: "Fleet is a specialist area both in terms of the vehicles operated and in keeping downtime to a minimum. That's why we have introduced a new regime that sees all fleet customer calls received directly by the fleet team rather than passing through our group call centre."

With four major operators in the automotive glazing sector and numerous small local operators, Armitage says future growth could come through further acquisitions as well as via the organic route.

He explained: "Automotive glazing is becoming more specialised through the technical nature of glass and many smaller businesses may not have the skillset, the ability to train staff or to invest so I think industry consolidation will occur."

Auto Windscreens has also opened a Training and Innovation Academy in Chesterfield, which serves as a centre of excellence for vehicle glass repair technicians.

Armitage concluded: "There are exciting times ahead and that's the main reason that I accepted the role. It was not what I was originally taken on to do, but I've been enthused and excited by the last nine months and I'm even more excited about the future and am eager to see where we can take Auto Windscreens in 2017 and beyond."



"I've been enthused and excited by the past nine months and I'm even more excited about the future"

Rupert Armitage,
Auto Windscreens



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Fleet views sought on early introduction of ULEZ in capital

Consultation follows Londoners' support for new mayor's clean air proposals

By Gareth Roberts

Fleets are being encouraged to have their say on the expansion and earlier introduction of the ultra-low emission zone (ULEZ) in London.

A detailed consultation is expected to be launched next month after Londoners gave their support to the mayor of London's proposals.

One in four (79%) backed mayor Sadiq Khan's plan to bring the introduction of ULEZ forward from 2020 to 2019, and 71% said they believed it should be expanded to the North and South Circular.

There was even stronger support for implementing an early £10 emissions surcharge – dubbed the T-charge – on the most polluting vehicles entering central London from next year.

The consultation found 81% supported the charge, which would apply to all vehicles with pre-Euro 4 emissions standards – typically those registered before 2005 – and would cost an extra £10 per day on top of the existing congestion levy.

The consultation results also indicated widespread support for the mayor's call to government for a diesel scrappage scheme to help Londoners switch away from the most polluting cars although there is little appetite among MPs for this.

Khan said: "Londoners were clear they supported my proposals, with a clear majority in favour of not only introducing the ULEZ earlier in 2019, but extending it beyond central London.

"They are also strongly in favour of the T-charge and, most importantly, Londoners were clear that government needs to do its bit to help meet the new ULEZ standards and that it should fund a scrappage scheme."

The outcome of this consultation is being used by city hall officials to shape the next round, which will start in October. It will include a more detailed and specific consultation on the T-charge reflecting comments made in the first round – ready for implementing in 2017.

Tim Ward, freight and fleet communications and engagement manager at Transport for London (TfL), said: "They are all proposals at the moment and, if you're working or oper-



"If you're working or operating in London, we want to hear your views"

Tim Ward, TfL

79%

of Londoners back plans to introduce the ULEZ from 2019

81%

support the introduction of a £10 charge for the most polluting vehicles from 2017

ating in London, we want to hear your views when the consultation gets underway, because if we don't, we can't build them into our projects and programmes."

Transport accounts for around 60% of nitrogen dioxide (NO₂) emissions in the capital, of which cars contribute 28%, vans 9%, HGVs 18% and buses/coaches 16%.

Air quality concerns and a growing population have made addressing the issue a priority for the new mayor.

The population currently stands at 8.3 million people and it is expected to hit 10 million by 2030. Ward said: "That's the equivalent of the populations of both Birmingham and Leeds moving to London in the next 14 years."

As it stands, the ULEZ will require diesel cars and small vans to be Euro 6-compliant (registered from September 1, 2015; five years old or less in 2020) and Euro 4 for petrol powertrains (registered from January 1, 2006; 14 years old or less in 2020).

Large vans and minibuses will be required to be Euro 6-compliant for diesel engines (registered from September 1, 2016; four years old or less in 2020) and Euro 4 for petrol (registered from January 1, 2007; 13 years old or less in 2020).

Heavy goods vehicles (HGVs), meanwhile, will have to be Euro 6-compliant (registered from January 1, 2014, six years old or less in 2020).

Khan has already implemented a new programme of air quality advice and alerts. On the day before high and very high air pollution days, alerts will now be displayed on road signs, at bus stops and station entrances.

He has also instructed TfL to take the lead by stepping up its bus retrofit programme and introducing the first of a series of 'Low Emission Bus Zones' – prioritising the greenest buses on the worst polluted routes.

He says he only wants TfL to procure hybrid or zero-emission double-decker buses from 2018. Two new all-electric bus routes were launched recently, using 51 all-electric single deck buses. This takes the number of electric buses in use in London to 73, making it the largest electric bus fleet in Europe.

London's buses and coaches account for 16% of the city's NO₂ emissions. But, with 73, the capital has the largest electric bus fleet in Europe





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THE BIG PICTURE

By Stephen Briers, editor, *Fleet News*



This week, the *Fleet News* editorial team was preparing for Paris motor show, a chance to view the latest models and to interview UK bosses about their aspirations in fleet.

You can stay up-to-date on our website, with full coverage in the next issue.

SUVs have dominated recent motor shows. And there will be more at Paris, with the BMW X2 and a SsangYong large premium SUV concept due to be unveiled.

But this year's show will be dominated by electric cars. Growing pressure on diesel due to air quality concerns, heightened by the VW Group NOx scandal, and EU legislation on CO₂, which requires carmakers to meet average output across their model ranges of 95g/km by 2021, are accelerating development in alternative fuels.

"Fleets are not helped by rocketing levels of taxation"

Electric propulsion requires massive investment and change in technology which is why model launches have been few and far between so far. Expect this to pick up over the next couple of years with a host of concept cars at Paris, including a Mercedes electric SUV, Opel Ampera-e, VW Nuve and Mitsubishi plug-in SUV, in addition to production versions of the Kia Niro, four-door electric Smart and Toyota CH-R.

Fleets are being pressured to look at EVs as city-based solutions, while being asked to prove their green credentials during tenders. Many are now mandating charging points when building new depots and say that, in the right circumstances, the financial argument does stack up.

However, neither fleet nor manufacturer is being helped by the rocketing levels of taxation, as ultra-low emission cars (0-50g/km) go from 7% benefit-in-kind this year to 16% in 2019/20. Or the painfully slow charging infrastructure and over-priced motorway fees – £6 for 30 minutes.

We'll be looking at these issues and more in our special green issue on October 13.

YOUR LETTERS

AUTONOMOUS VEHICLES

So many challenges, but so few answers

EDITOR'S PICK



John Davidge writes:

Having read fleet managers need to be on top of autonomous vehicle challenges (fleetnews.co.uk, Sep 13) there are some very basic factors to think about with driverless vehicles that haven't even been mentioned yet, aside from trust in the technology:

- Who is going to fill it up when empty – and pay for the fuel used?
- Are we expecting the passenger to get out and put fuel in (think misfuelling)?
- Are we expecting the service station attendant to do so (it's been a while since I saw one of those)?
- Who takes responsibility for journey planning via a filling station (that is

open at the time – in my area there are few full-time garages)?

■ With pool cars we know the challenges of pre-checks (we still have to think about damage caused by other vehicles when parked up) and getting someone to fill it up when taking it back ready for the next (non) driver to use it.

■ Whose responsibility to report the damage – and to whom – and is it driveable with that damage?

The technical achievements are fascinating but the simple practical considerations may well cause more problems. It will be interesting to see proposals but I suspect it may well be 'not in my driving lifetime.'

■ The editor's pick in each issue wins a £20 John Lewis voucher.

FUTURE OF DIESEL

Defence is plainly obNOxious

BGC writes:

'Perfect Storm' foresees the end of diesel domination (*Fleet News*, Sep 1). It is little surprise that UK industry and European manufacturers would defend a product they have invested so heavily in. We now know that most diesel cars fail to comply with NOx emissions outside the lab with some vehicles reportedly producing 20 times the limit. To state 'ultra low NOx emissions' as an advantage of diesel for business users is laughable when diesel engines produce significantly higher levels

of NOx than other fuels. Our urban air quality exceeds the safe and legal limits for NOx, causing tens of thousands of deaths at a cost of billions to the economy. The SMMT produces misleading facts about diesel and attempts to deflect the issue to other sources of NOx such as power stations. The point is that vehicles pose the biggest health risk given their proximity to large numbers of people in cities, for example. To encourage and defend the fuel most dangerous to our health is immoral.

ELECTRIC VEHICLE MARKET

Government must redirect cash to make impact

Jerry writes:

I note the Mitsubishi Outlander continues to dominate the electric vehicle market (fleetnews.co.uk, Sep 14). If the manufacturer gave us greater access to the 330e we'd sell more. Lead times are six months and this is far too long. Customers expect a 12-week wait.

Martin Winlow says:

The government is living in la-la land if it thinks supporting PIHs with generous grants is working. People are never going to make the transition to truly emission-free vehicles as long as they can get away with wearing their 'range-extending' safety blanket. The government has got to stop messing about and start spending the vast amounts of money it currently does (to practically zero effect) on schemes that will really encourage people to buy "electric" vehicles. For starters this means a properly thought out and well funded rapid DC charging system that allows the 40%



of motorists without off-street parking to charge their vehicles. At the moment the situation of on-street low power charging points is utterly hopeless as the statistics show they are hard ever used. And why would they be? Who in their right mind is going to leave home in an EV without certain knowledge that they will be able to get home again without having to rely on a street-side charging post that may be in use, broken or ICE'd (blocked by a non-EV)?

LANE HOGGERS

Speed up changes required

Craig Thomson writes:

I read that 'Almost a third admit to middle lane hogging' (fleetnews.co.uk, Sep 16). I find the problem annoying indeed and on the M62 I see many examples of it, among other issues. Another dangerous problem is the inner lane users who stay parallel to a middle lane hogger, but travelling much below the speed limit. Therefore the driver attempting to go down a slip road is faced with the problem of having to suddenly brake because the inner lane user is travelling much too slow and the middle lane is being hogged. Unless you're alert enough to pull a "Dubai Slide" (pulling across three lanes) then there is a risk of catastrophe. This could simply be addressed by the introduction of a minimum speed limit for cars and motorcycles using the inner lane. Motorists not feeling confident enough to abide should be deemed an incompetent and unsafe driver. I was thrilled to hear the introduction of a law that would potentially stop middle lane hogs. However I believe the law isn't been taken seriously, with 135 cases being reported over the past 12 months – approximately one conviction every three days across the UK.

CORRECTIONS

■ In the mileage capture insight in the September 15 issue of *Fleet News* we referred to TMC as The Mileage Consultancy. The company's correct name is The Miles Consultancy. We apologise for any embarrassment caused.

■ In the news article 'Honda fleet team restructured' on p7 of the August 4 issue, we said that there was likely to be a role on the new fleet team for Andy Shields, the interim manager for fleet sales. We would like to clarify that Shields is an independent consultant, not a Honda employee, who was retained to implement the change programme. While he may undertake other projects within Honda on a consultative basis in the future, these will be not in fleet.

HAVE YOUR SAY Email: fleetnews@bauermedia.co.uk Comment online: fleetnews.co.uk
LinkedIn: UKfleetmanagersgroup Twitter: twitter.com/_FleetNews

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Burning question:

If you had the power to impose fines what would they be for?

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FLEET OPINION

QUESTION OF TAX RELIEF

Business use crucial to 50% VAT block

By Alastair Kendrick

Most cars provided to an employee via a salary sacrifice scheme are obtained by the employer on a contract hire arrangement. Therefore the contract for the vehicle sits between the employer and the leasing company.

The employee makes a salary sacrifice from his/her earnings which meets the leasing costs for the vehicle.

There are special rules which apply to vehicles provided via a salary sacrifice arrangement which have been in place for some considerable years.

These rules permit those employers who take a car via a contract hire arrangement to get 50% VAT relief. This is on the basis that the usage of the vehicle is split 50/50 between business and private. This historical position is reviewed by HMRC from time to time and on the last occasion there was the suggestion it should be revised a 60/40 split on what was allowed. It was not accepted and the 50/50 rule continued.

There have, however, been suggestions by the EU that this adjustment should be performed on a vehicle-by-vehicle basis based on the car's actual business to private usage. This would create significant administration and it is good to see that HM Revenue and Customs (HMRC) has not forced this on employers.

However, in a number of salary sacrifice schemes cars may be obtained for a family member rather than for the use of the particular employee. In other cases, cars have been provided to employees who are not going to do any business travel.

In both circumstances, it begs the question whether any VAT relief should be allowed.

The HMRC guidance is not clear, but it does suggest the 50% VAT block would only arise if the car is provided for business use.

Will HMRC suggest that if the car is provided for a family member of an employee, or when business use will not occur, no VAT relief should be taken for the leasing costs on that vehicle? Those employers who have entered into this type of scheme should take the appropriate VAT advice.



Alastair Kendrick,
tax director at
MacIntyre Hudson



Steve Whitmarsh,
managing director,
Run Your Fleet

CONTRACT HIRE

SMEs are seeking greater flexibility

By Steve Whitmarsh

Nearly three months on from Brexit, and you might be forgiven for wondering what all the fuss was about. In fact, some markets appear to be in rude health. We haven't had an emergency budget and house prices haven't crashed. In fact, house prices have risen, and many sectors are seeing growth.

Scratch beneath the surface, though, and there is a lot of uncertainty, particularly in the SME sector, and we are seeing this uncertainty affect the decisions the sector is making about its fleets.

Our customers' fleets range from two to more than 1,500 vehicles and we are seeing, predominantly in the smaller fleets, a willingness to realise capital by disposing of their owned fleets. Instead of moving directly to contract hire with a longer contract tie in they are opting for short lease vehicles on contracts of two years or less. We are even seeing some opting to switch their whole fleet into short lease products of 12 months or less.

The lack of information coming from central government is not helping SME business confidence as there is considerable uncertainty over future costs. Those that import goods are seeing their costs rise with the exchange rate.

On the other hand, exporters are benefiting from the exchange rate. However, those that export, particularly to the European Economic Area (EEA), face an uncertain future, especially as now we hear comments from former European Council presidents, such as Herman Van Rompuy, that there will probably be "no substantive talks for 12 months" into how Britain will operate outside the EU and the trade access we will be given within it.

The Federation of Small Businesses (FSB) says one in five members exports to the EU, so no wonder there is such an overwhelming feeling of uncertainty within the SME market.

It is not surprising that SMEs do not want to commit to longer term contracts and what they are now looking for, and increasingly asking us for, are products which have a larger degree of flexibility.

How this will shape the fleet industry over the next few years will be very interesting.

"Guidance suggests the 50% VAT block would only arise if the car is provided for business use"



"SMEs are opting for short lease vehicles on contracts of two years or less"

AWARDS 2017 TIMELINE

SEPTEMBER 29, 2016

Fleet News Awards open for entries.

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NOVEMBER 11, 2016

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DECEMBER 5, 2016

Initial shortlist drawn up for fleet category interviews and manufacturer judging

FleetNews



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interviews take place

FEBRUARY 16, 2017
Shortlist received in
Fleet News

MARCH 15, 2017
Winners revealed at *Fleet News Awards*
black-tie ceremony, Grosvenor Hotel, London

Justin Wand was approached for a new job on the back of it, while news of an awards win went straight to the top at Portsmouth City Council.

The *Fleet News Awards* represent the pinnacle of fleet achievement. Judged by some of the most respected fleets, leasing providers and industry experts in the country, chaired by ex-SMMT chief executive Christopher Macgowan and audited by Deloitte, they combine transparency with robust deliberations to ensure only the very best companies and people win.

Cllr Donna Jones, leader of Portsmouth City Council which won fleet of the year – up to 250 vehicles, summed up her pride, saying: “Congratulations to everybody who has worked very hard to ensure that the council has an outstanding, award-winning fleet we can all be proud of.”

Justin Wand, who collected fleet manager of the year, before being approached to move from South East Coast Ambulance Service to London Ambulance Service, said: “Winning the *Fleet News Award* did wonders for my profile, nationally and internationally as well, and it was great recognition within the ambulance service.”

Matt Dyer, managing director at LeasePlan, said winning leasing company of the year “meant a huge amount to us as a business”, while for rental company of the year Thrifty it was “a huge accolade to win”, according to sales director Caroline Gallagher.

Winning a *Fleet News Award* is a great boost to a business, particularly for fleets. It raises the profile of a fleet decision-maker both internally and externally and gives a fillip to members of the fleet team or other key stakeholders within the organisation.

The trophies for the *Fleet News Awards* will be presented at a special ceremony next March 15 at London’s Grosvenor Hotel.



“It meant a huge amount to us as a business. We’ve put a lot of hard work in over the past few years and this shows we are on the right path, but there is still work to do.”

Matt Dyer, LeasePlan managing director

JUDGING PANEL

Auditor: Darren Hattersley, Deloitte

“The role of the independent adjudicator is to ensure that the judging process is fair, thorough and that every entrant gets full consideration.”



Chairman: Christopher Macgowan

“I seek a united agreement for each winner. We concentrate on factual, evidence-based material and ensure all submissions are treated fairly.”



Stephen Briers



Caroline Sandall



Justin Wand



Sarah Millward



Sarah Tooze



Liz Hollands



John Pryor



Debbie Floyd



Stewart Lightbody



Sue Blair



Linda Blake



Graham Short



Simon Harris



Martin Ward



Andy Cutler



Mark Jowsey



Steve Jones



Colin Marriott

Anita Sanderman

Fleet Awards

- Stephen Briers, *Fleet News*
- Caroline Sandall, Barclays/ACFO
- Justin Wand, London Ambulance Service
- Sarah Millward, The AA

Supplier Awards

- Sarah Tooze, *Fleet News*
- Liz Hollands, FTA
- John Pryor, Arcadia/ACFO
- Debbie Floyd, Bauer Media
- Stewart Lightbody, Anglian Water
- Sue Blair, Serco

- Linda Blake, Diageo
- Graham Short, Zip Water (UK)

Manufacturer Awards

- Stephen Briers, *Fleet News*
- Simon Harris, freelance motoring journalist
- Martin Ward, CAP
- Andy Cutler, Glass's
- Mark Jowsey, KeeResources
- Steve Jones, LeasePlan
- Colin Marriott, Centrica
- Anita Sanderman, Deloitte

Headline Awards, judges as above, relevant to category

and table sales, please go to: fleetnewsawards.com or call 01733 395133

FLEET AWARDS

Fleet of the Year – up to 250 vehicles

2016 winner: Portsmouth City Council

Fleet of the Year – 251-1,000 vehicles

2016 winner: South East Coast Ambulance Service
NHS Foundation Trust

Fleet of the Year – 1001-plus vehicles

2016 winner: Kelly Group

Most Improved Fleet of the Year

2016 winner: Kent and Essex Police

Safe Fleet of the Year

2016 winner: Skanska
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Green Fleet of the Year

2016 winner: South East Coast Ambulance Service
NHS Foundation Trust
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Cost Saving Initiative of the Year

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Best Small Car

2016 winner: Peugeot 208

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2016 winner: Vauxhall Astra

Best Upper-Medium Car

2016 winner: Skoda Superb

Best Compact SUV

2016 winner: Mazda CX-3

Best Mid-size SUV

2016 winner: Nissan Qashqai

Best Large SUV

2016 winner: Volvo XC90

Best Compact Premium Car

NEW CATEGORY

Best Premium Car

2016 winner: Audi A4

Best Executive Car

2016 winner: Jaguar XF

Best Plug-in Car (up to 50g/km)

NEW CATEGORY

Green Fleet Manufacturer of the Year

2016 winner: Toyota

Most Improved Fleet Manufacturer of the Year

2016 winner: Hyundai Motor UK

For exclusive sponsorship opportunities, contact Sheryl Graham on 01733 366467 or email sheryl.graham@bauermedia.co.uk



"I was very proud to win an industry award for the work we have done. It is a thank-you to everyone who has been involved in delivering the savings and improvements"

Carl Hanson, Balfour Beatty Plant and Fleet Services fleet director

SUPPLIER AWARDS

Leasing Company of the Year – up to 20,000 vehicles

2016 winner: Grosvenor Leasing
Sponsored by Jaguar Land Rover

Leasing Company of the Year – more than 20,000 vehicles

2016 winner: LeasePlan
Sponsored by Jaguar Land Rover

Best Rental Company of the Year

2016 winner: Thrifty Car and Van Rental
Sponsored by easi-Fleet Management by the Grosvenor Group

Customer Service Award

2016 winner: BT Fleet
Sponsored by Škoda UK

Most Innovative New Product or Service

2016 winner: Michelin Tyre

Fleet Dealer of the year

2016 winner: TrustFord

Fleet Specialist Services Solution of the Year

2016 winner: FMG

HEADLINE AWARDS

Fleet Manager of the Year

2016 winner: Justin Wand, South East Coast Ambulance Service
Sponsored by Fiat Chrysler Automobiles

Fleet Supplier of the year

2016 winner: The AA
Sponsored by Toyota & Lexus Fleet Services

New Company Car of the Year

2016 winner: BMW 3 Series
Sponsored by LeasePlan UK

Fleet Manufacturer of the Year

2016 winner: BMW (UK)
Sponsored by KeeResources

Fleet News Hall of Fame Award

2016 winner: John Pryor
Sponsored by The Automobile Association



Sponsors
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NEW ONLINE ENTRY SYSTEM



Reflecting the spirit of innovation that is a consistent characteristic of the *Fleet News* Awards each year, *Fleet News* itself has introduced an important new feature for entrants, judges and the *Fleet News* team.

New for the 2017 *Fleet News* Awards is a simple-to-use online submission and management of your entries.

To familiarise yourself with the process go to www.fleetnewsawards.com and click on the masthead link, 'Award categories and entry process'. Here you'll see the list of categories that are available in 2017.

To begin your entry process, you need to register first by providing some basic information about yourself and your company and then set up your awards account to create your awards account.

Once this is complete you can move on to making your first entry. Each time you select a category to enter you'll be given a description of the criteria and our entry requirements – everything you'll need to supply so that *Fleet News* can judge the entry fairly.

Beyond this, the entry form is broken into three parts.

1 Firstly you'll put in details such as the company on behalf of which you're entering

and who will collect the awards should you win (if you know at this stage).

2 The second stage is probably the most important as you will be asked to answer the category questions. To ensure fairness we've put word limits on each question.

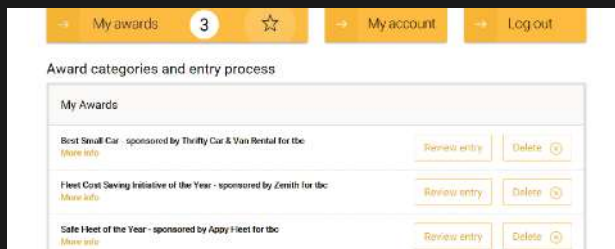
3 Once you've completed the submission stage you can then move on to providing attachments, typically material supporting your entry. These can be PDFs and images from your computer – and you can list web addresses the judges should look at, or perhaps a YouTube-hosted video we should watch to further understand your business.

If you aren't in a position to complete all the steps above in one go, it doesn't matter as at any stage in the entry process you can save your information and return to it later.

Your entries will be saved in a 'My awards' area accessible when you login using your email address and password.

When you are finally satisfied with your entry, you can submit it for the judges' consideration.

If you decide later that you need to add more information ahead of the entry deadline or you simply want to review your



Step 1: Enter your details



Step 2: Answer the category questions



Step 3: Provide your supporting material

entry after you've submitted it, you can do so via your 'My awards' area.

You can also delete an entry – and restore it if you realise you've been too hasty.

And, if you're unsure at any point about the process, there are 'help' buttons throughout each step – send us an email with your question.

The *Fleet News* Awards judges will have access to the submitted entries where they will be able

to view them or download them.

The new online system has been devised to simplify the entry process, doing away with the need to download entry forms, keep them somewhere safe while completing them and then storing copies once submitted.

Your 'My awards' area means you have all the information in one place, easily accessible from any internet-enabled device. Any queries email fleetnewsawards@bauermedia.co.uk



FleetNews

BUYING GROUP

BETTER DEALS, QUICKER.

A free service that combines the demand of hundreds of businesses to deliver competitive prices for cars and vans



The problem... and the solution

Companies like yours tell us that leasing or buying a car or van can be complicated, time-consuming and confusing. There are so many vehicle suppliers and funding options to consider, while the amount of time it takes to get a good deal can be a major distraction for smaller companies.

Instead of spending their time running their core business, companies feel that they waste time negotiating with vehicle suppliers with no guarantees that they are getting a good price or the best service.

What smaller companies really want when they are sourcing new cars and vans are value for money, swift answers and a hassle-free service.

Wouldn't it be great if you could get the right vehicle at the right price,

quickly and simply, from a business you can trust. Well, now you can.

THE SOLUTION

Since 1978 Fleet News has been dedicated to helping you reduce costs and increase effectiveness. Fleet News Buying Group (FNBG) is the perfect extension of this approach. By combining the demand from hundreds of businesses like yours, we get bigger price discounts from our panel of top leasing companies and dealer groups who compete to win your business.

FNBG is free to use and enables companies to make the right buying decisions for their business each time they need a new car or van. We'll show you how much money you are saving and we'll even bring you special offers on relevant vehicles when they are available.

Who is FNBG for?

FNBG is for company owners and directors who are responsible for buying or leasing cars or light commercial vehicles. They want to get a good deal but they do not have the benefit of a dedicated fleet manager or fleet procurement support.

► IS THIS YOU? THEN READ ON. ◀

The benefits to you

FNBG is different to any other offer in the market. Our service is free to you because we take a fixed marketing fee from the leasing company or dealer group for every transaction.

The marketing fee is the same irrespective of the vehicle you choose or the company which supplies it, which means we have no bias about your choices.

We will provide you with a personal account manager and we guarantee you will receive your quotes within one hour.

How does FNBG work?

Fleet News Buying Group has partnered with leading leasing companies and dealer groups who will provide competitive pricing for your cars and vans.

When you register your company with FNBG you just need to provide information about your vehicles and when you are intending to procure. This is called the Customer Action Plan (CAP), which is a non-binding agreement between you and FNBG.

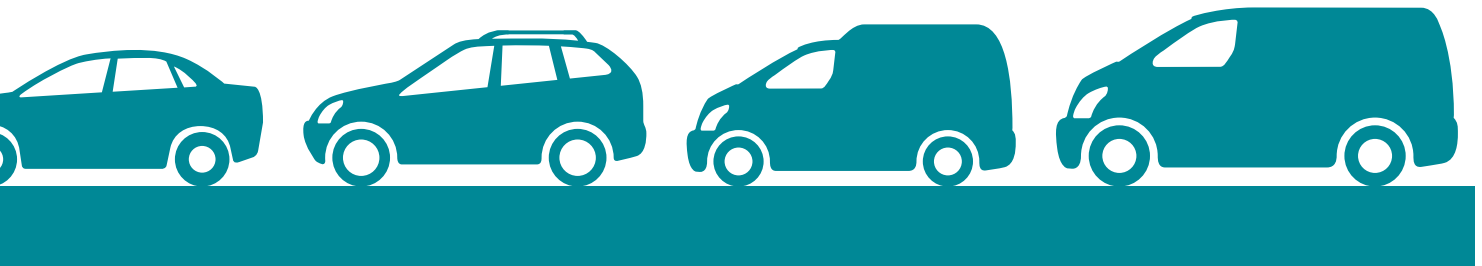
When the time comes to make the transaction, FNBG has created a simple five-step process:

1. We contact you as agreed in the Customer Action Plan.
2. We help you specify the vehicle and provide real quotations, simply and quickly from our vehicle suppliers.
3. We show you how much money you can save.
4. We confirm your order and you authorise it.
5. We check that you're happy with our service.

Once you have a vehicle shortlist (3 or 4 choices), you can start the buying process.

Once the order is placed, the supplier will let you know when you can expect to take delivery. Your personal FNBG account manager will always be on hand to help you with any queries.

www.fnbg.deals



Giving you confidence...

- 1 We provide you with all the information, reviews and funding advice you need to decide which car or van is best for your business.
- 2 We offer a service that has your best interests at heart.
- 3 You have a choice of all brands – car and van – from an independent business that you can trust.

Saving you time...

- 1 Multiple quotes delivered to you within one hour.
- 2 A mutually agreed action plan based on your individual requirements and a timescale that suits your business needs.
- 3 A personal FNBG account manager that you can trust.

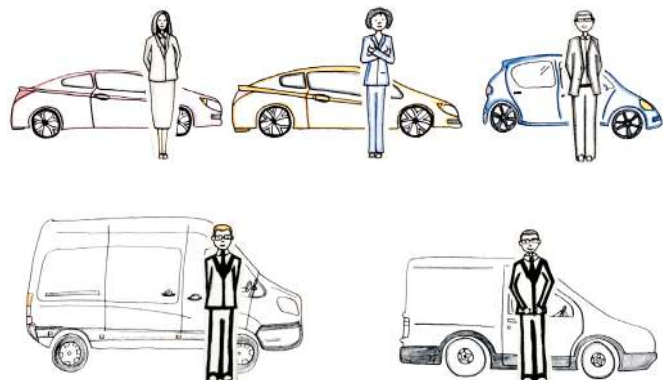
Saving you money...

- 1 The combined demand of hundreds of businesses like yours
- 2 Multiple companies competing for your business
- 3 A service that's completely free to use
- 4 Special offers brought to you when they're available

What happens next?

If you're interested in better deals, quicker, go to **www.fnbg.deals** and complete the FNBG preregistration form to secure your membership.

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Management
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BETTER DEALS, QUICKER.



'YOU DON'T NEED A **TECHNICAL BACKGROUND**'

The force is with Julie Reynolds in more ways than one. Some 13 years ago she became the UK's first female police fleet manager. *Stephen Briers* reports



Julie Reynolds has saved £200,000 in fuel costs by reducing the fleet

A

ccording to *Fleet News* data, fewer than one-third of fleet managers are women. Despite some occupying high profile positions – for example, Caroline Sandall at Barclays,

who is also vice-chair of fleet association ACFO, and Debbie Floyd at Bauer Media, an ACFO board member – the proportion has barely changed over the past decade.

Perhaps it's a belief you need to be a petrol-head or technical expert to run a fleet of vehicles that deters some women. That's certainly not the case, though, even in some of the more complex and operationally demanding fleets.

Consider Julie Reynolds. Almost 20 years ago she started a career in fleet as an administrator at Gwent Police. Seven years later she was appointed its head, becoming the UK's first female police fleet manager. She remains one of just two in the country (Sarah Gilding at South Yorkshire Police is the other).

Building fleet knowledge was crucial when Reynolds took on the role. The National Association of Police Fleet Managers (NAPFM) proved welcoming and invaluable.

"NAPFM was very supportive, especially when I was in an acting role," Reynolds says. "It was useful to tap into that knowledge, especially for the technical aspects as I didn't have a technical background."

Reynolds' role has recently developed after a departmental restructure, which resulted

in the loss of 5.5 posts, including the workshop manager, leaving her with a team of 11.5. She has day-to-day responsibility for the four-bay workshop at the head office in Cwmbran for which she previously had managerial support.

"I'm now head of fleet and workshop manager, and undertaking more day-to-day operational responsibilities is proving very busy," she says.

"But it proves you don't need a technical background to take on this role."

It's made possible by support from colleagues and an impending investment in new fleet management software.

The fleet restructure took place last year as part of a broader reorganisation of the





FACTFILE

Head of fleet Julie Reynolds

Time in role 13 years

Fleet size 360 – 306 cars, 48 vans, 6 motorcycles

Funding method outright purchase

Operating cycle patrol cars 120,000 miles; high performance 150,000 miles



police force which saw 10 local policing areas merged into two. The resultant efficiencies saw the fleet cut by almost 20%, from 460 to 360 vehicles – 306 cars, 48 vans and six motorcycles.

Under-utilised vehicles were targeted, with Reynolds challenging heads of department and senior police officers to identify them.

"I met them and said we were planning to take out a certain number of vehicles. They had to give reasons for not taking them," she says.

Everything from beat and high performance cars to vans and motorcycles were removed from the fleet, which meant the force was able to go almost a year without having to dip into its capital expenditure budget to procure new vehicles.

"When we reduced the fleet we had some concerns that the remaining vehicles would have to work much harder and that the overall mileage wouldn't change much," says Reynolds.

"We also wondered if the amount of jobs coming through the workshop would remain at the same level. However, this wasn't the case."

Mileage for the first 10 months has, in fact, fallen from 5.5 million to 4.7m miles, saving more than £200,000 in fuel costs – almost 26% of the annual spend. In addition, workshop jobs have fallen from 1,662 to 1,254, helped by a 15% reduction in incidents.

"The reduction in mileage is due to vehicles now positioned in the policing areas rather than in specialist units. We also have different shift patterns and are single crewing instead of double crewing," Reynolds says.

Prior to the restructure, she introduced a pool car scheme to target casual users and essential user mileage. With expenditure spiralling in excess of £500,000, primarily on casual user mileage and external hire costs, Reynolds' actions have pegged them back to just over £100,000.

The scheme costs around £140,000 on annualised capital and maintenance/repair bills for the 60 pool vehicles, which is resulting in a net annual saving of almost £295,000.

"Now they have to use a pool vehicle," Reynolds says. "We designed an online system for people to book the vehicles and it's been very successful."

She adds: "We had some challenges from staff unions but when they realised there would be a pool vehicle available most of

them welcomed it. It was a culture change, but a successful one."

Reynolds also initiated a campaign to address the costly issue of drivers filling up with expensive fuel called 'don't pay through the nozzle'. It was promoted via the logbooks, fuel card holders and on the intranet site to encourage staff to fill up at supermarkets or equivalently-priced fuel stations.

Within a year, compliance had risen from 43% of transactions to 88%.

"We only have one fuel tank at HQ; we took the others out a long time ago because they were costing too much money on maintenance and licences, and the difference in price had fallen," Reynolds says. "Now we go to supermarkets. It was a communications job with staff to make them understand the cost implications of using supermarkets and it has been very successful."

All new initiatives are widely consulted – with staff, unions, fleet strategy group meetings and the chief officer team involved. Nothing is rushed; feedback is considered and concerns addressed before any changes are introduced.

Under the business review, carried out as part of the restructure, Reynolds secured approval to update the Tranman fleet management software system (the move supported the decision to reduce the fleet headcount). It will, she says, "free up time to think strategically".

"I was able to do it (the manager role) with my fleet experience and a business mind, rather than having a technical background"

Julie Reynolds, Gwent Police



For more fleet profiles, visit:
fleetnews.co.uk/industry-profiles

Gwent Police has joined with neighbouring forces South Wales and Dyfed Powys to invest in one system hosted on a single server which can be accessed by the three forces. The decision to share could see future processes and procedures developed as part of a joint initiative.

The fleet IT system will also improve workshop functionality that will provide efficiencies by linking to touchscreens for jobs and a document management system which will reduce paper and improve record keeping.

"The benefits include cost savings for system upgrades and it also provides interoperability among the fleet for which there are a number of operational units," Reynolds says.

Developments in fleet procurement provide further opportunities for efficiencies through turnkey vehicle devolutions which will reduce the demand on workshop staff to fit lights and livery and fully kit-out high performance vehicles.

"This isn't about savings – there is little difference to doing it in-house – it's about the fact we now have fewer technicians so ordering turnkey means less in-house work," Reynolds says.

Peugeot won the recent tender to provide the turnkey beat cars, with BMW retained for high performance vehicles. A range of factors swung the deal in Peugeot's favour, including wholelife costs, delivery times, aftersales support, diagnostics, training, parts and the dealer network.

Cost is a major factor in the modern police force and Gwent Police operates a fleet strategy user group and a project team (the 'staying ahead group') which includes all key stakeholders. Their focus is on saving money, without affecting the delivery of services.

It's a constant challenge, but that is one of the things that Reynolds enjoys most about the fleet manager role. And she believes it's a position that would suit many women.

"I was able to do it with my fleet experience and a business mind, rather than having the technical background. It would be good to see other women in this field," she says.

"It is a juggling act at times, a daily challenge to ensure all the vehicles are on the road and that work is prioritised dependent on operational requirements.

"It's different challenges every day, but that's the joy of the job."



Julie Reynolds enjoys the daily challenge and says 'it would be good to see other women in this field'.

PLANNING THE WORLD'S BIGGEST SECURITY OPERATION

Running a police fleet is one thing; being responsible for delivering transport for a NATO summit is an entirely different proposition. That was the challenge Julie Reynolds faced when almost 60 heads of state and thousands of government ministers came to the Celtic Manor Resort in Gwent two years ago.

The security operation, codenamed Ismay, saw Reynolds oversee the provision of all vehicles in the region. It was, she modestly says, a case of "using my skills, only on a much bigger scale".

Gwent Police hired 450 vehicles in three weeks, equivalent to four years' worth of rentals, which included cars, vans, minibuses, cranes, golf buggies and trucks, plus drivers, and it borrowed 25 demonstrator vehicles.

Reynolds says: "We wiped out the local hire companies of every minibus and had to go nationally."

Aid came from all over the country. Reynolds' team arranged recovery agents to collect dog kennels from Scotland and the movement of CBRN (chemical, biological, radiological and nuclear) trailers from all over the UK.

She also completed her annual vehicle replacement programme in the first four months of the year and held back 64 vehicles from auction to be used at the event. And she planned and managed the vehicle recovery programme for police and public vehicles for the duration of the operation.

Twelve hour days were common for the fleet team during the two-day summit, with the longest shift logged at 18.5 hours.

"It was the busiest I've ever been, but it was a great experience," Reynolds says. "It felt like we had achieved something and it was so successful from a policing viewpoint."

LIVING IN THE REAL WORLD OF EMISSIONS

For years, accurate testing of fuel economy and emissions seemed elusive. But a graduate discovered that by applying 'clever maths' a solution could be found. *Gareth Roberts reports*

A desire to overcome the challenge of finding accurate fuel consumption figures has delivered real-world data for more than 60,000 cars and air quality ratings for hundreds more.

Six years ago, Nick Molden, founder and CEO of Emissions Analytics, simply wanted to know why drivers were struggling to match official fuel economy figures. He started digging and soon discovered that the official testing regime – the New European Driving Cycle (NEDC) – was to blame.

"Manufacturers were legally exploiting the test to get the most flattering figures," says Molden. "We now had to find out whether it was possible to come up with an alternative system which could provide a better number."

It would need to be able to test lots of cars in the same way and, importantly, provide data which could be interpreted as near as possible to the real world.

"It looked too difficult for a long time," he says. "We looked at building our own laboratories, but that meant having a massive physical infrastructure which would have cost millions of pounds."

It would not have provided the on-the-road data the Oxford University graduate craved either. "Unless we were taking a real car, a real driver and putting it on a real road, it wasn't going to deliver what we really wanted," he says.

TRUCK SYSTEM OFFERED HOPE

Luckily for Molden, a possible solution was being used in the US. Several truck manufacturers had been caught using a crude defeat device to beat the emissions testing regime in the 1990s. After having to pay a fine of \$1bn, some of the cash was used to develop a monitoring system which could be used to keep tabs on them in the future.

The result was the Portable Emissions Measurement System (PEMS) – the same technology found in a traditional testing laboratory, but packaged for on-board installation.

It was able to measure the gases coming out of the tailpipe as well as recording how and where the vehicle was being driven.

PEMS uses a process called the carbon balance method. "As long as you know the chemical make-up of the fuel in the tank, you can measure the amount of carbon monoxide and dioxide coming out of the exhaust, and calculate mpg very accurately," says Molden.

"It's about the number of molecules. If that amount of gas has been created, this amount of fuel must have combusted."

However, once the system had been adapted for use on a car, one more problem remained. "When you're testing on the road the thing you can't control is traffic flow," explains Molden. "You can keep the driver the same and the route the same. You can do it within certain ambient conditions and you can make sure the tyres are inflated to the right pressures. You can do a lot to standardise [the test], but, ultimately, you can't control the traffic flow."

Molden's solution was to combine PEMS with some "clever maths". The portable unit was able to measure exactly what came out of the exhaust pipe, and how the car was being driven second-by-second. "That's crucial, because you can then relate how the car is being driven to how much it emits and, where speed and acceleration has differed from the target cycle, you can make small mathematical corrections.

"It was the Eureka moment. We could have the authenticity of the road and, with some clever maths, the accuracy of the laboratory."

NOX DATA DIDN'T STACK UP

Emissions Analytics was launched in 2011 and began testing cars sourced through dealerships, rather than direct from the manufacturer. "We didn't want to be fed one of their 'golden' cars or pre-production models," explains Molden.

The data began to roll in and, after around 18 months of testing, they started to notice a problem with data relating to nitrogen oxides (NOx).

He says: "We always believed there was a fuel economy gap, but we hadn't really thought about NOx."

The International Council on Clean Transportation (ICCT) published research in 2014 on early Euro 6 diesels which showed they were 7.1 times over the legal limit for NOx.

"Half of the data came from us," says Molden. "That was the first time a serious piece of work had been put into the public domain."

The findings were to prove crucial. A year later, Volkswagen admitted using a defeat device to beat strict emissions tests in the US.

NOT JUST ABOUT BAD PERFORMERS

Today, Emissions Analytics has carried out PEMS tests on more than 1,200 model variants of passenger car in addition to testing heavy goods vehicles, tractors, taxis, vans and buses.



FACTFILE

Organisation Emissions Analytics

CEO and founder Nick Molden

Company headquarters

Stokenchurch, Oxfordshire

Founded 2011

Real-world fuel economy data

60,000 cars

Real-world air quality ratings

460 cars



"We are not in the business of just pointing fingers at bad performers, it's a way of being able to sift the good from the bad"

Nick Molden, Emissions Analytics



Emissions Analytics equipment tests the exhaust output on this Mitsubishi

Its bespoke services include benchmark tests, product evaluation and real-world running costs, and it offers subscription access to its database of test results, as well as confidential testing services for product development and evaluation.

It is also currently in partnership with Imperial College, London, studying urban emissions for transport planning and policy.

Fleets will be particularly interested in its recently launched, free-to-use Equa Index, which contains air quality ratings for more than 400 vehicles and real-world fuel economy data for more than 60,000 cars – almost every car on sale in the UK in the past five years.

Real-world fuel economy is based on more than 800 vehicles, covering a wide range of makes, models and engine types. This enables Emissions Analytics to accurately forecast fuel economy for cars it has not yet tested.

Molden says: "We are not in the business of just pointing fingers at bad performers, it's a way of being able to sift the good from the bad."

Manufacturers have welcomed the Equa Index, but Molden admits they were wary in the beginning.

He explains: "When we started publishing data we had a lot of manufacturers wanting to know how we were testing the vehicles."

"It was generally the ones which we were publishing unflattering data for, but we were happy to expose our methods to scrutiny and we now have more than half the manufacturers by sales volume subscribing to our database."

Molden isn't about to rest on his laurels, however. He wants the Equa Index to be the go to a real-world emissions rating system, just like the European New Car Assessment

THE WORST AND BEST PERFORMERS

Nearly all new cars (98%) fail to achieve their official fuel economy figures, according to the Equa Mpg Index.

Emissions Analytics' research has found that in 2016 the average shortfall between official and real-world fuel economy has reached 29%, with some vehicles more than 40% adrift.

Only Aston Martin's 4.7-litre Vantage Coupe has achieved official consumption figures in the past two years in the Emissions Analytics' database.

The 1.6-litre diesel Honda Civic was the best-performing car, achieving 61.8mpg against a claimed combined of 78.5mpg – a shortfall of 21%.

Britain's best-selling car, the Ford

Fiesta, managed 37.8mpg, against the official figure of 62.8mpg for the petrol version.

Worst-performing was BMW's X5, at 16.2mpg under Emissions Analytics' tests, versus official figures of 25.4mpg.

Ironically, Volkswagen, which last year admitted using software to cheat lab tests, is the only manufacturer to achieve an air quality 'A' rating for a diesel vehicle, with its new Tiguan 2.0 diesel. This means that its real-world NOx emissions are less than or equal to the Euro 6 limit recorded in the laboratory.

The Tiguan was the fifth Volkswagen model and eighth Volkswagen Group vehicle to be given an A rating since the EQUA Index was launched this year.

Programme (Euro NCAP) has become the must have measure for vehicle safety.

"We hope that eventually people won't consider a car with a low [air quality] rating in the same way they wouldn't touch a two-star car," he says.

"Euro NCAP is an entirely voluntary, non-statutory system. It's just done well and accepted as currency. We want to do the same."



See the trend in real-world mpg, visit fleetnews.co.uk/real-world

Meet the all-new Alfa Romeo Giulia: best of both worlds



Alfa Romeo's latest model has arrived!

Alfa Romeo is a brand which stirs the soul of drivers. Throughout its history, it has produced numerous iconic cars, each offering stunning looks and a drive which owes much to the Italian manufacturer's sporting heritage.

The All-New Alfa Romeo Giulia premium sports saloon does all this and more. The saloon marks a return to rear-wheel drive, which ensures it provides both the driving pleasure and dynamics associated with the famous brand.

However, it also has significant appeal to fleets: its build quality and levels of equipment match or better the class-best, while its high efficiency and competitive pricing gives drivers low benefit-in-kind tax.

Its appeal to fleets is enhanced further with the Tecnica trim level, aimed at business users and offers class-leading specification matched by low benefit-in-kind

rate (21 per cent) and CO₂ emissions.

On-the-road prices for the Alfa Romeo Giulia range begin at only £29,180, with CO₂ emissions from 109g/km.

Two 2.2-litre diesel engines are available, with power outputs of 150hp and 180hp, while there is also a choice of two petrols, with either 200hp or 510hp.

Industry-leading safety

Alfa Romeo Giulia has been awarded a prestigious five-star Euro NCAP rating, with a 98% protection score for adult occupants: the highest score ever achieved.

It gained this thanks to two key elements: the adoption of a wide range of innovative safety systems and the structural integrity of its light and rigid bodyshell which uses robust, lightweight materials such as carbon-fibre, aluminium and aluminium composite.

All models feature new efficient active

safety systems. These include the Integrated Brake System (IBS), which significantly reduces braking distance (62mph to standstill in 38m for the Alfa Romeo Giulia and 32m in the high-performance Quadrifoglio). In addition, all models feature Forward Collision Warning (FCW) with Autonomous Emergency Brake (AEB) with pedestrian recognition, Integrated Brake System (IBS), Lane Departure Warning (LDW). Quadrifoglio also adds standard Blind Spot Monitoring (BSM), which is an option on the rest of the range.

FCW and AEB use a radar sensor and camera built into the windscreen to detect the presence of any obstacles or vehicles in the car's path and warn the driver of the risk of imminent collision.

If the driver fails to react in time, the system automatically applies the brakes to avoid an impact or reduce its severity. The AEB is capable of stopping the car autonomously at speeds of up to 37kmh.

LDW and BSM (with Rear Cross Path Detection) use sensors to monitor the area around the car and assist the driver when overtaking, changing lane or exiting car parks by monitoring any cars that may be approaching.

Generous equipment levels

Alfa Romeo Giulia is available in five trim levels: The Giulia, Super, Tecnica, Speciale and the range-topping Quadrifoglio.

The entry trim level, Giulia has a comprehensive standard specification



The return to rear-wheel drive makes the Alfa Romeo Giulia a joy to handle

For more information, please call our business centre on 0800 652 5289

ent feature



and includes 16-inch alloy wheels, LED rear lights, dual-zone climate control, Alfa™ D.N.A rotary driving mode selector, 3.5-inch TFT colour cluster instrument panel, UConnect™ 6.5-inch display infotainment system with digital radio plus MP3 and Bluetooth connectivity, eight-speaker audio system, rear parking sensors and cruise control.

The Alfa Romeo Giulia is available with the 200hp 2.0-litre turbo petrol engine at an on-the-road price of £28,995 (P11D).

Tecnica has been designed to appeal to the business driver and, for £245 more than the Super versions, adds power seats, climate pack (cooled glove box, athermic windshield glass and air quality system) and privacy glass.

It also adds a driver assistance pack featuring front and rear parking sensors and rear-view camera with dynamic gridlines.

Tecnica is available with the 2.2 150 hp or 180 hp diesel engine, with prices from £30,940 (P11D).

Range topping Quadrifoglio

Quadrifoglio, which, powered by a 510hp B-turbo V6 petrol engine, is capable of accelerating from 0-62mph in just 3.9 seconds.

With an on-the-road price of £59,000, Quadrifoglio enhances its sophistication and high-performance feel with leather and Alcantara upholstered sports seats,

“The Alfa Romeo Giulia has been awarded a five-star Euro NCAP rating with a 98% score: the highest ever”



All trim levels of the Alfa Romeo Giulia range ooze quality

carbon fibre inserts for the interior and aerodynamic exterior spoilers.

Comfort and safety features include blind spot monitoring and rear camera, as well as Bi-Xenon headlights with Adaptive Front Lighting System (AFS) technology.

It features technology gear designed specifically to maximise dynamic performance, including the Alfa™ Active Aero Splitter system, the dedicated braking system, the Alfa™ D.N.A Pro Selector with Race mode that communicates with the

Alfa™ Chassis Domain Control (CDC) system and Alfa™ Torque Vectoring.

Alfa Romeo has long been a manufacturer which appeals to the emotions of drivers.

However, the all-new Alfa Romeo Giulia is truly a car which also offers fleets and company car drivers the very best of both worlds: its class-leading safety, outstanding design and build quality, as well as excellent equipment levels and efficiency, make it a car which can be chosen by both hearts and heads.

or email alfaromeo.fleet@alfaromeo.com visit alfaromeo.co.uk/fleet

FleetNews FLEET MANAGEMENT LIVE

In association with



19-20 October 2016
NEC, Birmingham



YOUR OPPORTUNITY TO TAP INTO EXPERT KNOWLEDGE

More than 100 exhibitors makes Fleet Management Live the biggest show in the UK for those involved with the fleet industry. And it's all free of charge...

The biggest fleet show in the UK, Fleet Management Live, takes place on 19 and 20 October at the Birmingham NEC. It's free to attend and will be packed with more than 100 exhibitors. Plus there are eight best practice sessions covering many aspects of the fleet industry. Visitors will be able to meet key suppliers and question the experts on everything from the future of company cars to practical advice for meeting your fleet's needs.

HR and finance professionals are welcome, alongside fleet managers and decision makers, and special seminars will be held in the Fleet Insight Theatre to cater for all levels of experience across all sizes of business.

For industry beginners, or those wanting to learn a little more about the basics, a Breakfast for Beginners session will take place hosted by the Institute of Car Fleet Management.

Ask Nigel, the regular *Fleet News* help section, will be featured live with fleet veteran Nigel Trotman on hand to help solve all dilemmas, while ACFO will be hosting a debate on business mobility.

Plus visitors can book a 30-minute session with the Expense Reduction Analysts fuel team to get an unbiased review of their fuel buying policy.

The latest models from a number of manufacturers including Audi, BMW, Vauxhall and Volvo, will be on display. And visitors will get a first look at the new Land Rover Discovery and the 10th generation Honda Civic.



ASK NIGEL



Fleet News columnist Nigel Trotman will be hosting group sessions at Fleet Management Live to answer your fleet-related queries and give advice on your fleet challenges.

EVENT INFORMATION

Location: NEC, Birmingham, B40 1NT

Opening hours: Wednesday 19 October – 9.30am to 4.30pm

Thursday 20 October – 9.30am to 4pm

For more information, contact: Luke Clements on 01733 468325

or email luke.clements@bauermedia.co.uk

Website: fleetmanagementlive.co.uk



FLEET INSIGHT THEATRE

Sponsored by



HR SESSION

SPEAKERS

- Calum Di Lieto
- Andrew Stephenson
- Brian Cooper

How can HR managers cut operating costs while ensuring safety compliance is maintained?

Every day HR executives find themselves dealing with fleet operations and are increasingly being left with responsibility to deliver corporate financial savings and ensure driver and vehicle duty of care is maintained.

This session will be chaired by Calum Di Lieto, editor of *HR Grapevine*, and will give insight for HR professionals about how they can maximise fleet productivity.

Andrew Stephenson, former group and property director of DFS, led an HR-controlled fleet overhaul at the long-established high street retailer. He will explain how the result was a better car for all employees, a drastic 13% reduction in CO₂ emissions, tax savings for employee and employer alike, and savings of more than £1m to DFS.

By taking a 'cheaper, greener, better' approach, Stephenson will tackle the potentially thorny 'HR v fleet manager' issue, explain the multi-manufacturer approach taken by the company and explain why employee engagement is vital.

Brian Cooper, senior manager – people advisory services Ernst & Young, will use his knowledge and experience to provide delegates with an insight into why it is essential to have a sound understanding of health and safety issues when formulating a company car policy.

That extends to the types of cars employees are allowed to drive and ensuring they are fit for purpose, policies around insurance and insurance excesses and driver training.

What's more it is vital that policies extend to cover issues including: vehicle maintenance; the regular checking of fluid levels such as oil and water and tyre pressure and tread depth; mobile phone usage when on the road; drugs and alcohol and smoking in vehicles; and regular breaks from driving.

Cooper will also focus on why it is important to extend the application of such policies from company car and van drivers to include employees who have opted for a cash allowance in lieu of an employer-provided vehicle and those members of staff who drive their own cars on occasional business use.

Additionally he will explore issues such as whether to allow employees a free vehicle choice or operate a sole supply manufacturer arrangement; why company car choice lists should be based on wholelife costs and not list price or another alternative; optimum replacement cycles to ensure value for money is delivered; and how wholelife cost data and the amount an employer reimburses for business mileage impacts on a cash allowance policy.

TOPICS COVERED WILL INCLUDE:

- FUNDING COMPANY VEHICLES
- DRIVER SAFETY
- LEGISLATION
- DUTY OF CARE

Finally, Cooper will highlight the recent government consultation on the future of salary sacrifice schemes, including those relating to cars.

The HR sessions will take place at the Fleet Insight Theatre on Wednesday 19 October (10am -11.30am) and Thursday 20 October (12pm-1.30pm).

SME SESSION

SPEAKERS

- Christopher Macgowan
- Jay Parmar
- Doug Jenkins
- Dan Abbott

Focus on fleets: Legislation, covering tax, work-related road safety and numerous other fleet-related issues can be a minefield.

The number of laws, rules and regulations impacting on fleets, employers and employees who drive a vehicle on business – irrespective of whether the vehicle is company-provided or privately owned – is huge. For many SMEs the role of 'fleet manager' will invariably be part-time and combined with another function.

Christopher Macgowan, former chief executive of the Society of Motor Manufacturers and Traders, will lead a discussion on the key issues that will keep SMEs on the right side of the law and highlight ways to reduce costs.

Jay Parmar, director of policy and membership at the British Vehicle Rental and Leasing Association, will explain how allowing employees to drive their own cars on business trips – the so-called 'grey fleet' – is costing a





fortune in mileage expense payments.

What's more those cars are invariably older, more polluting and potentially more dangerous than cost-effective alternatives such as company-provided cars or rental vehicles. He will argue that grey fleet use is an SME 'blind spot' and will offer best practice solutions.

The 'connected car' is paving the way for autonomous vehicles but the rise of technology requires employer focus in terms of data protection, cyber security and regulatory change, which Parmar will spotlight.

Additionally, rising air quality concerns has led to significant anti-diesel rhetoric, moves to introduce clean air zones in urban areas and even talk of a diesel car ban. Parmar will seek to separate fact from fiction and give an insight into the future of diesel.

Finally, Parmar will aim to provide an insight into what fleets and the wider automotive industry can expect from the Theresa May-led government's Autumn Statement, post Brexit.

Doug Jenkins, manager of Risk Control – Motor at Axa Insurance, has many years' experience in occupational road risk management. He understands the day-to-day issues facing fleet decision-makers and, critically, from a risk perspective, one of those issues is tackling management culture.

Jenkins will explain why a safety culture must not only be prevalent in the office or factory, but also across all vehicles driven on business.

He will focus on the issues and challenges faced in implementing a management-led safety culture and why it is important to have that in place before focusing on the 'nitty gritty' of driver risk assessments, driver behaviour on the road, feedback from telematics data and, potentially, driver training.

He will also highlight topical industry issues including autonomous driving technology.

Jenkins said: "There is much misunderstanding about where autonomous vehicles feature in the future of motor insurance underwriting. I will be able to bring clarity and insight through the work Axa Insurance is involved in."

Additionally, with telematics playing a key role in delivering vehicle and driver behaviour data to fleet operators, Jenkins explained: "Many businesses do not use telematics data correctly. Such information can influence corporate safety

programmes with in-depth analysis of the data helping companies to spend less while also having an impact on insurance claim levels."

The SME sessions will take place at the Fleet Insight Theatre on Wednesday 19 October (12pm-1.30pm) and Thursday 20 October (2pm-3.30pm).

FINANCE SESSION

SPEAKERS

- David Rawlings
- Jo Hammonds
- Matt Walters

Focus on fleets: Fleet is the second largest expenditure after staff in most organisations, but how do you obtain best value?

Cost savings are invariably an agenda-topping item for finance directors and managers so it is critical fleet policies are designed and operated as efficiently and effectively as possible.

David Rawlings, director BCF Wessex Consultants, will say company cars remain one of the most sought after benefits by employees despite rising levels of benefit-in-kind (BIK) taxation, but employers and drivers must place the focus on value rather than cost.

While the seemingly year-on-year percentage increases in BIK tax look 'horrible', in cash terms, company cars still deliver great value, Rawlings will explain. Thus, businesses must focus on that and the opportunities they deliver – notably as a tool to motivate employees.

Although contract hire and outright purchase remain the two most popular vehicle funding mechanisms, other options include: hire purchase, lease purchase, contract purchase, finance lease and operating lease.

There is no one-size-fits-all answer with different solutions applying, dependent on the situation of the individual business including its culture and attitude to financial risk.

What's more, running a fleet of cars can have major tax implications for businesses – notably: its corporation tax position, VAT situation, cash flow, the rate of return on capital employed and

corporate balance sheet implications.

Having determined that company cars have a business role to play and settled on a financial strategy, smart employers will use wholelife costs to determine company car choice.

That's because in terms of vehicle selection and best practice they provide the best forward estimate of the real costs to an organisation, in delivering business mileage, over a replacement cycle. Furthermore, using wholelife cost data identifies the best value company cars and thus enables employers to invariably offer more attractive vehicles to their staff.

However, industry evidence suggests hundreds, possibly thousands, of businesses are potentially wasting money because they are failing to use wholelife costs as the basis for company car selection.

Rawlings will also highlight the recent government consultations on future changes to company car BIK tax for ultra-low emission vehicles and salary sacrifice schemes.

Jo Hammonds, group asset manager, Mears Group, has many years' hands-on experience of managing the company's fleet, which comprises many thousands of cars and vans.

Wholelife cost is one of the key factors Hammonds uses when deciding which company cars and vans to include on the Mears

nationwide fleet. He will explain why the vehicle with the lowest price may not necessarily be the most cost-effective for a business to operate from a wholelife cost perspective.

He will also explain how vehicle operating cycles influence wholelife costs and that there comes a 'tipping point' when maintenance costs overtake residual value and extending replacement cycles prove unviable.

Finally, with no industry definition of what data goes into the wholelife cost mix, Hammonds will highlight the components he takes into account when comparing models ahead of deciding which to include on the company fleet.

The finance sessions will take place at the Fleet Insight Theatre on Wednesday 19 October (2pm-3.30pm) and Thursday 20 October (10am-11.30am).



Customers at the very heart of the business

LeasePlan UK will reveal latest mobility research at Fleet Management Live

LeasePlan UK, a member of LeasePlan Corporation NV Group, is part of the largest vehicle management group in the world. Collectively, we operate a fleet of 1.62 million vehicles and provide innovative leasing and fleet management solutions in 33 countries, across five continents.

The UK division of the company operates a serviced fleet in excess of 165,000 vehicles, including more than 50,000 commercial vehicles.

At LeasePlan, we know that every customer is different and so we've organised our business into four distinct brands. So, whether you know us better as LeasePlan, Automotive Leasing, LeasePlan Go or Network, you'll know that we are committed to putting the needs of our customers at the very heart of everything we do. It's an approach which is best summed up in our brand promise: it's easier to leaseplan.

From simple funding to full outsourcing, and everything in between, our fleet management and driver mobility solutions will help you achieve your goals. In fact, whatever sort of business you're in – small, large, private or public sector – you can be confident that fleet isn't just part of what we do, it's *everything* we do. No distractions, no complications, just expert advice, solutions that really work and 100% commitment to service.



Find us
at stand
E36



Reasons to visit us at Fleet Management Live

■ Following last year's successful event we're delighted to once again exhibit at Fleet Management Live as it provides a unique opportunity to meet the team face to face.

■ The event will see the launch of some exciting new research around the future of mobility and driver behaviour. In addition, we'll be showcasing our latest innovations around employee mobility.

■ We know that your time is precious and we want to ensure you get the most from the event, so if you would like to make an appointment in advance please email us at: newbusiness@leaseplan.co.uk or call us on 01753 802 098.

■ And if you haven't had a chance to book an appointment in advance, please do come along to see us at stand E36 – our expert team is always happy to help.

Call 01753 802 098 visit leaseplan.co.uk
or email newbusiness@leaseplan.co.uk



It's easier to leaseplan

Volvo mixes heritage with vision to drive success

Fleet Management Live will see 90 series together for the first time in the UK



Volvo Cars has pioneered the way for automotive safety since 1927 when the first production car rolled off the line in Gothenburg. Celebrating 90 years next year, Volvo's own

Find us
at stand
D6

in-house designed platforms and engines are paving the way for a new brand vision – that no-one will be killed or seriously injured in a Volvo by 2020 – and its products for the future.

Volvo Car's specially-designed and fully-modular Scalable Product Architecture (SPA) platform and the new 90 series of S90, V90 and XC90 are firm evidence of the

"2015 saw Volvo Car UK's most successful sales year for more than 20 years, contributing to a strong global performance registering more than half a million cars"

Volvo-by-Volvo strategy. SPA is changing the way Volvo builds cars by allowing a wide range of cars, powertrains, electrical systems and technologies – all of differing complexity – to be fitted on the same architecture, generating significant economies of scale.

2015 saw Volvo Car UK's most successful sales year for more than 20 years, contributing to a strong global performance with the brand registering more than half a million cars globally for the first time in its history. 2016 is showing further sales growth following the launch of the eagerly anticipated new Volvo S90 luxury saloon and V90 modern estate – on show together for the first time at Fleet Management Live.

'90' reasons to visit Volvo Car UK's stand at Fleet Management LIVE:

Volvo Car UK is returning to Fleet Management LIVE with an exceptionally strong model line-up, all with low CO₂ emissions, money-saving safety technology and impressive economy figures that are perfect for the fleet market.

Fleet and company car drivers visiting the Volvo Car UK stand will be able to see its brand new 90 series on display together for the very first time. Making up Volvo's most advanced model range to

date, the XC90, S90 and V90 all share premium design cues, stylish interiors and innovations to assist drivers that make these products ideal for those out on the roads for business. They offer a sublime and luxurious experience that demonstrates the progression of the Volvo Cars brand and, thanks to the Scalable Product Architecture (SPA) platform, has opened up a range of new opportunities in terms of how Volvos can be designed, built and equipped.



BEST PRACTICE SESSIONS

Led by subject specialists, these small interactive sessions will offer practical guidance to fleet operators looking to implement effective policies and processes in their organisations. Each session takes place twice-daily

When, where and why do younger working drivers crash?

At the sessions AA DriveTech will be sharing the results of new research it has commissioned on younger at-work drivers, typically under 30 years of age.

The research is being undertaken by independent market research company, Road Safety Analysis. Using data for the past 10 available years, the research will explore multiple variables relating to young working drivers involved in injury collisions.

It will look at when, where and why young people crash, compare their crash characteristics with other business drivers and highlight what insights fleet managers can gain.

The findings will be presented by David Richards, head of marketing and research at AA DriveTech, who has more than a decade of experience in road safety and driver training.

Many organisations are aware of the legal, business and moral case for implementing occupational road risk management solutions, but young people face a disproportionately high risk on the road.

On average, according to a report by the European Transport Safety Council, the road mortality rate is 69% higher for people under 30 years of age than it is for the rest of the population, with young men most at risk.



DriveTech

STAND

P65

Telematics – a true ‘smart’ mobility partner

The future of ‘smart’ mobility is set to shake-up traditional fleet management with potentially a merging of disciplines and a mix of options.

Partnered with the trend for employees to work longer and/or more flexible hours, often across multiple locations, it seems conceivable fleet managers may find a holistic approach to mobility is the best way to keep step with employee needs and wants. This is in addition to meeting legislative requirements and maintaining tight controls on cost.

Rhys Harry, telematics product manager at ALD Automotive, will explore the role telematics will play in a holistic ‘business mobility’ solution, the alternative approach to a standard company car policy.

He will discuss fleets already using in-vehicle telematics and how they have been saving money and improving efficiency over the years.

Harry will also focus on how they are also building a deep understanding of behaviour and journey requirements, crucial to assist tomorrow’s fleet managers make smarter decisions about the most sustainable vehicle or mobility solutions for their business.



**ALD
Automotive**

STAND

E6

Remarketing – a best practice guide

Vehicle remarketing and obtaining the best value for defleeted company cars and vans can be a complex business.

Martin Potter, remarketing director (south), Aston Barclay, will deliver a guide to remarketing best practice, looking at how to place vehicles into the wholesale market.

Whether a fleet manager or in HR, finance or procurement having merged day-to-day responsibilities with elements of fleet management roles, maximising the residual value of fleet vehicles will be a priority.

The seminar will analyse what should be considered when ordering new vehicles or providing ones for new contracts and analyse how residual values will fare in the market place in three or four years’ time.

He will also look at issues that should be considered at all stages of a vehicle’s life when it comes to building a successful remarketing solution, from documentation, to condition, to the time and place of the sale, and everything in between.



STAND

E7



LAND ROVER

To the office. From the office. Out of office

You want a fleet that satisfies the demands of your business. But now you can offer your colleagues a vehicle that also meets their out of office demands – from the versatile Land Rover range.

It's no secret that Land Rover offers unparalleled capability across any terrain. But you might not know that the current range is equally at home in the city – more than meeting the demands of a modern business fleet, thanks to a new line-up of efficient diesel Ingenium engines.

“The current range is equally at home in the city – more than meeting the demands of a modern business fleet”

From a business perspective, the Land Rover range* is offered with a wide choice of flexible finance solutions. P11D values are from £31,040. CO₂ emissions can be as low as 129g/km and you'll get up to 57.7 mpg (combined). For peace of mind, every new Land Rover comes with three years' unlimited mileage warranty and 24/7 Europe-wide Roadside Assistance.

You can give your colleagues what they want too. Land Rover takes care of business Monday–Friday, then comes into its own at the weekend.

Official Fuel Consumption Figures for the Land Rover range in mpg (l/100km):

Urban 4.9–18.3 (57.7–15.4)

Extra Urban 3.7–10.0 (76.4–28.3)

Combined 4.2–13.1 (67.3–21.6)

CO₂ Emissions 299–109g/km

The figures provided are as a result of official manufacturer's tests in accordance with EU legislation. A vehicle's actual fuel consumption may differ from that achieved in such tests and these figures are for comparative purposes only.

*Figures based on a Land Rover Discovery Sport 2.0 litre diesel TD4 150hp manual (4WD).

Find us
at stand
A16

Reasons to visit us at Fleet Management Live

- Land Rover's most versatile SUV, the All-New Discovery, will be making one of its first outings.
- You'll be able to take in this quantum leap forward in SUV design – with its dramatic proportions, dynamic silhouette and beautifully crafted interior – packed with ingenious features.
- Register your interest at our stand to be among the first to hear the latest news and updates.
- You can also explore Jaguar's most advanced and dynamic sports saloon – the award-winning XE.
- The dedicated Jaguar Land Rover Fleet Team will be on hand to answer any questions. They can arrange a meeting with one of our highly experienced sales managers for a demonstration in the model of your choice at a convenient time and date.



For further details call 0845 600 2214
or visit landrover.co.uk



ABOVE & BEYOND

Fleet compliance – drivers and vehicles

Regulatory compliance is essential for all fleets, but it can prove an administrative burden without the solutions in place to efficiently and effectively manage company and 'grey fleet' vehicles and drivers.

Collecting data is one thing, acting on it is another. Too many fleet decision-makers become slaves to data capture and then do nothing with it, which could be as bad, or potentially worse, than not collecting it in the first place.

Information captured should act as the basis for change implementation whether in respect of replacing expensive-to-maintain vehicles, changing operating cycles, altering fuel purchasing policies, acting on daily vehicle defect reports, or introducing a behavioural change programme and bespoke training for individual drivers.

Richard Evans, Jaama's head of business development, will provide workshop attendees with essential advice on how to develop a cohesive compliance strategy by acting on data collected from a variety of sources that might include telematics, mobile apps and reports from third party suppliers.

The workshop will also highlight how some of the UK's best known companies have collected the strategic information they require to ensure driver and vehicle regulatory compliance.



STAND

E3

Outsourcing: Is it for me?

Over the past two decades outsourcing has been gaining in popularity, but there are significant pitfalls and the business process is not necessarily suitable for all organisations.

Ross Jackson, Fleet Operations chief executive, will be posing – and answering – the key questions that businesses should consider when deciding whether to outsource vehicle management or aspects of it.

Issues under the spotlight will include: existing fleet knowledge and expertise within a company and the structure of the business; whether or not fleet is a core activity for an organisation; and what is good about outsourcing but also the potential pitfalls and risks.

Jackson will also remind seminar delegates that when going down the outsourcing route it doesn't mean the in-house fleet decision-maker becomes redundant. Instead that individual can become more focused and strategic by ridding themselves of handling day-to-day fleet issues.



STAND

E28

Hi-tech vehicle safety technology and how it can affect windscreen replacements

Windscreens are no longer simply a piece of glass protecting occupants from the elements and providing structural support for a vehicle, according to Nationwide Windscreen Services.

Today's company cars are computers on wheels packed with advanced driver assistance systems that manage a plethora of aids to improve road safety including: cruise control, autonomous braking, adaptive lighting, lane departure warning, lane keep assist, blind spot warning and collision avoidance.

Such systems 'view the road' usually through the windscreen via a combination of cameras and sensors. Therefore, after windscreen replacement, recalibration of the cameras is essential to ensure the driver-assist aids continue to work as they should and support safe driving.

However, industry research has revealed a worrying lack of awareness about the safety issue. Two in three car drivers (67%) admitted they didn't even realise that the cameras and sensors which control such safety features were installed on or near the windscreen.

Phil Homer and Steve Greenway from Nationwide Windscreen Services will explain to delegates how the technology works and the recalibration service available alongside the additional costs and downtime involved and the potential risks of ignoring calibration.



STAND

E32

Telematics and cameras – a combined approach to managing driver risk in the real world

Driver risk management is fundamental to fleets. As a result, technologies that support initiatives to reduce road incident rates and improve driver behaviours are increasingly being seen as 'must haves' for fleet managers.

This session will explore how fleets can effectively manage risk through a combined approach to in-vehicle telematics cameras.

It will cover the wider topic of how operators are successfully adopting such technologies to fully understand driver actions in the real world and why incidents occur.

Although telematics can provide some

data, it should not be relied upon as being 100% accurate. Having both visual and statistical information provides a clearer picture of why an event happened and can be used to develop driver training to create safer fleets.

How the use of these technologies affords extra protection against third-party insurance fraud will also be addressed, with telemetry and video information proving a driver was not at fault, potentially saving fleets from rising premiums, unnecessary vehicle downtime and unwarranted employee concerns.



STAND

E4

Planning for change: how new tax laws and legislation will impact fleet funding

A number of key tax and legislation changes impacting on businesses, fleets and company car drivers are due to be implemented over the coming years.

The session from Zenith will highlight those changes and their impact on fleet funding, with head of fleet consultancy Claire Evans providing explanation and insight.

She will explain how the following changes will affect your fleet: the new International Financial Reporting Standard; a tightening of capital allowance CO₂ emission thresholds; the impact of company car benefit-in-kind tax increases; and the abolition of the 3% diesel supplement.

During the session, attendees will be provided with guidance on what they can do to plan for the changes to ensure the future funding of their fleet will help reduce costs and simultaneously align with business objectives.



STAND

E16

MANUFACTURER EXHIBITORS

Fourteen vehicle brands will be showing their latest models at the NEC. With vehicles of all sizes and styles, visitors will be able to meet and discuss fleet options with:

INFINITI

Infiniti will be showcasing its all-new line up, including the active compact Q30 and the active crossover QX30 which went on sale earlier this year. Both models are produced at the company's UK manufacturing plant in Sunderland.

The Q30 – priced from £20,550 – comes with an extensive range of engines, transmissions and trim grades to suit all the different fleet company requirements.

Also displayed for the first time at the show will be the Q60, a two-door coupe available with either a 2.0-litre petrol engine or a powerful 400bhp 3.0-litre V6. It is due to enter the market this autumn with prices to be announced later this month.



The Infiniti Q30 has an extensive range of trim grades

STAND

B10

JAGUAR



The Jaguar XE has autonomous braking among a host of features

Jaguar will be displaying its XE sports saloon at the show allowing visitors to get up close with the model and learn more from Jaguar's team about how the XE can benefit their fleets.

Power comes courtesy of a 2.0-litre turbo diesel with either 163hp or 180hp to choose from. The lower powered unit can deliver 75mpg with CO₂ emissions as low as 99g/km. To date, 40% of fleets have opted for the more powerful unit which still returns a respectable 67.3mpg with a jump in CO₂ to 109g/km.

All models benefit from a raft of features including autonomous braking and connected services.

STAND

B16

SEAT



The SEAT Ateca SUV was launched recently

The new SEAT Ateca SUV will be on display at the manufacturer's stand. It has already commanded a high volume of fleet orders prior to its official launch. It went on sale at the beginning of September, priced from £17,999.

There's a choice of frugal diesel engines including a 115bhp 1.6-litre TDI which emits just 112g/km of CO₂ plus a more powerful 150bhp 2.0-litre unit which emits 114g/km, rising to 116g/km for DSG auto-equipped models.

The entry-level car has a 115bhp turbocharged 1.0-litre TSI three-cylinder petrol engine which returns fuel consumption of 54.3mpg, while a 150bhp 1.4-litre TSI, which comes with cylinder deactivation technology, manages 125g/km and 52.3mpg.

Jason Coleman, SEAT national fleet sales manager, will be present alongside the fleet team to answer your questions.

STAND

D26

LAND ROVER

The all-new Land Rover Discovery will make its first UK appearance at Fleet Management Live, following its official launch at the Paris Motor Show.

Also on display will be Land Rover's most frugal model, the Discovery Sport, which has gained a Euro 6-compliant Ingenium 2.0-litre engine, offering greater efficiency and refinement.

Already seen in Jaguar's XE and XF, the engine in the Discovery Sport is available in two states of tune: a 150hp unit offering CO₂ emissions of 126g/km and official combined fuel economy of 57.6mpg, and a 180hp version with 139g/km and 53.3mpg.

The 150hp manual model, which is the most efficient variant and costs from £31,095, sits in the 23% benefit-in-kind tax band.



All-new Land Rover Discovery will make its first UK appearance

STAND

A16

Fleet Management Live

Exhibitor profile

Tailor-made fleet solutions

Cut costs and improve your fleet's efficiency, compliance and sustainability

For nearly a decade Ubeeqo has provided tailor-made transport solutions for businesses such as L'Oreal, Airbus and Michelin.

In 2015, Ubeeqo became part of the Europcar group and now has offices in the UK, France, Germany, Belgium, Spain and Italy.

We optimise businesses by providing innovative, customised and economical solutions combined with our unique transport expertise.

We work with more than 80 companies, big and small, across Europe.

Our advanced technology, expertise and exceptional service helps organisations reduce costs and improve operational efficiency, compliance and sustainability.

Find us
at stand
P9



Our overarching approach is to work closely with our customers and provide ongoing support to ensure our services are successfully implemented and generate lasting change.

Reasons to visit us at Fleet Management Live

- Find out more about our tailor-made fleet management solutions and how we can help you:
 - Reduce costs
 - Improve operational efficiency
 - Improve compliance
 - Improve sustainability
- Speak to our team of friendly experts
- Get a free Ubeeqo USB key!

Call 0203 807 0795 visit www.ubeeqo.co.uk or email business@ubeeqo.com



Fleet Management Live

Exhibitor profile

Drivers on their best behaviour

GreenRoad data can help organisations to save money and reduce risk

GreenRoad is the leader in fleet performance management helping organisations achieve greater productivity and improved safety through real-time actionable data. GreenRoad's advanced fleet management technology helps organisations of all types save money and reduce risk by improving driver behaviour and fleet performance.

GreenRoad engages drivers directly to generate meaningful, lasting change through 'coach-in-the-cab' feedback and highly effective change management methodology. With driver decision-making causing up to 90% of accidents, improving driver behaviour is at the core of GreenRoad's approach.

GreenRoad brings about long-term, sustainable change and provides total flexibility with no hard-wired equipment, clear reporting and support.

Find us
at stand
P53



Reasons to visit us at Fleet Management Live

- GreenRoad delivers long-term, sustainable, positive change in driver behaviour by ingraining good driving habits on a daily basis
- Award winning solutions cut accident-related costs, insurance premiums and fuel bills.
- Generates meaningful and lasting change through 'coach-in-the-cab' feedback and highly effective change management methodology.
- A unique mobile solution that makes driver behaviour technology easily accessible to fleets.

Call 0113 3570090, visit www.greenroad.com or email info@greenroad.com



VAUXHALL

Vauxhall will be displaying the British-built Astra which was awarded best lower medium car at this year's *Fleet News Awards* and European Car of the Year.

With much discussion around connected vehicles in fleet, Vauxhall expects its OnStar connected service to be a great talking point among decision makers.

There will also be a demonstration of Vauxhall's knowledge area on its fleet website which is designed to help fleets understand management complexities.

In addition the Astra Sports Tourer will be on show, plus the manufacturer is taking the opportunity to display "something a little different" from its heritage fleet. Members from the Vauxhall Fleet Sales team will be on the stand to answer questions over both days.



The Astra Sports Tourer will be on show in Birmingham

STAND

A12

BMW



The ultra-low emission BMW 330e

With a number of recent changes in fleet car legislation, and more in the pipeline, it's harder than ever to know which are the best vehicles for your fleet.

Having a fleet with low CO₂ emissions can have a positive effect on a business, not only from the point of view of low running costs, but also in terms of goodwill to your brand with the ever-increasing focus on green credentials and protecting the environment.

BMW will be showcasing its iPerformance range at the event including the fleet-favourite 3 Series, in ultra-low emission 330e spec, plus the luxury off-roader X5 xDrive40e.

The flagship 740e will also be on show. Its four cylinder petrol engine develops 254hp with a further 110hp coming from the electric components integrated into the eight-speed automatic gearbox.

The result is a 0-62mph time of 5.4sec, 49g/km of CO₂ and 134.5mpg combined fuel consumption.

STAND

B6

VOLVO



Members of Volvo's 90 series – the S90 saloon and the V90 estate

The Volvo V90 is the latest model to join the carmaker's top-of-the-line 90 series, sitting alongside the award-winning XC90 SUV and the S90 premium saloon.

Visitors will be able to see cars from Volvo's brand new 90 series on display together for the first time.

Dominic Gill, business sales operation manager for Volvo, said: "The XC90, S90 and V90 form our most advanced model range to date, all sharing premium design cues, luxurious interiors and innovations to assist drivers that make these products ideal for those out on the roads for business.

"Fleet managers opting to choose S90 or V90 can benefit from not only innovative technology and luxurious designs, but with them come strong tax incentives."

The front-wheel-drive S90 D4 Momentum has an eight-speed automatic gearbox and offers combined fuel consumption of 64.2 mpg and CO₂ emissions of just 116g/km. In the V90, these figures are 62.8 mpg and 119g/km respectively which equates to a benefit-in-kind rate of 23% for company car drivers.

STAND

D6

MINI

Mini has targeted the heart of the fleet sector with the new Clubman, taking on established models such as the Volkswagen Golf and Audi A3.

Hundreds of fleet managers are already fans of the low running costs, low wholelife costs and low depreciation associated with the Mini brand.

The arrival of the Mini Clubman adds even more choice to the Mini range and offers a host of benefits for business users, with seats for five, ample boot space and built-in satnav.

The Mini One D Clubman cost from £21,375 and offers CO₂ emissions of just 99g/km meaning business drivers will benefit from a benefit-in-kind rate as low as 19%. Fuel consumption is equally impressive at 74.3 mpg (combined).



The Mini One D Clubman will have a BIK rate as low as 19%

STAND

B6

FleetNews

PORTFOLIO

WHAT WE DO IN YOUR INDUSTRY

Fleet News magazine

The leading business publication for the fleet sector, offering insight, analysis, best practice and in-depth profiles of fleets and suppliers every fortnight. But don't take our word for it: 96% of readers say *Fleet News* is the most useful fleet publication (*Fleet News* reader survey). Every issue is packed with information that helps companies to run efficient and effective fleets – and our readership of 16,000 is restricted to named decision-makers, running fleets of 10-plus vehicles.

Commercial Fleet magazine

Commercial Fleet offers insight into the world of light commercial vehicles and trucks to provide operators with detailed analysis on key topics such as operations, safety, remarketing and the environment. Case studies in every issue provide best practice advice to help you to improve your efficiency. The magazine is supported by the commercialfleet.org website and events.



Fleet events

Fleet News events are the biggest and best in the sector. Our annual awards night attracts more than 1,500 people; the FN50 Dinner sees 950 leasing, manufacturer, rental and supplier companies networking and *Commercial Fleet* Summit provide insight into key areas of fleet operation; monthly roundtables enable 10-15 fleets to discuss issues and share solutions.



Driving Business magazine

This quarterly magazine is sent to managing directors and finance directors at 25,000 small to medium enterprises (SMEs) that are running fewer than 50 vehicles. Focusing on the key elements of running cars and vans, *Driving Business* provides practical advice to reduce cost and improve safety with a minimum of time and effort.

Websites and newsletters

The *Fleet News* website is an extensive library of best practice advice, fleet case studies, news and tools. Compare car and van running costs, check how much tax employees will pay and find out which models use the least fuel with our easy-to-use tools. We also send *Ignition*, a monthly newsletter which contains car reviews and interviews not included with our print magazine.

Fleet Leasing magazine

Fleet Leasing provides insight and analysis to board level executives, senior management and regional sales staff at contract hire and leasing companies. Its objective is to inform and educate about fleet trends, new models and technological developments, once a quarter, supported by a website regularly updated with the latest leasing news.

Bespoke publications

Magazines, supplements, brochures and digital products are produced for commercial partners. These bespoke publications inform fleets about companies and topics relevant to their business. They include manufacturer and supplier reports, in which *Fleet News* journalists interview key personnel to unearth the developments of interest to fleet operators.

HONDA

Honda will showcase its all-new Civic at Fleet Management Live. The car goes on sale next February.

The Civic is a key fleet model for the brand, which has made investments in its Business Centre and Platinum Dealer Programme this year and also has a new corporate team to provide an enhanced service offering to customers.

The tenth generation model will be the first in Europe to be available with Honda's all-new 1.0-litre and 1.5-litre Vtec Turbo petrol engines, while further improvements have been made to the existing 1.6-litre i-Dtec diesel engine. Prices are expected to start from £15,000.



The all-new Honda Civic will be showcased at the event

STAND

A8

TOYOTA LEXUS



The Lexus RX 450h SUV will feature on the Toyota Lexus stand

Alternative fuels will be the highlight of the Toyota Lexus stand this year. The brand will also be discussing how its new business plus services can help your fleet.

The world's first mass production hydrogen fuel-cell car, the Toyota Mirai, will be on display alongside the all-new second generation Prius Plug-in hybrid, which offers an estimated average fuel consumption of 202mpg and CO₂ emissions of just 32g/km.

The new Lexus RX 450h SUV and RC300h coupe will also be at the show. The RX combines a 3.5-litre V6 petrol engine with two electric motors, delivering power to all four wheels. Thanks to the instantaneous torque generated by the electric motors, it will accelerate to 62mph in 7.7 seconds, while emitting just 120g/km of CO₂.

STAND

B1

AUDI

Q7 etron has CO₂ emissions that help to reduce company car tax



Efficiency will be the theme of the Audi stand which will showcase a range of low emission vehicles including the A3 etron and Q7 etron.

The A3 was the first model from Audi to use an alternative powertrain back in 2014 and the updated 2016 model continues the evolution of hybrid technology for the brand – combining a 1.4-litre turbo petrol engine with an electric motor. The result is a zero-emissions range of 29 miles and a combined mpg figure of 166.2.

Also on stand is the Q7 etron. Its 3.0-litre turbo diesel engine is boosted by battery power to deliver 156.9mpg, while emitting just 48g/km of CO₂ – netting a significant drop in company car tax over a traditionally fuelled variant.

STAND

D1

TESLA

Model S saloon from Tesla has an electric-powered range of 346 miles



Tesla is exhibiting for the first time at Fleet Management Live. The Californian carmaker will be showcasing its range of all-electric, long-range vehicles.

The latest version of the Model S saloon will be on display, which offers up to 346 miles of range, 0g/km CO₂ emissions and 7% benefit in kind tax. The Model S allows free access to Tesla's global network of Supercharger fast charging devices.

Tesla will also be exhibiting the Model X SUV, which it launched in the US in 2015, and is arriving soon on UK roads.

The new Model X is set to offer up to 303 miles of range, and seats seven adults.

STAND

A2

FIAT

Alfa Giulia has a design that's distinctively Italian



Fiat Chrysler Automobiles will showcase important new models from group brands.

Among these will be the all-new Alfa Romeo Giulia, a car with distinctive Italian design; innovative powertrains, perfect weight distribution, unique technical solutions and the best weight-to-power ratio.

Featuring a host of safety features, the new Alfa Giulia was awarded a five-star Euro NCAP rating with a score of 98% for the adult occupant protection, the highest score ever achieved by a car.

We will also show the Fiat Tipo, a brand new model available as hatchback and estate, offering exceptional roominess and practicality.

STAND

D10

EXHIBITORS



AA Drivetech will be demonstrating the latest version of its online driver risk management system, FleetRiskManager.

The company can work with fleet managers to deliver driver risk management solutions throughout the UK.

Its holistic approach covers fleet audit, licence validation, driver assessment and driver training.

STAND

P65



Adler Insurance Brokers is partnering with Aviva to bring the Aviva Rugby Premiership Trophy to Fleet Management Live 2016.

All visitors will get the opportunity to have their picture taken with the prestigious trophy at the Adler Insurance stand.

As a diversion from the daily tasks fleet managers face, Adler will also be providing one lucky visitor with tickets to the Aviva Rugby Premiership Final which will be staged at Twickenham next May.

Adler Insurance Brokers works alongside a leading panel of insurers to provide fleet managers with proven risk management solutions and comprehensive insurance cover.

STAND

C48



Admin Business Solutions

Admin Business Solutions (ABS) will be exhibiting at the event to showcase the benefits to visitors of outsourcing fleet administration services.

Since 2015, ABS has seen a rapid increase in the volume of drivers licence checks they are being asked to complete – from 2,000 per year to more than 20,000.

ABS will also be unveiling an array of new services which have been developed with its specific partners, including telematics and fines management.

STAND

C50



AirMan will be showcasing the various aftermarket tyre repair kits available and demonstrating how they directly replace the original equipment kits found in many vehicles.

As repair kits, sealants and compressors are commonly lost or used while in fleet ownership, the need for cost-effective replacements is rapidly increasing.

"The cost of main dealer repair kits are, on average, 70% more expensive than the same kit provided by AirMan," said the company's marketing director, Josh Parker-Bishop.

"Using an AirMan kit still provides the customer with an OE-grade tyre repair solution, but also reduces refurbishment costs at the same time."

STAND

P59



If you want to lease vehicles for your sales team, buy your vans, rent short-term vehicles for support staff and acquire vehicles for your directors on personal contracts, then visit Arnold Clark's stand.

Arnold Clark Group operates the UK's eighth biggest contract hire company as well as being the third biggest car retail group.

STAND

F26



ARVAL
BNP PARIBAS GROUP

Visitors to Arval's stand will have the chance to try out their sporting skills while experiencing the latest developments from the company.

A full-size golf simulator will be on the stand to get visitors into the swing of things and Arval will also use an augmented reality tool to guide fleet managers through some of the many services it offers.

Gary Burns, marketing director at Arval, which is part of BNP Paribas Group, said: "We'll be talking in detail about many of our innovations. These include both driver and fleet manager online tools and new product developments such as Arval Active Link."

Members of the company's consultancy team will also be on hand to offer help and advice to fleet decision makers visiting the event.

STAND

D2

CarweB



The way the fleet and leasing industry manages service maintenance and repair work is set for a shake up as Carweb will launch its latest innovation – Work Provider.

It is a web-based authorisation platform, enabling fleet and leasing businesses to manage servicing, maintenance and repair.

"We believe we are the only company to give managers control of elements relating to SMR spend, parts and labour," said Sam Wallace, Carweb head of Work Provider sales.

Work Provider supplies OEM part numbers, part pricing and repair times, ensuring managers get accuracy with data supplied from 50-plus manufacturers. It features correct identification of more than 30 million vehicles simply by entering the registration number.

STAND

P25



Chevin Fleet Solutions will offer fleet managers the chance to get hands-on with a number of products at Fleet Management Live.

"Fleets are increasingly under pressure to achieve more while reducing costs," explained David Gladding, UK sales director at Chevin.

"Our enterprise-level software, FleetWave, helps operations quickly view their information in a single location, easily interpret that data, and generate reports to help drive improvements."

FleetWave Mobile will also be on show. It can be used by drivers to perform daily vehicle inspections and raise defect-related jobs.

And visitors will be able to learn about Chevin's real-time driving licence checking service.

STAND

E12

Daimler Fleet Management

The team from Daimler Fleet Management will be on hand to discuss managing and funding fleets at the show.

The company funds more than 10,000 vehicles of all makes and models in the UK, placing it 20th in the FN50.

Whether you have a clear view of precisely what you need, or would welcome an in-depth wholelife cost analysis of your fleet policy, Daimler Fleet Management's team will be there to help develop a cost-efficient solution.

STAND

B4

We know how to help you get the most from your fleet

Visit Volkswagen Financial Services | Fleet for a consultation



Volkswagen Financial Services | Fleet is different from most leasing companies. As part of the world's largest automotive group, we have a wealth of experience and expertise that few others can match. Initially trading as Volkswagen Group Leasing, we quickly gained a reputation for service that propelled us into the top 10 of the FN50. Volkswagen Financial Services | Fleet is now one of the UK's fastest growing leasing companies and offers vehicle supply, funding and fleet management services under one roof.

Our customers are organisations of all sizes – from those with one or two vehicles to fleets of 500 or more.

We know cars and commercial vehicles. As part of Volkswagen Group, we supply some of the world's most famous car marques. That said, we'll source any vehicle from

Find us
at stand
F24

Reasons to visit us at Fleet Management Live

- We have one question to ask you – if you could change one thing about your fleet, what would it be?
- It's a conversation starter: our experienced fleet experts want to consult with you about every aspect of your fleet choice, funding options and fleet management, including services such as telematics, fuel cards and our online fleet management portal.
- We are Britain's fastest growing leasing company for a reason – we grow with our customers and as your needs change, we adapt the funding and the services we offer you.
- Maybe the product or service you need doesn't exist in the fleet industry – yet. With our depth of knowledge in fleet management and funding and our depth of global resource, we'll find the solution for you.

"As the world's largest automotive financial institution, we help you get the most from your vehicles so they run longer, stronger and more economically"

any maker if it's the right one for you.

We know that money matters. As the world's largest automotive financial institution, we help you get the most from your vehicles so they run longer, stronger and more economically.

We know fleet management – and how to make life easier for you and your drivers, with quality products, services and expertise.

Call 0370 900 6040 visit vwfsfleet.co.uk
or email fleet@vwfs.co.uk



FLEET

DELOITTE CAR CONSULTING

Fleet managers will be aware of HM Revenue and Customs' recent salary sacrifice consultation document and many could be under the impression that the proposals affect only those company cars provided under a salary sacrifice arrangement.

However, this is not the case; there is also an intention to catch company cars provided where there is also a cash alternative option, a common perk policy in the UK.

Such a move would remove the tax advantages for low CO₂ emission cars in either a salary sacrifice for cars or perk cash or car scenario.

Now is the time to investigate the implications and when the outcome is known after November 23, plan strategy for the medium term. Deloitte is an independent consultant and provider of automotive tax and strategy advice and will be happy to discuss this and any other topic at Fleet Management Live.

"This could be a landmark moment in perk fleet policy design," said Mike Moore, director, Deloitte Car Consulting.

STAND

E8

MORE THAN **100**
EXHIBITORS



Fleet managers can now take advantage of a complete end-to-end solution to manage their vehicles and drivers with the new FleetCheck Walkaround app.

It connects directly to the existing FleetCheck platform which can integrate with more than 200 data streams including telematics, fuel cards, licence checking and lease companies.

Designed to streamline and simplify the vehicle inspection process, this new app makes it easy to schedule, carry out, confirm and follow up all forms of inspection from daily walkarounds to formalised weekly/monthly safety checks.

"You can be confident that your inspection process is efficient and compliant, with minimal intervention and zero paperwork," said FleetCheck managing director, Peter Golding.

STAND

C32

FleetConnexions
THE COMPLETE ACCIDENT MANAGEMENT SOLUTION

Attendees will be able to put their racing skills to the test at the FleetConnexions stand, thanks to a racing simulator challenge – with the fastest lap winning its driver a £200 voucher from Amazon.

FleetConnexions will also be outlining its specialism in accident management and how it can benefit fleet managers.

The company delivers a non-fault accident management service designed to keep your business moving. From cars to HGVs, the service helps ensure business continuity is maintained thanks to its round-the-clock contact centre, nationwide service and a huge fleet of hire vehicles.

STAND

E26



FOURWAYS
Vehicle Solutions

Fourways Vehicle Solutions will be at the show to talk about the complete corporate vehicle rental solution it can provide and the benefits of using the service.

The company will also offer a preview of its brand new rental management system which will offer customers their own online portal from which to manage all of their vehicle rental needs.

STAND

E20



Visitors to the Gefco stand will be able to learn about the company's Finished Vehicle Logistics service which provides a range of services for fleets including vehicle movement, storage, maintenance and customisation.

STAND

P33

LEARN
BEST PRACTICE
SESSIONS –
8 TOPICS EACH DAY

fuelmate

Filling you with confidence

Business drivers go to just a handful of filling stations to refuel and plan their journeys around their favourites, research from fuel card provider Fuelmate has revealed.

The figures show that more than 70% of individuals use a maximum of 30 filling stations when they refuel. There are 8,450 stations in the UK to choose from.

"There is a misconception that companies running national fleets need to provide drivers with fuel cards that are accepted at just about any forecourt," said Andy Smith, Fuelmate manager.

According to the company's calculations, a national company operating a medium-sized van fleet, and using around 18,000 litres of fuel each month, could save nearly £2,000 per year in fuel costs and £8,500 per year on administration costs, by selecting a card more suited to its drivers' habits.

STAND

C46



idrive

idrive will showcase its new X2 dual video recorder alongside its range of other recording and tracking equipment.

The X2 is a compact in-vehicle recording device with two cameras capturing both the road ahead and the driver. It also has a built-in GPS tracking capability, providing location and speed data in real time with remote access.

STAND

P7

12V
INSIGHT 2
VALUE

Insight2Value will be launching its new cloud-based incident management solution at Fleet Management Live.

The solution utilises an app on the driver's phone which prompts them to enter all the necessary information following a collision.

The system then handles all the processes required including notifying insurers, recovery agents and repairers.

STAND

P29



VEHICLE LEASING SOLUTIONS

JCT600 is giving visitors the chance to win full hospitality tickets to a round of next year's British Touring Car Championship as well as the opportunity to meet Sam Tordoff, one of the leading drivers.

"We've always been innovative from the days when we sent monthly floppy disks giving our customers critical fleet management information back in the early 1990s," said Paul Walters, sales director at JCT600.

"What we're developing now will make the process of managing our customers' fleets, both leased vehicles and grey fleet, not only personal and easy, but also cost-effective. The fleet management and leasing arm of the dealer group is ranked 24th in the FN50 and has almost 30 years of experience in the industry.

STAND

P27

SOURCE, COMPARE & REVIEW



Kwik Fit will be highlighting its range of services available to company car and light commercial fleets, including tyre repair and replacement, MOTs and servicing.

The company provides national coverage through its network of more than 600 sites – including a growing number of Kwik Fit Plus centres and mobile units. Fleet benefits include seven-day opening to keep vehicle downtime to a minimum.

Pete Marden, head of core fleet and business development at Kwik Fit, said: "As a key tyre and mechanical repair provider to the UK fleet market, it is important that Kwik Fit highlights its comprehensive range of in-life vehicle solutions that enable organisations to keep their company cars and vans on the road."

STAND

P15



Licence Check will be demonstrating its solution for managing drivers and their vehicles using the new Davis CDR (Card Data Reader).

The reader simultaneously scans both sides of a driving licence (or ID card), reads the data and writes it to a database in a single operation.

The CDR links into other Davis modules so driver records can be created within the service, consent managed and a DVLA check completed in seconds.

Other modules on show will include the driver profiling and risk assessment service that incorporates e-learning modules, the Davis Grey Fleet module, Davis FleetCheck and Davis Telematics.

STAND

P5



Motiva Group will be showcasing its tailored fleet management product, designed to fit the exact operational needs of fleet clients.

The company can offer a wide ranging level of service, from funding, short-term hire and flexible leasing options, through to totally outsourced fleet management and video data recording telematics systems.

Jane White, head of fleet management at Motiva, said: "We attended Fleet Management Live in 2015 and the feedback and experiences gained have assisted us in further developing and tailoring our offering into what we believe is a unique product in the market."

STAND

P55



Since exhibiting at last year's show, Multileasing and Multileasing Contracts have opened a new northern regional office.

The office houses the Multileasing Direct operation which provides PCP/PCH for opt-out drivers and business contract hire to SMEs.

The company ensures cost-effective acquisition is achieved every time, complemented by its maintenance provision, alongside a single platform fleet management system for everything including driver support and vehicle management, accident management, daily rental and all ancillary products.

STAND

P35



Pendragon
VEHICLE MANAGEMENT

Visitors will receive demonstrations of Pendragon's new services via mobile iPads, with its team on hand to chat through the company's core fleet services and additional support.

The business, with more than 30 years' experience, offers solutions-driven vehicle management, contract hire and flexible short-term rental options to a wide variety of business sectors.

Fleet managers and drivers are further supported by individually designed, advanced extranet sites, enabling access to a variety of bespoke information specifically for their fleet.

Pendragon Vehicle Management is part of the corporate division of Europe's largest motor group, Pendragon.

STAND

P11



Once again PJM Logistics will have its directors present to discuss the true value of defleet solutions at this year's Fleet Management Live.

The company offers a range of defleet solutions for new, mid- and end-of-life fleets with preparation centres in Coventry and a newly launched Bristol location.

It can offer BVRLA (British Vehicle Rental and Leasing Association) inspections, bodyshops, mechanical repairs and imagery as part of its vehicle management system.

PJM Logistics works in close partnership with fleet suppliers and car supermarkets, bringing experience from the auction and rental industry to create a custom defleet solution.

STAND

C14

PROBLEM

**ASK NIGEL – 1-2-1
ADVICE CLINIC FOR ALL
YOUR FLEET DILEMMAS**



ONLINE SERVICE NETWORK

r2c will showcase its entire portfolio, including electronic service schedules, digital driver pre-use checks and online asset compliance files, in addition to its latest product innovation – i2i.

Launched in 2015, i2i is a web-based pricing, authorisation and invoicing platform which has the potential to double productivity, cut downtime and streamline processes for repairers and fleets, helping to revolutionise end-to-end management of SMR.

Nick Walls, r2c Online managing director, said: "It has been fantastic to see the impressive results which r2c Online and i2i have brought to our customers over the past 12 months."

STAND

P57



The team from RingGo will be demonstrating RingGo Corporate at the show, a pre-paid parking solution designed to improve fleet efficiency.

For organisations of all sizes, the solution enables employees to save time and effort with an app-based parking solution that takes seconds to use.

It's also useful if jobs or meetings overrun, as workers can top up their parking wherever they are, rather than having to return to the vehicle.

The primary benefit is in reducing penalty charge notices (PCNs); one RingGo Corporate customer said the solution saves them £500,000 per year in PCN charges.

Visitors who leave their business card at the RingGo stand will also be entered into a prize draw to win a bottle of champagne.

STAND

P13

SOLVING

FUEL CLINIC – ADVICE FROM ERA TEAM OF INDEPENDENT EXPERTS



accidents don't have to happen

The Royal Society for the Prevention of Accidents (RoSPA) will be showcasing its brand new Driver Development course.

This behavioural-based training offers a tailored solution to all fleet managers. It encourages safe decision-making and enables managers to meet their specific business needs and those of their individual drivers.

While the physical skill involved in driving for work is important, factors which affect driver behaviour such as stress and fatigue can put safety at risk. RoSPA's course will encourage drivers to be honest about their own behaviour, develop coping strategies for themselves as well as for the safety of other road users.

STAND

E10

EDUCATE THE WHOLE FLEET TEAM

FLEET INSIGHT SESSIONS FOR HR, FINANCE, PROCUREMENT



Scorpion will demonstrate to visitors how it can best protect their fleets and reduce costs using the company's range of vehicle security systems.

It will also showcase its ScorpionTrack telematics system, which provides both stolen vehicle recovery and fleet management services.

Scorpion products are supplied worldwide to automobile manufacturers such as DAF Trucks, Leyland Trucks, Iveco, Aston Martin, Toyota, Subaru and Isuzu as well as BMW and Triumph Motorcycles.

STAND

P2



Fleet operators could save up to 50% on accident costs by using an outsourced accident management service, according to Selsia.

It will be showing fleet operators how to save money on administration, repair costs, loss of use and exposure to third party claims.

Selsia has invested a significant amount of time and effort in finding, auditing and approving a network of car, van and truck repairers across the UK.

Because these repairers are already receiving significant volumes of work from Selsia, the best possible rates and services are already in place for fleet clients.

STAND

E18

Simple Solutions

Simple Solutions is making its first appearance at Fleet Management Live. It will show a range of products to demonstrate how it can help fleet managers implement telematics equipment.

Formed in 2003, it's responsible for the sales, implementation and use of more than half a million cellular-connected telematics devices, helping customers of all sizes and abilities.

Colin Halligan, Simple Solutions managing director, said: "To date we've hidden our talents from the wider market. However, given the current requirement for telematics, we wanted to broaden our visibility. We aim to assist all, from clients making early forays to those with existing systems wanting to ensure that they have the latest and best equipment, advice and solutions for monitoring, measuring and controlling their vehicles or assets."

STAND

P17



TCH Leasing will showcase its new e-Customer portal, a tool giving fleet managers a one-stop facility to access all the key elements of their fleet, from order updates to overdue servicing and mileage exceptions.

"Too many companies give clients access to online systems and then leave them to their own devices, offering little consultation or value," said Ken Buckley, head of sales at TCH.

"We believe in working with clients to develop KPI reporting bespoke to their needs and to analyse that data and offer best advice from an efficiency and cost perspective."

STAND

E22

U B E E Q O

A EUROPCAR COMPANY

Ubeeqo has launched a new transportation app which offers a three-in-one mobility solution that includes car hire, taxi hire and car clubs.

It aims to overcome the difficulty of city travel, operating in conjunction with Europcar, Addison Lee and Matcha.

The app has also identified the issues faced within the first 48 hours of returning from trips away – the 'Welcome Home' airport collection service, provides customers with a 'Welcome Home Hamper' filled with all you need upon arrival, such as a blanket, tea, coffee, milk, jams and cereal.

STAND

P9



Venson Automotive Solutions has added a new car salary sacrifice module to its customer portal. Venson Advantage is the new tool designed to help employers take control of grey fleet costs and eliminate risk.

Employee-owned cars cost firms more than £5.5bn a year in mileage claims and car allowances, according to a new Energy Saving Trust report.

In addition, being in excess of eight years old, the average grey fleet car is likely to have higher harmful emissions.

With Venson Advantage, users can compare up to 10 vehicles side-by-side, based on a number of options including engine size, CO₂ ratings and mpg. This allows employees and fleets to calculate the impact of the salary sacrifice payment on their monthly pay, helping them make the switch to a company car.

STAND

C2



VisionTrack will be showcasing its full-HD camera product range, including the flagship 3G VT2000, which is capable of transmitting footage within seconds using extremely low amounts of data.

This gives fleets quick access to video, even in poor signal areas, and reduces associated data charge costs.

Vehicle camera technology and tracking solutions provide fleet managers with an invaluable insight into operations and enable total visibility of driving standards, supporting safety initiatives and protecting against fraudulent claims.

STAND

E4

OTHER EXHIBITORS YOU CAN SEE AT THE SHOW

Abax – Stand P49

Abax is a developer and supplier of vehicle tracking systems, fleet management software and equipment control technology.

ACFO – Stand P45

ACFO is a representative organisation for those in charge of cars and light commercial vehicles. The organisation exists to help fleet decision-makers improve the effectiveness and efficiency of their business travel operation.

AID Fuel Cards – Stand E2

AID Fuel Oils Group believes fuel cards can be beneficial to the efficiency of any fleet. It offers seven fuel cards from Shell, Texaco, UK Fuels, Keyfuels and Esso, covering 8,000 UK forecourts and 22,000 fuel sites across Europe.

Alphabet – Stand F20

Alphabet manages more than 144,000 vehicles in the UK, helping both private and public sector organisations to meet their changing business travel requirements and enabling employees to get to where they need to go as efficiently as possible.

ATS Euromaster – Stand C22

ATS operates from more than 340 service centres plus a mobile fitting fleet. It offers car and LCV operators a full range of service, maintenance and repair options alongside detailed tyre analysis and expertise.

BP – Stand C6

BP has a range of fuel cards to support any size of business. Benefits include better control of your spend – via fuel savings and advanced security and use of an extensive and strategically located network of sites.

Director of Finance – Stand P53

The *Director of Finance* magazine covers everything a finance director needs to know about the headline issues affecting CFOs and businesses in today's competitive market.

Fleet News Buying Group (FNBG) – B18

FNBG is for company owners and directors responsible for buying or leasing cars or light commercial vehicles. It is free to use and enables companies to make the right buying decisions for their business each time they need a new car or van.

IAM RoadSmart – Stand P3

IAM RoadSmart training is proven to minimise accidents and make drivers more efficient, which helps reduce fleet costs. It can train drivers in almost any type of vehicle and its team of more than 200 trainers are all on the DSA Fleet Register.

Lex Autolease – Stand B2

Lex Autolease manages more than 317,000

vehicles for businesses in the UK. Its fleet experts will be at the event, discussing how organisations can tackle some of the main fleet issues, to drive their business forward.

Licence Bureau – Stand P23

Licence Bureau was the first company to offer B2B driver licence checking and is still the UK's number one independent supplier of driver licence validation services. Since inception it has carried out two million licence checks on behalf of thousands of customers.

Lookers Fleet Services – Stand P31

Lookers Fleet Services offers a range of fleet management and consultancy services to fleets of all sizes. It aims to challenge traditional thinking and offer both existing and new clients a modular approach to suit most budgets.

Movex – Stand D13

Movex offers a system to make a smooth transaction between transport providers and trade-only customers that need a vehicle moved, with a backload section dedicated to filling any empty slots on car transporters or return journeys for trade plate drivers.

Nationwide Vehicle Assistance – Stand E24

Nationwide Vehicle Assistance provides road traffic vehicle solutions to fleets and manufacturers while also making sure the vehicle arrives at the approved repair centre or salvage agent.

O2 Smart Vehicle – Stand A4

O2 Smart Vehicle delivers real-time data about a rental or leasing fleet. It gives instant access to a vehicle's location, how it's being driven, whether it's been in an accident, fuel levels, fault codes and more.

Total Motion Vehicle Management – Stand E34

Total Motion Vehicle Management provides complete, bespoke solutions to organisations throughout the UK and Europe which operate fleets from 30 to in excess of 60,000 vehicles.

TTC Driver Protect – Stand P1

TTC has recognised that effectively managing work-related road safety for medium- to large-size organisations can be a real challenge. Therefore it has developed a suite of services to cover compliance, administration and risk management.

Volkswagen Financial Services – Stand F24

Volkswagen Financial Services is one of the UK's fastest growing leasing companies, ranked sixth in the FN50. It offers vehicle supply, funding and fleet management services.

Fleet Management Live

Exhibitor profile

Chevin software helps you manage

Multi-award winning FleetWave® addresses every facet of running a fleet

Chevin Fleet Solutions is the leading global provider of enterprise fleet management software. Their multi-award winning software Chevin FleetWave® is proven to help measure fleet costs, report on operational efficiency, automate processes, reduce administrative burdens and ensure compliance and risk requirements are met.

The system manages the whole lifecycle of a fleet, from initial acquisition of a vehicle, through to the deployment and driver allocation, operating expenses, incidents, work orders, maintenance, legal requirements and finally disposal. This includes

Find us
at stand
E12



businesses with cars, vans, commercial vehicles, heavy machinery, plant and associated assets. It covers nearly every aspect of managing the vehicles, assets, drivers, workforce and even workshops that make up the operation.

Reasons to visit us at Fleet Management Live

Chevin will be back for the second year running to offer 26 years of fleet industry expertise to operations that want to identify the core issues affecting their efficiency and discover how they can use software to tackle these issues.

To help those wishing to improve their vehicle, asset and maintenance management, Chevin will showcase the very latest innovative software and mobile solutions such as the multi award-winning FleetWave and FleetWave Mobile systems.

chevin

Call +44 (0)1773 821992 visit www.chevinfleet.com
or email sales@chevinfleet.co.uk

PLUS

E-Pro Automotive
Marshall Leasing
One Call Group
Stoneacre Motor Group
4x4 Vehicle Hire
Agility Fleet
Allstar
Appy Fleet
Automotional
Barclaycard
BCA
Birmingham Chamber of Commerce
BQI Insurance
Chapman HR Consulting
Dash Witness
Dealer Support Group
Driving Monitor
Go Ultra Low
GreenRoad

Stand P21
Stand P61
Stand C40
Stand F28
Stand C52
Stand E14
Stand D4
Stand C38
Stand E11
Stand C18
Stand F22
Stand P39
Stand D18
Stand P37
Stand B28
Stand C54
Stand D24
Stand C26
Stand P51

Halfords & Halfords Autocentres
HR Grapevine
ICFM
Ignition Risk Management
Interactive Fleet Management
Keytracker
Knowles Associates Total Fleet Management
LeasePlan
Listers Volkswagen Stratford
NAPFM
Repair Link
Robinsons Motor Group
Rolec
Telogis
The AA
Total Motion Vehicle Management
Trakm8
VMS (Fleet Management)
Workwear Express

Stand D11
Stand P43
Stand P47
Stand P63
Stand C10
Stand B32
Stand D12
Stand E36
Stand D14
Stand D20
Stand P40
Stand C28
Stand P41
Stand D16
Stand P67
Stand E34
Stand B14
Stand D22
Stand D15

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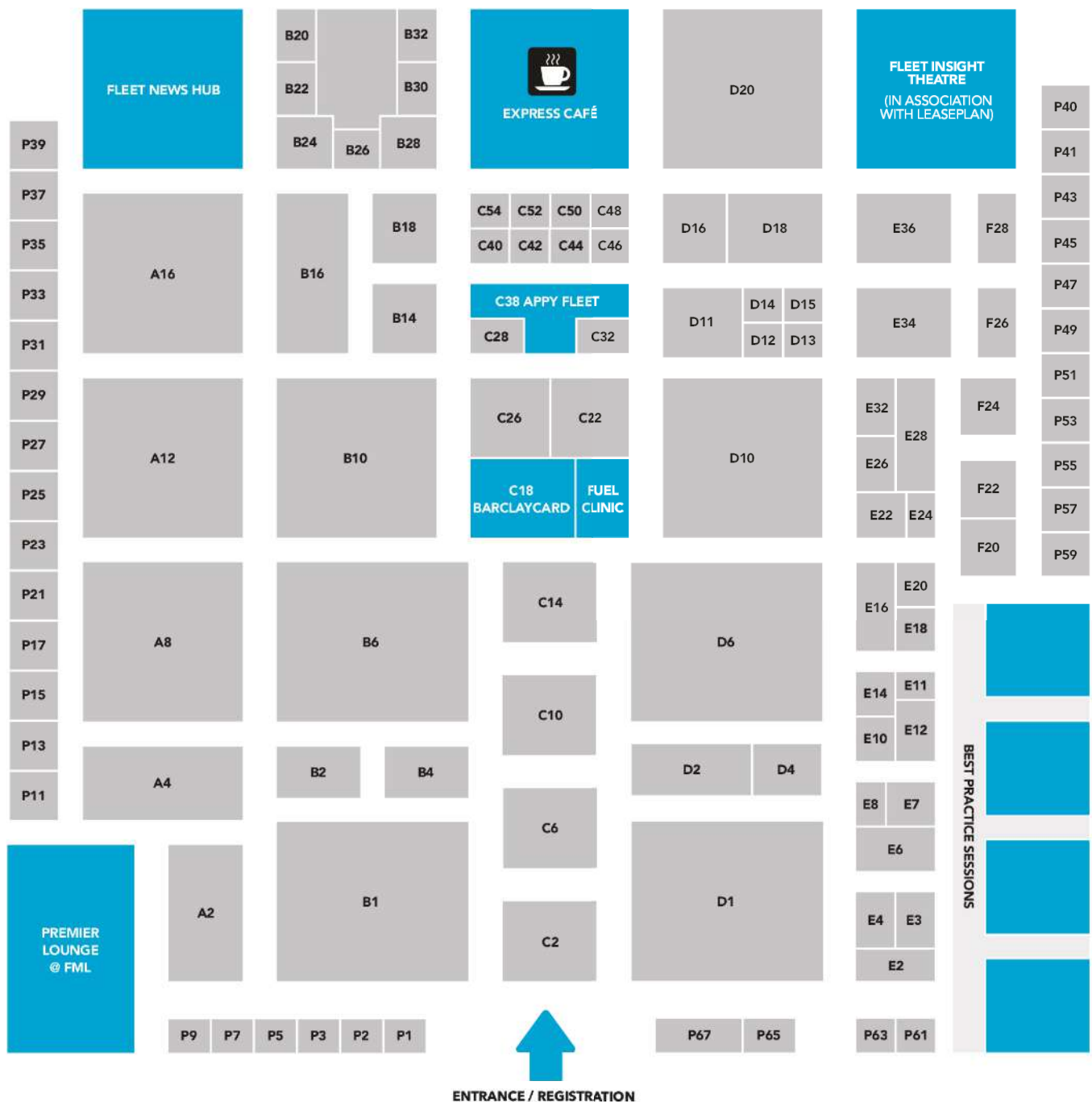


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COMPANY STAND NUMBERS

4x4 Vehicle Hire	C52	Audi	D1	FleetConnexions	E26	Jaama	E3	Nationwide Vehicle Assistance	E24	Telogis	D16
AA DriveTech	P65	Automotonal	E11	Fleet News Buying Group	B18	Jaguar	B16	Nationwide Windscreen Services	E32	Tesla Motors	A2
Abax	P49	Barclaycard	C18	Fleet Operations	E28	JCT600 Vehicle Leasing Solutions	O2	One Call Group	A4	The AA	P67
ACFO	P45	BCA	F22	Fourways Vehicle Solutions	E20	Knowles Associates Total Fleet	P27	Pendragon Vehicle Management	C40	Total Motion Vehicle Management	E34
Adler Insurance Brokers	C48	Birmingham Chamber of Commerce	P39	Fuelmate	C46	Management	D12	PJM Logistics	P11	Toyota Lexus	B1
Admin Business Solutions	C50	BMW/MINI	B6	GEFCO	P33	Kwik Fit	P15	r2c Online	C14	Trakm8	B14
Agility Fleet	E14	BP Oil	C6	Go Ultra Low	C26	Land Rover	A16	Repair Link	P57	TTC DriverProtect	P1
AID Fuel Oils Group	E2	BOL Group	D18	GreenRoad	P51	LeasePlan	E36	RingGo Corporate	P40	Ubeego	P9
AirMan UK	P59	Carweb	P25	Halfords & Halfords Autocentres	D11	Lex Autolease	B2	Robinsons Motor Group	P13	Vauxhall	A12
ALD Automotive	E6	Chapman HR Consulting	P37	Honda	A8	Licence Bureau	P23	Rolec	C28	Venson Automotive Solutions	C2
Allstar	D4	Chevin Fleet Solutions	E12	HR Grapevine	P43	Licence Check	P5	RoSPA	P41	VisionTrack	E4
Alphabet	F20	Daimler Fleet Management	B4	IAM Road Smart	P3	Listers Volkswagen Stratford	D14	Scorpion Automotive	E10	VMS (Fleet Management)	D22
Appy Fleet	C38	Dealer Support Group	C54	ICFM	P47	Lookers Fleet Services	P31	Seat UK	P2	Volkswagen Financial Services	F24
Arnold Clark Car & Van Rental	F26	Deloitte LLP	E8	Idrive	P7	Marshall Leasing	P61	Selsia Vehicle Accident Centres	D26	Volvo	D6
Arval	D2	Director of Finance	P51	Ignition Risk Management	P63	Motiva Group	P55	Simple Solutions	E18	Workwear Express	D15
Aston Barclay Vehicle	E7	E-Pro Automotive	P21	Infiniti	B10	Movex	D13	Stoneacre Motor Group	P17	Zenith	E16
Remarketing	C22	Fiat Group Automobiles	D10	Insight 2 Value	P29	Multileasing Contracts	P35	TCH Leasing	F28		
ATS Euromaster		FleetCheck	C32	Interactive Fleet Management	C10	NAPFM	D20		E22		

FleetNews

AWARDS
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TOYOTA & LEXUS FLEET SERVICES

THE AA

Major investments demonstrate AA's commitment to fleet

Focus on technology and research is paying off for the automotive giant and its ever-expanding customer base

By Christopher Smith

Multi-million pound investments in diagnostics, technology and back-office systems are driving improvements in service delivery to The AA's fleet customers.

Stuart Thomas has been recently promoted to the role head of fleet services and SME at The AA. He oversees the fleet and business offerings of the automotive giant.

A continued focus on technology and research has been working well for the company, with the recent introduction of its multi-fit slim spare wheel reducing downtime for tyre-related incidents by as much as an hour.

Recent significant business wins include the breakdown and roadside assistance contract for vehicles managed and funded by FN50 number one Lex Autolease.

The new deal, which began in January, sees The AA supporting more than 300,000 vehicles across the UK.

The company has also retained manufacturer assistance contracts, and operates these in addition to its direct fleet and leasing accounts.

"These partnerships show the breadth and depth of our relationship with the fleet industry. Though we're a big consumer brand, we do have a focus on the fleet world," Thomas says.



Stuart Thomas was recently promoted to head of fleet services and SME at The AA

Fleet News: What practical benefits will fleets and drivers see as a result of your investments?

Stuart Thomas: We've had a big investment programme in our systems – around £150m in total – and a lot of that has gone into our call handling and deployment system.

The leasing industry is going through a lot of changes. Much of the industry is putting customers at the heart of their service, now it's far less transactional and more holistic.

We have an online portal for leasing companies, which gives live access to data, and realtime access to their own fleet information.

The new system will allow leasing companies to deploy our technicians themselves. Previously, the call handler would take the call and then transfer it into our own centre, but we're introducing the technology so they can handle it on one call.

The system will show their handlers where the resource is. The way we are successful is by supporting our customers to support their own customers.

We've also integrated our systems better with our app, to ensure we're at the forefront of the digital era. There is a new fleet app on the way, which allows a fleet customer to choose what services their drivers can access.

We have spent a large amount installing Bosch diagnostics in our vans, along with new tablets. We used to give paper job sheets, but now that's electronic – it's making use of the technology available to improve the customer experience.

FN: How are you differentiating your telematics offering, and who is it targeted at?

ST: There's a big focus on telematics and the connected car in the industry, and there are hundreds of suppliers of telematics. It's normally sold as a product, there's a list of things it will do.

The bigger fleets we're talking to directly are well versed

"All (vehicle data) partners have to work together – it is not in their interests to make life difficult"

Stuart Thomas, The AA

300,000+

number of vehicles across the UK supported as result of deal with Lex Autolease

60

fuel-assist vehicles for misfuelling



Roger Williams, former director business services: fleet, The Automobile Association (right), is presented the award by Neil Broad, general manager, Toyota & Lexus Fleet and awards host Katie Derham

on telematics and its benefits, but the SME market is a really exciting area at the moment.

We're putting together a more consolidated breakdown and telematics package for these businesses as well.

Our facility is integrated into the call centre, so if a call comes in, it will flag that the vehicle has telematics and allow access to all the benefits that offers in terms of remote fixes and location pinpointing.

There's also a big piece of work we're doing in terms of forward planning. We're talking to manufacturer partners across Europe – for example looking at DPFs (diesel particulate filters) and battery condition.

It's not going to eradicate breakdowns, but it could reduce them.

FN: Where do you see your place in the world of connected cars?

ST: There are a lot of interested parties when it comes to vehicle data. All the partners have to work together – it is not in their interests to make life difficult.

One of the biggest challenges is making sure drivers are aware of the technology, and how it will actually help them, not work against them.

FN: You currently have a big focus on supporting the SME market – what does that entail?

ST: We've been developing online renewals, a self-service option for fleets and a new mobile app.

Our AA Tyres service started as a retail offering, but when you've got a small fleet, the service works quite well, and allows us to respond better to tyre-related breakdowns.

FN: Flat tyres are still a major source of breakdowns – how are you helping to minimise their impact for larger fleets?

ST: There's not one solution to a flat tyre, there are many. We can send a technician to change to a spare, we can plug the tyre, we can put a multi-fit wheel in place.

But that's not the end of the problem for the driver. We are trying to look at the incident, and manage it effectively.

It's very much our thinking where appropriate to support the process for the client. For example, if they have a contract with a tyre provider, to liaise with the provider and ensure the replacement tyre is ready.

If it's late at night, we might instead help them arrange a hire car or travel to their onward destination. We can pass on details into a leasing company downtime management system, and help monitor and manage.

It's a change in the way we think.

If someone has called us with a mechanical failure on their way to the airport, instead of just thinking about the breakdown, let's send a taxi and get the driver to their destination and deal with the repair afterwards. Dealing with the breakdown first is ignoring the core problem.

FN: How have your partnerships and services developed in recent years?

ST: Certain patrols now carry a number of manufacturer parts, and are linked into warranty systems. If a warranty job comes in, we can cut out a visit to a dealer and reduce downtime. By fixing it, dealing with the warranty claim and putting it through the manufacturer system, it's more efficient.

And our mobile services have expanded in other ways, too. We've got 60 fuel-assist vehicles for misfuelling, and a mobile key-cutting service for recoding and cutting of most keys, which is really powerful. We support a lot of rental and leasing companies with that service. We have a specialist battery assist service, which can get a battery out of the vehicle and replace it at the scene, minimising downtime.

The breadth and depth of services on offer to fleets from The AA is hard to match, but ultimately the organisation's breakdown and recovery operation remains its best known capability.

The ability to call upon a service provider – and receive a speedy and effective response – in a time of difficulty is vital, and The AA's technology investments look set to ensure that drivers are reached and diagnosed as swiftly and efficiently as possible.

FACTFILE

Organisation The AA

Head of fleet services and SME

Stuart Thomas

B2B customers 9 million

B2B callouts 2 million

Recent manufacturer wins include

Volkswagen Group, Hyundai

Judges' comments

“ No other provider has such an all-encompassing array of services as The AA, the judges said. Customer retention levels are high with The AA putting great thought into how it communicates with fleets and drivers – even offering video calls to its technical helpdesk. Staff receive regular training in a variety of forms, from e-training to specialist training events for hydrogen-powered vehicles. Patrols are well-equipped with The AA making a significant investment in the latest diagnostics tools. ”

“ If Hyundai were taking tests for customer satisfaction, they’d pass every time ”

Dan Tattersall – Fleet & Operations Manager, MSL Group

Dan works for MSL Group, a company that provides vehicles for the specialist chauffeur and driving school markets. They lead the way in supplying dual control vehicles for individual and large driving school fleets. If you want to test how well a car’s built, this is definitely the place to do it.

When Dan buys cars for his business he looks first and foremost at the ease of working with the manufacturer and the support they offer him. He can’t afford to have cars off the road, so servicing and maintenance must be quick and easy too. The fact that Dan has been working with



since 1997 tells you how well we are doing on matching his expectations.



Our cars are intuitive and very easy to drive, making them a real favourite with the driving schools MSL work with. Dan is impressed too. Not only are MSL now buying more Hyundai’s, so are a lot of his friends and family.

By immersing ourselves completely in MSL and better understanding their business needs, we have been able to provide them with smarter and better business solutions. Proof, once again we think, that business works better with US at its heart.

To find out more about our multi-award winning fleet service and vehicles visit hyundai.co.uk/business



MERCEDES-BENZ E-CLASS

Well equipped addition to range 'sets new standard in the executive estate sector'



New E-Class is a 'superlative cruiser' with an impressive equipment specification

NEED TO KNOW

- CO₂ emissions of 109g/km and fuel economy of 63.7mpg
- Options include impressive safety technologies
- More powerful models expected later in the year

By Andrew Ryan

Mercedes-Benz's new E-Class saloon was launched earlier this year to great acclaim, so it's no surprise that its estate version is similarly impressive.

Offering the same quality, refinement and luxury as its four-door sibling, the estate provides significantly enhanced practicality. Its boot is the largest in the sector at 640 litres with the rear seats in place, rising to 1,820 litres with them folded.

This practicality is further improved through the flat floor, wide powered tailgate and no loading lip, making it easy to get items in and out of the boot.

Initially, it will be available only in E220d four-cylinder, 2.0-litre form, with six-cylinder E350d and AMG E43 models joining the range later this year.

This is unlikely to trouble most fleet customers, as the E220d SE's CO₂ emissions of 109g/km and official combined fuel economy of 63.7mpg mean it will be the engine and equipment grade of choice.

The SE is well equipped, featuring a Garmin Map Pilot navigation system, agility control suspension, automatic powered tailgate, parking pilot including parktronic and reversing camera, chrome roof rails, 64-colour LED interior lighting, Keyless-Go starting function, heated front seats, digital radio and 17-inch alloy wheels.

For a £2,495 premium, the E220d is also available in sportier AMG Line trim. This adds AMG exterior styling with 19-inch alloy wheels, upgraded interior materials, brushed stainless steel sports pedals and a three-spoke AMG steering wheel.

However, the larger wheels mean CO₂ emissions rise to

COSTS

P11D price	£37,880
BIK tax band (2016/17)	21%
Annual BIK tax (40%)	£3,182
Class 1A NIC	£1,098
Annual VED	£0 then £20
RV (4yr/80k)	£12,975
Fuel cost (ppm)	7.61ppm
AFR (ppm)	11
Running cost (4yr/80k)	44.42ppm

SPEC

Power (hp)/torque (lb-ft)	194/295
CO₂ emissions (g/km)	109
Top speed (mph)	146
0-62mph (sec)	7.7
Fuel efficiency (mpg)	67.3

KEY RIVAL

BMW 520i Touring SE	
P11D price	£36,310
BIK tax band (2016/17)	23%
Annual BIK tax (40%)	£3,341
Class 1A NIC	£1,152
Annual VED	£0 then £30
RV (4yr/80k)	£10,700
Fuel cost (ppm)	8.15
AFR (ppm)	11
Running cost (4yr/80k)	45.94ppm

Running cost data supplied by
KeeResources (4yr/80k)



Cabin 'exudes luxury' in terms of design and quality

120g/km, pushing it into the 24% benefit-in-kind tax band compared to the SE's 21%.

The options list contains a number of impressive safety technologies, such as blind spot assist and pre-safe impulse side, which can move the driver or front passenger towards the centre of the car if it detects an imminent side impact.

However, even without these advanced technologies, the car still feels special.

Its spacious cabin exudes luxury, both in terms of design and quality, and this feeling extends to its on-road performance.

The engine in the E220d produces 194hp and 295lb-ft of torque and, through its smooth nine-speed automatic gearbox, is delivered in a way which ensures few will feel the need to opt for the more powerful models when they arrive.

The car is good to drive as well, but its light steering and comfort biased set-up means the BMW 520i Touring still sets the class standard for a 'sporty' driving experience.

However, the E220d is a superlative cruiser. Our test car was fitted with the optional air suspension (£1,495), which gave the car a supple, unflappable ride.

Although we wouldn't expect the UK standard suspension to be able to achieve that exceptional quality of ride, the E-Class still sets a new standard in the executive estate sector.



RENAULT SCENIC AND GRAND SCENIC

Fleet department in 'conquest mode' for assault on C-segment market

NEED TO KNOW

- Grand Scenic offers up to 596 litres of luggage space
- Alloys have 20-inch rims on the standard Scenic
- Electric motor adds extra 15Nm torque to 110 engine

By Maurice Glover

Renault UK's revitalised fleet department will be in "conquest mode" when it launches the next version of the Grand Scenic multi-purpose vehicle in November.

Boasting a unique design that blends MPV functionality with the appearance of an SUV, the fourth generation model is being launched to take advantage of a fresh trend in C-segment motoring and is set to shake up the market, claims Mark Dickens, head of fleet sales operations.

"This sector is worth 50% of the UK car market and competition is keen with a constant flow of new products in a field where the dynamics are constantly changing. Last year, demand for compact SUV models was on the increase while interest in MPV products was softening, but the situation is changing again and we believe that if

RENAULT GRAND SCENIC

COSTS

P11D price	£30,000 (est)
BIK tax band (2016/17)	24%
Annual BIK tax (40%)	n/a
Class 1A NIC	n/a
Annual VED E0	£110
RV (4yr/80k)	n/a
Fuel cost (ppm)	n/a
AFR (ppm)	11
Running cost (4yr/80k)	n/a

SPEC

Power (hp/torque (lb-ft))	160/280
CO₂ emissions (g/km)	122
Top speed (mph)	124
0-62mph (sec)	10.7
Fuel efficiency (mpg)	60.1

KEY RIVAL

Ford Grand C-Max 2.0 Titanium
P11D price 25,690
BIK tax band (2016/17) 23
Annual BIK tax (20%) £1,182
Class 1A NIC £815
Annual VED £0 then £30
RV (4yr/80k) £5,850
Fuel cost (ppm) 8.34
AFR (ppm) 11
Running cost (4yr/80k) 37.63ppm

you're able to offer an MPV with the characteristics of an SUV, you can only win," he told *Fleet News*.

Speaking as the new car was being previewed in France, he said: "We are coming to the fleet sector with a vehicle we created in the first place and one that now has a fresh twist. It's a brand new design that looks terrific – this is good news for us and we're definitely in conquest mode against our rivals."

Reconstituted in 2014, the French brand's British fleet operation will be concentrating its efforts on user-chooser motorists with the new range and is expecting the more spacious version to account for 60 per cent of core fleet Scenic registrations over the next 12 months.

"We have followed a retail proposition with this car over the past two years and have resisted the temptation to offer huge discounts to fleets on runout supplies to avoid landing ourselves with a residuals problem. But, going forward, we can use the style of the new range as our USP to build on the success achieved by the new Megane and Kadjar models as we work to lift our market share from its current level of 4%," said Dickens.

Unusual in being almost identical to a concept model unveiled at the Geneva motor show five years ago, the Scenic stands on the biggest set of wheels yet fitted as standard on a C-sector people carrier and gives the car a stand-out appearance. The striking alloys boast 20-inch rims but officials are keen to reassure customers that, despite their dramatic looks, the wheels are no wider than the traditional 17-inch alloys fitted to the outgoing Scenic and replacement tyres will involve no extra cost.

Longer and wider than its predecessor, the new model has a more steeply raked windscreen to help improve side vision, more efficient brakes and added versatility from folding seats that can be operated from switches inside the boot or from the dashboard. Underfloor and numerous other compartments offer 63 litres of oddments stowage and with its two rearmost seatbacks folded flat, the Grand Scenic has 596 litres of luggage space.



Luxury trim in the Grand Scenic provides long-distance comfort



The Scenic stands on the biggest set of wheels yet (20-inch) fitted as standard on a C-sector people carrier

"If you're able to offer an MPV with the characteristics of an SUV, you can only win"

Active emergency braking, lane-keeping assist and driver fatigue alert are standard across the range and the top-line Signature Nav adds head-up display, rear parking camera, fixed panoramic glass sunroof, cornering front fog lights, LED headlamps, electric front seats and leather upholstery to a comprehensive specification list on Expression+, Dynamique Nav and Dynamique S Nav trim levels that include auto control of air conditioning, lights and wipers, hill start assist, a seven-inch touchscreen, selective driving modes and ambient lighting.

Slim A-pillars help reduce blind spots and a high seating position allows good visibility in a car that handles well for its size and blends secure roadholding with a compliant ride. Luxury trim provides long-distance comfort and the six-speed dual clutch transmission is well suited to the latest dCi engine, which is powerful, smooth and a subdued mile-muncher.

Prices are likely to start at less than £20,000 and the dCi 110 Dynamique Nav, costing £1,500 more than the entry-level car, is expected to be the most popular.

Both the Scenic and Grand Scenic will offer best in class emissions of 92g/km when hybrid assist technology becomes available in spring. Expected to cost £1,000 more than the standard 1.5-litre diesel, the mild hybrid versions should represent an attractive proposition to fleets, believes product manager Mike Willis.

"With strong styling and high practicality, our new car represents a stronger challenge in the sector. Linking this technology with diesel power gives another distinct advantage. It's a no-compromise solution and we're confident lower BIK banding will generate a lot of interest," he said.

A 48-volt battery powers an electric motor to add an extra 15Nm torque to the popular 110 engine during acceleration and it's charged during braking and deceleration. Though not able to provide zero emissions travel, the maintenance-free and independent operating 10kW motor is claimed to cut fuel consumption by up to 10% to lift average economy to 80mpg.

RENAULT SCENIC dCi 110 EXPRESSION+

COSTS

P11D price	£20,500 (est)
BIK tax band (2016/17)	20%
Annual BIK tax	n/a
Class 1A NIC	n/a
Annual VED	£0, the £0
RV (4yr/80k)	n/a
Fuel cost (ppm)	n/a
AFR (ppm)	9
Running cost (4yr/80k)	n/a

SPEC

Power (hp)/torque (lb-ft)	110/191
CO ₂ emissions (g/km)	100
Top speed (mph)	114
0-62mph (sec)	12.4
Fuel efficiency (mpg)	72.4

KEY RIVAL

Citroën C4 Picasso 2.0 Blue HDI
P11D price 23,960
BIK tax band (2016/17) 21%
Annual BIK tax (20%) £1,006
Class 1A NIC £694
Annual VED £0 then £20
RV (4yr/80k) £4,775
Fuel cost (ppm) 7.58
AFR (ppm) 11
Running cost (4yr/80k) 36.95ppm



For full running costs, visit fleetnews.co.uk/running-costs

Running cost data supplied by KeeResources (4yr/80k)

THINKING CAP



By Martin Ward, manufacturer relationships manager

cap hpi



Monday Remembered to finish off about the Kia Optima PHEV I drove last

month in Munich. It is powered with a combination of a 2.0-litre petrol engine and electric motors producing a total of 202bhp. You plug it in and can get up to 33 miles on pure electric. So if you only did 30 miles per day and charged it up every night, in theory you would never use any petrol, but life for most isn't like that, is it? You really cannot tell when it is switching from electric to petrol, a very smooth and a really efficient system. Prices for this very clever PHEV start from £31,495 after the £2,500 government plug-in grant.

Tuesday/Wednesday To the plush area of Ascot to drive the all-new Volvo S90 and V90, both as posh as the town, very luxurious, and some really nice materials used in the exquisite Swedish interior. They are powered by a 2.0-litre diesel engine that produces either 190hp for the front wheel drive D4 or 235hp on the AWD D5. Volvo has managed to get rid of all those buttons on the dash, with just a handful left now, leaving it looking uncluttered and easy to use. The V90 is a great piece of machinery, and every inch a Volvo. It will be the choice of most, especially in the fleet industry, leaving you wondering who will buy the S90 saloon, as good and attractive as it is. Prices start from £32,500 for the S90 and £34,500 for the V90.



Friday Down to Hyundai UK HQ in High Wycombe to drive the Ioniq Hybrid

and Ioniq Electric EV. I got nearly 60mpg from the hybrid driving around towns, villages and on the M40. Pretty good, not only mpg but the drive also. It switches easily from electric power that it generates itself to petrol, smooth and effortless. Well put together and with a good level of standard equipment. Having driven both, the one for me would be the hybrid, as it just makes more sense, and is priced from £19,995. The EV starts at £28,995.

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MINI CLUBMAN

One D variant dips below the 100g/km tax threshold



Second generation Mini Clubman is larger and more practical than the hatchback

NEED TO KNOW

- New entry-level version offers sub-100g/km
- Equipment grade only offered with 1.5 diesel
- Factory-fitted navigation is standard

By Simon Harris

Last summer when I first saw the second-generation Mini Clubman, a few weeks ahead of its public debut at the Frankfurt motor show, there were Cooper D and Cooper S pre-production models.

I asked whether we would see an entry-level One variant at some stage soon after the launch, and was told it wouldn't happen, as this Clubman would be moving upmarket.

This summer, perhaps inevitably, the Mini Clubman One D went on sale. It uses a 1.5-litre three-cylinder diesel engine producing 116hp, and, perhaps more importantly, allows the Clubman to fall below the 100g/km threshold – the only variant to do so.

For those unfamiliar with the latest Clubman, introduced late in 2015, it has grown in dimensions to give Mini a car to compete on size and price with the Audi A3, Mercedes-Benz A-Class and Volkswagen Golf. Probably the BMW 1



Drivers can select the colour of ambient lighting inside

"Driver feels more connected to the car than perhaps any other vehicle of this size"

Series, too, but Mini would prefer sales were stolen from rivals rather than within its own company.

It allows Mini fans to choose something larger and more practical than the hatchback, as well as bring new customers to the brand, for whom the hatch is, or has become, too small.

The majority of people choosing a Mini add the Chili equipment pack, but even without it there is a decent level of kit in this entry-level version.

There's manual air conditioning, 16-inch alloys, satellite navigation, front foglights, automatic headlamps and windscreen wipers, digital radio and the interior lights pack which allows the driver to select the colour of the ambient LED lighting inside.

While the official combined fuel economy of this model is 74.3mpg, we didn't come close to matching it in our drive. Although it wasn't difficult to see the trip computer averaging in the low- to mid-60s when being driven gently.

It's also easy to see rather lower than that because, despite having less power than any other version of the Clubman, the engine response still has the characteristic keenness of other variants.

The driver feels more connected to the car than perhaps any other vehicle of this size, which ensures its appeal among user choosers who enjoy their driving, as well as those who want something that stands out from the typical hatchback.

Those twin rear doors add to the character, and retain a link to the Austin Mini Countryman and Morris Mini Traveller of the British Leyland era (Clubman was not a specific estate car designation in those days), but there is inevitably a compromise in visibility.

However the emotional appeal of the car is so strong that I can't imagine it becoming a deal breaker.

THE RIVALS

- Audi A3 Sportback 1.6 TDI Sport
- Mercedes-Benz A 180d Sport
- Volkswagen Golf 1.6 TDI Match

P11D PRICE

Golf	£22,295
A 180d	£23,425
A3	£23,730
Clubman	£24,105

BIK TAX AND CO₂

Clubman	99g/km/19%
Golf	99g/km/19%
A 180d	102g/km/20%
A3	107g/km/21%

FUEL COSTS

Clubman	6.84ppm/£5,472
Golf	6.84ppm/£5,472
A 180d	7.02ppm/£5,616
A3	7.20ppm/£5,760

DEPRECIATION

A3	19.98ppm/£15,984
A 180d	20.03ppm/£16,024
Golf	20.65ppm/£16,520
Clubman	21.48ppm/£17,184

SMR

Golf	2.98ppm/£2,384
Clubman	4.06ppm/£3,248
A3	4.14ppm/£3,312
A 180d	4.51ppm/£3,608

RUNNING COSTS

Golf	30.47ppm/£24,376
A3	31.32ppm/£25,904
A 180d	31.56ppm/£25,248
Clubman	32.38ppm/£25,904

VERDICT

The Mini looks a little pricey with the Chili pack included, especially up against the non-premium Volkswagen Golf. But it isn't prohibitively expensive – merely relatively so. The sensible choice has to be the Golf.

Winner: Volkswagen Golf

Running cost: *KeeResources* (4yr/80k)

FleetNews

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VOLKSWAGEN GOLF

How does this petrol model stack up as a viable fleet option?



NEED TO KNOW

- Downsized petrol engine delivers 99g/km
- DSG auto achieves same CO₂ as manual
- £1,100 specification boost costs £100

By Simon Harris

Diesel has been in the headlines rather a lot over the past year.

Most of the column inches it generated were negative, and Volkswagen, the company that sparked the sudden interest in the levels of pollution from diesel engines has spent those 12 months trying to restore trust and improve a tarnished image.

Official figures for new car registrations this year suggest interest in diesel might well have peaked, although it's still by far the most popular fuel choice for fleet operators.

If any business or driver has been prompted to reconsider petrol for a company car, are there options to make it a viable alternative?

Recent developments in downsizing have led to the introduction of a number of smaller capacity three-cylinder petrol engines to replace four-cylinder motors between 1.4 and 1.8 litres capacity in medium cars.

Ford launched EcoBoost in the Focus four years ago, and since then three cylinder turbocharged engines have been

"One of its models even has the Bluemotion label, to herald its 'greener' credentials"

cropping up at Volkswagen, Vauxhall, Toyota, Citroën and Peugeot, to name a few.

Volkswagen has even tagged one of its Golf models with the Bluemotion label, to herald its 'greener' credentials.

In the well-equipped Match Edition grade, which recently gave the Golf a £1,100 specification boost for a £100 premium over the car it replaced, the Bluemotion is available with either a six-speed manual or seven-speed DSG automatic, while delivering the same 99g/km in CO₂ emissions.

This matches the 100hp Focus 1.0 EcoBoost (which isn't offered with an auto), although is rather better than the Powershift-equipped 125hp version. Of other automatic rivals, the 130hp Peugeot 308 and 112hp Toyota Auris come closest to the Golf on CO₂, but can't quite draw level.

The 115hp Golf comes with standard satellite navigation, 16-inch alloy wheels, adaptive cruise control and autonomous emergency braking and driver alert systems, front and rear parking sensors, rain-sensing wipers, automatic headlamp activation and an automatic dimming rear view mirror.

The seven-speed DSG is still probably the smoothest rapid-shift automatic on the market and for an urban-based driver it would be particularly beneficial in helping reduce the risk of fatigue throughout the day.

Although the engine is only a 1.0-litre, maximum, pulling power of 148lb-ft is available from 2,000-3,500rpm, so it actually feels quite responsive – as long as the transmission correctly anticipates what's required with the driver inputs, as sudden kickdown requirement has been the Achilles heel of DSG. Of course the driver has the option of manually shifting down using the gearstick in such situations.

As a package, the Golf in Bluemotion and DSG guise is probably the most complete of all the three-cylinder petrol family cars currently available.

THE RIVALS

- Ford Focus 1.0 EcoBoost 125 Titanium auto
- Peugeot 308 1.2 Allure auto
- Toyota Auris 1.2 Business Edition CVT

P11D PRICE

Auris	£20,740
308	£21,775
Golf	£22,175
Focus	£22,290

BIK TAX AND CO₂

Golf	99g/km/16%
Auris	106g/km/18%
308	112g/km/19%
Focus	125g/km/22%

FUEL COSTS

Golf	7.69ppm/£6,152
Auris	8.22ppm/£6,576
308	8.77ppm/£7,016
Focus	9.82ppm/£7,856

DEPRECIATION

Auris	20.36ppm/£16,288
Golf	21.09ppm/£16,872
Focus	21.77ppm/£17,416
308	22.28ppm/£17,824

SMR

Auris	2.54ppm/£2,032
Golf	2.90ppm/£2,320
Focus	3.36ppm/£2,688
308	3.55ppm/£2,842

RUNNING COSTS

Auris	31.12ppm/£24,896
Golf	31.68ppm/£25,344
308	34.60ppm/£27,680
Focus	34.95ppm/£27,960

VERDICT

The Golf is just beaten on cost by the Auris (which has a lower P11D and is less well equipped), but perhaps would remain the favoured choice of most operators. We think it's a more complete package.

Winner: Volkswagen Golf

Running cost: KeeResources (4yr/80k)



Match Edition gives a £1,100 upgrade for a £100 premium

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THINKING AHEAD

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Filter by: Car type: Compact SUV Fuel type: Petrol Price range: £10,000 - £15,000 Make: Ford

View Compare List

Make	Model	Price	MPG	CO2	Cost per mile
Ford	Focus	£10,000	55	110g/km	24.90ppm
Ford	Focus	£11,000	55	110g/km	24.90ppm
Ford	Focus	£12,000	55	110g/km	24.90ppm
Ford	Focus	£13,000	55	110g/km	24.90ppm
Ford	Focus	£14,000	55	110g/km	24.90ppm
Ford	Focus	£15,000	55	110g/km	24.90ppm

Cost per mile: 24.90ppm

Full: 2.0 litres/100km

Depreciation: 14.0 years

Service: 1000 miles/1 year

Insurance: 1.5p/mile

Other: 0.00p/mile

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PORTFOLIO 2.0 i4 180HP RWD

JAGUAR XE

Three strikes and exhaust fluid would be out



XE is arguably the best in its class for driving

COSTS*

P11D price	£46,886 (as tested)
BIK tax band	22%
Annual BIK tax (20%)	£4,126
Class 1A NIC	£1,423
Annual VED	£0, then £30
RV (4yr/80k)	£15,045
Fuel cost (ppm)	7.61
AFR (ppm)	11
Running cost (4yr/80k)	52.5ppm

SPEC

Engine (cc)	1999
Power (hp)	180
Torque (lb-ft)	317
CO ₂ emissions (g/km)	111
Fuel efficiency (mpg)	67.4
Max speed (mph)	140
0-62mph (sec)	7.8
Test mpg	51
Current mileage	3,607

*Running cost data supplied by
KeeResources (4yr/80k)

By Stephen Briers

It's not been an auspicious start. Two days after taking delivery of the XE, and with 2,600 miles on the clock, a warning flashed on the display "diesel exhaust fluid quality detected". I had 495 miles until the engine shut down.

Three hours at Marshall Jaguar and the issue is resolved. The AdBlue had been run so low that when topped up (before we received the car), the XE still issued the third and final diagnostics fault (two previous warnings had been ignored it seems).

However, the technician was unable to switch off the fault code without undergoing a 30-mile drive cycle to enable it to re-set. Now, thankfully, everything is back to normal.

While this was driver error rather than car, the question is why did the XE require a top-up of AdBlue after such low mileage? The answer, according to Marshall, is that cars are often not delivered to a customer with a full tank of AdBlue.

We've heard this before. It explains why some vehicles require their first top up after less than 5,000 miles, but a second will see them through another 10,000. Fleets need to check their manufacturer partners' policies on AdBlue to ensure they don't encounter unbudgeted costs.

Our XE is the 2.0-litre i4 180hp turbodiesel. The Portfolio trim is the second highest spec and is priced £35,425 on-the-road, although our car has a number of options which boosts the price to £46,886. These include nav-pack (£1,125) and heads up display (£1,020). It's unlikely that many of them would be fleet options – premium carpets (£105), mood lighting (£300), 40:20:40 split-fold rears seats (£430) and side-door treadplate illumination (£424), for example. Folding wing mirrors (£275) might pay for themselves, though.

So far the driving impressions are excellent: dynamic performance, sharp handling yet compliant chassis – it's arguably the best in its class.

The automatic eight-speed gearbox returns 67.4mpg with CO₂ emissions of 111g/km, 2g/km higher than the six-speed manual version, putting it in the bracket above for BIK.

Vauxhall Astra 1.0l turbo
105 Ecoflex Elite Nav

I've experienced the new Astra before – spending a week in my colleague's 1.6-litre 136hp diesel long term – and now

it is my turn in the petrol equivalent.

My journey profile should be a better match for a petrol engine than a diesel – with a seven mile trip to work each way, and then the occasional longer journey. The economy achieved was around 42mpg, down on my colleague's 49mpg average, and more than 20mpg below the 64.2mpg official combined figure.

It drives wonderfully, however, with smooth power delivery and comfortable seating.

Astra stewardship hasn't been without hiccup, though. A 'steering lock warning' would not go away, so the car visited the Marshall Vauxhall dealership in Peterborough for a day.

Marshall dropped me at the office and collected me when the work was complete. The car was returned cleaned and valeted, with service from staff feeling rather more premium than expected.

When first booking the vehicle in, I was informed that a minor 'service action' was needed. Given the parts were not available to complete it on the same visit, a date was set, and the same lift to work and valet was provided which, it seems, is standard.

Christopher Smith

Honda Jazz 1.3 i-VTEC EX Navi



There was no easing-in period for the Honda Jazz after I was handed its keys a month ago: it was straight into some dirty work.

I'm remodelling my back garden and to promote plants I've been advised to dig in well-rotted horse manure and leave it over the winter.

So the Jazz's first task was to transport 10 bags of manure from a nearby stable to my home. This job showed just how practical the Jazz is. With the rear seats in place, the Honda has a class-leading boot capacity of 354 litres.

The Jazz's carrying capacity expands dramatically to 897 litres when the rear seats are folded: increased practicality which is further enhanced through its 'magic seats' system. When two levers are pulled – one in each side of the split-rear folding seats – not only do the rear seat backs fold, but the seat bases move forward and down to create a flat floor.

This created a boot which was able to accommodate the bags with room to spare. Loading and unloading was also made simple through a low boot lip, practicality which suggests that – hopefully like my garden next year – my time with the Jazz will be a blooming success.

Andrew Ryan

See extended long-term tests at
fleetnews.co.uk/cars/car-reviews/

"While this was driver error rather than car, the question is why did the XE require a top up of AdBlue after such a low mileage?"

KEVIN INNS

TRANSPORT MANAGER, BARCHESTER HEALTHCARE

He wants to be remembered for always doing his best so maybe it is no surprise that Kevin Inns hates poor service. He would also like an end to hospital car parking charges.

The book I would recommend others read is *Bomber* by Len Deighton. Although a fictional account of a bombing raid in World War II, it explores both sides of the conflict.

The most pivotal moment in my life was becoming a father. Suddenly you are responsible for someone else and it is very scary. Once a parent, always a parent.

I would like to be remembered as someone who always did his best – it may not be enough but at least you know you did things to the best of your ability.

If I was Prime Minister for the day, I would introduce legislation to stop hospitals charging for car parking.

The three vehicles I would like in my garage are a Series 1 E-Type, 1958 Ford Edsel Pacer and a Skyline GT-R.

One of my earliest memories associated with a car was helping (!) my dad wash his Austin A40.

My hobbies and interests are World War II history, classic cars and my grandchildren.

My favourite film is *Bullitt*, I can watch the car chase over and over.

My pet hate is poor service.

I would tell my 18-year-old self to listen more and don't be so hasty.



First fleet role Assistant transport manager with GUS White Arrow. I enjoy the variety in fleet and just when you think you have seen it all, something completely unexpected happens. No two days are the same.

Career goals at Barchester Healthcare Just to run the fleet for which I am responsible safely, efficiently and effectively.

Biggest achievement in business I have always found it more challenging to be given a clean sheet and be able to develop policies, systems, and the like to see a fleet grow in size and efficiency. I have had two such opportunities and can look back on the positive difference I have made.

Biggest career influence The man who got me into transport management with GUS White Arrow was Sid Iredale. He was the ideal teacher and I owe him everything. Sadly, he is no longer with us but I still think of him often and will be forever grateful to him.

Biggest mistake in business Leaving a good job many years ago because I thought the grass was greener somewhere else – it wasn't. I learnt to evaluate any offer made more thoroughly.

Leadership style Very hands-on as I appreciate that some drivers need help more than others.

If I wasn't in fleet I would love to work with rescued dogs in need of rehabilitation after mistreatment.

Childhood ambition I wanted to drive steam trains! My dad had worked on the railways so I guess he influenced me.

Most memorable driver moment Back in the '80s one of my drivers took delivery after a long wait for a Citroën BX GTi. He collected the keys and 10 minutes later the car was a write-off with just 11 miles on the clock. In fairness, it was not entirely his fault.

Next issue: Paul Holmes, managing director, Fleet Managers Friend

The 350 Series Standard Dropside has a car-inspired exterior

Transit Standard Dropside. Tough, quiet and practical

Ford has launched a new model into its extensive Transit line-up, the medium wheelbase 350 Series Standard Dropside.

Powered by Ford's all-new state-of-the-art 2.0-litre EcoBlue diesel engine, the new frontwheel-drive single cab Standard Dropside carries 100kg more payload than the Premium Dropside, with a £350 saving on recommended price.

It also offers the advantage of being delivered direct from the factory, which reduces delivery lead time by four weeks. It is built on the same ultra-tough ladder

frame chassis and is covered by the same Ford warranty as the Premium Dropside.

Its four cylinder EcoBlue engine is the first powertrain from Ford to achieve passenger car noise, vibration and harshness criteria.

A car-inspired exterior combines bold styling with practical purpose, proving that a tough, commercial vehicle can also look good. The allergy-free cab's streamlined shape helps it cut through the air more efficiently which can help maximise fuel efficiency. High-tech lights give better visibility and superb detailing is matched by a focus on everyday use.

An ergonomically-designed driver's seat includes a built-in armrest and is eight-way adjustable, making it easy to find the ideal driving position, or change it for different drivers.

The steering wheel also adjusts to suit height and arm length.

Clever underseat stowage and a centre seat that incorporates a fold-down table, large enough to hold an A4 clipboard, a tablet or laptop are standard, along with electrically-operated windows.

And, like the rest of the Transit range, it has capless Ford Easy-Fuel, for foolproof filling-up.

TRANSITS WILL DETECT PEOPLE IN ROAD AND RESPOND AUTOMATICALLY

Ford is introducing technology which will enable vans to detect people in the road and automatically apply the brakes if the driver does not respond to warnings.

Developed for cars like the Ford Mondeo, Pedestrian Detection processes information from a radar in the bumper and a windscreen-mounted camera.

Available for Transit and Transit Custom vans with the new 2.0-litre EcoBlue engine, Pedestrian Detection technology is even able to predict when people may stray into the vehicle's path.

It works with the Pre-Collision Assist emergency braking system. If the system detects a pedestrian and

determines that a collision is imminent, the driver will first receive an audible alarm and visual warning.

Should the driver fail to respond, the system shortens the time required to apply the brakes by reducing the gap between brake pads and discs. If there is still no response from the driver, the brakes are applied automatically.



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