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on why mini
leases are a
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Official fuel economy figures for the new BMW 5 Series range: Urban 64.2-29.7mpg (4.4-9.5l/100km). Extra Urban 78.4-47.8mpg (3.6-5.9l/100km). Combined 141.2-39.2mpg (2-7.2l/100km). CO₂ emissions 46-164 g/km.

*Figures are obtained in a standardised test cycle. They are intended for comparisons between vehicles and may not be representative of what a user achieves under usual driving conditions. †Figures are obtained in a standardised test cycle using a combination of battery power and petrol fuel after the battery had been fully charged. They are intended for comparisons between vehicles and may not be representative of what a user achieves under usual driving conditions. The new BMW 530e iPerformance Saloon is a plug-in hybrid electric vehicle that requires mains electricity for charging.

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The tile interface in the new BMW iDrive 6 replaces the traditional menu view, to give occupants a snapshot view of key information with minimal distraction to the driver, while the touchscreen can be used as an alternative to the iDrive controller.

In addition, BMW Gesture Control allows for specified functions to be controlled with gestures, again limiting driver distractions and improving comfort.

What's more, synchronising emails, contacts and calendar entries is easier than ever thanks to Microsoft Exchange, which lets you access and input key information from your BMW 5 Series.



SEARCH: BMW 5 SERIES

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FLEETS INFORMED

Brought to you by **FleetNews**

The *Fleet News* Fleets Informed programme is designed to deliver comprehensive advice and knowledge to fleet decision-makers. All the content will be hosted at www.fleetnews.co.uk/fleets-informed – which will go live this month.



Emissions scandal: VW Group will 'robustly' defend UK lawsuit

High Court decides this week whether group litigation can go ahead but fleets ask 'what's all the fuss about?'

By Tom Seymour

Fleets have moved to distance themselves from a group litigation case against Volkswagen Group UK being brought by law firm Hargreaves & Hargreaves.

The High Court was due to make a decision on the order this week as *Fleet News* went to press (see fleetnews.co.uk for the latest).

Hargreaves & Hargreaves has applied to the High Court for a group litigation order to pursue VW Group UK for financial compensation due to the NOx emissions scandal.

The company is appealing for private and business customers to join the case for free and said it already has details from 20,000 claimants.

It would not reveal how many of those are businesses, although fleets that *Fleet News* spoke to said they would not be taking part.

John Pryor, chairman of fleet operators association ACFO, said its members have not mentioned the idea of pursuing compensation and he would not comment further on the case.

Meanwhile, the BVRLA declined to comment on whether its leasing or rental company members were planning to pursue compensation through the group litigation case.

Hargreaves & Hargreaves told *Fleet News* that compensation could be worth £3,000 for each vehicle affected, but it was difficult to come to an exact number before going through the legal process.

A US judge has already approved a £12 billion settlement that will see VW Group compensate affected drivers in America between £4,000 and £8,000 dependent on the age of their vehicle.

VW Group UK said that it would take the group litigation case seriously but it would "robustly" defend against any claims.

The manufacturer maintains UK customers have not suffered a financial loss as a result of the NOx emissions issue and that any compensation claims are "premature".

A VW Group UK spokesman said: "Technical measures have already been implemented in a large number of our UK customers' vehicles.

"Importantly, for the vast majority of model

variants for which final approval has already been provided, the relevant certifying authorities have confirmed that implementation of the technical measures has no impact on mpg, CO2 emissions, engine performance, maximum torque and noise emissions. Previously published CO2 and mpg values remain valid.

"Furthermore we expect no decline in the residual values of the affected vehicles as a result of this issue."

Damon Parker, head of litigation at Hargreaves & Hargreaves, said the group litigation is being pursued on the grounds that customers were misled.

He said: "The allegation is that VW sold vehicles that did not meet emissions standards and as a result should not have been registered for sale.

"It's important to make it clear that for many of our clients this is about more than just money. No one is going to get rich from this. It's about making a stand and holding companies accountable so this sort of thing doesn't happen again."

Parker said businesses might not know they can take part in the legal action and eligibility depends partly on ownership, but also around any payments that have already been made towards funding an affected vehicle.

The Hargreaves & Hargreaves team is looking at enquiries on a case-by-case basis.

"It's difficult to say how much compensation can be expected until we go through this legal process," said Parker. "We are saying it will be several thousand per car at this stage to give an indication, but that could be a conservative estimate if we're successful."

Paul Brown, Enserve Group head of group fleet, which runs Volkswagen Group vehicles as part of its fleet, told *Fleet News*: "None of our drivers are pursuing compensation."

Brown said that as the Government honoured the correct CO2 emission rates and nothing affected P11D prices, drivers were not expected to pay additional money.

He also said emission changes have not affected the pence per mile costs from each vehicle,



so the company has not been left out of pocket.

Brown said: "Any adjustments to vehicles were done at normal service intervals free of charge so there has been no additional downtime or costs involved with that.

"All the fixes on our vehicles have been completed and drivers don't know the difference. There has been no financial impact so I'm not sure what all the fuss is about."

Debbie Floyd, group fleet, risk and facilities manager at Bauer Media Group, which also runs Volkswagens, echoed Brown's views.

She said: "There has been no financial impact on the company or drivers. The fixes are being picked up with service requirements."

In response to Hargreaves & Hargreaves's statement that VW Group should be held accountable for its actions, Floyd said she felt as though the mistakes the company made have been publicly

COMPLETED FIXES IN THE UK BY VW GROUP BRANDS (AS OF JANUARY 2017)



RENAULT AND FIAT FACING NO_x EMISSIONS INVESTIGATIONS IN FRANCE AND THE USA

VW Group is not the only manufacturer facing questions around emissions. Renault and Fiat are now strenuously denying claims made against them over emissions in France and the US respectively.

Claims were made against Renault in France after independent tests showed higher NO_x emissions in real-world driving compared to the official figures.

The initial investigation ended last November, but has now been taken up by the public prosecutor in Paris, which has inter-regional jurisdiction in consumer affairs in France.

The French Government will allow the courts to decide if further action is needed. A statement from Renault said: "Renault complies with French and European regulations. Our vehicles all are and have always been homologated in accordance with the laws and regulations. They are compliant with the applicable standards and are not equipped with cheating software affecting anti-pollution systems."

Meanwhile, the American Environmental Protection Agency (EPA) has issued a 'notice of violation' against Fiat Chrysler Automobiles (FCA) claiming it failed to notify the organisation that one of its diesel engines was fitted with software which affects NO_x emissions. The software used is not illegal in the US but the EPA says FCA should have disclosed the software.

A spokesperson for FCA UK said: "The US and the EU are completely different markets, with different software calibrations, standards, testing and homologation processes. FCA vehicles sold in the EU conform to EU emission regulations."

Nick Molden, Emissions Analytics (EA) founder and chief executive, has been testing NO_x emissions in the UK from 39 manufacturers.

The average across all manufacturers



"Our vehicles all are and have always been homologated in accordance with the laws and regulations"

Renault

EA tested shows vehicles performed at 5.1 times over the limit for NO_x. The legal limit is 80mg/km NO_x.

EA rates cars from 'A' – meets Euro 6 Nox limit for diesel and Euro 4 limit for petrol – to 'H' – roughly equal to more than 12 times the Euro 6 limit. The Renault Espace 1.6 diesel and the Megane 1.5 diesel (both automatics) received an H rating, as did the Fiat 500X 1.6 diesel. The Infiniti Q50 2.1 diesel (auto) and Subaru Outback 2.0 diesel (auto) were among other models to receive an H rating.

EA tested four Fiat diesels – one Euro 5 and three Euro 6. On average, the diesels showed 9.4 times the limit for the level of NO_x emissions. It also tested six Renault engines – two Euro 5 and four Euro 6. The results showed an average of 13.4 times the limit for NO_x emissions.

A Renault spokesman said: "It is normal to find differences between laboratory testing and the results obtained with on-road use."

Fiat declined to comment on EA's results.

Molden said discrepancies between the real world and the test conditions that give the official figures can be expected due to the "overtly gentle official NEDC cycle". However, he thought two times over the legal limit was a reasonable discrepancy.

addressed and are being dealt with appropriately.

Meanwhile, a spokesman for VW Group said the company is "broadly on schedule" with emissions fixes. It had fixed 350,000 vehicles in the UK as of January 2017 (see panel below) and the company is expecting to add a further 400,000 fixes to that total before February.

In total, 508,276 Volkswagens (cars and commercial vehicles), 393,450 Audis, 131,569 Škodas and 76,773 Seats were affected.

The Volkswagen Group spokesman said: "The number of completed technical measures is growing every day and we anticipate that all fixes will be completed by autumn this year."



ŠKODA



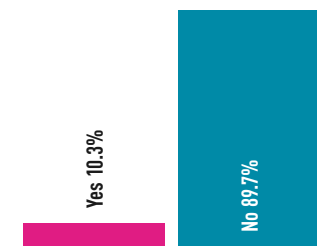
Commercial Vehicles



FLEET FACTS AND FIGURES

OPINION POLL

Has the state of roads in the UK improved with more funding being allocated to pothole repairs?



FleetNews view:

The Government has announced £801 million to be shared across local highway authorities in England, outside London, to help improve the condition of local roads, along with £70m to help repair more than 1.3m potholes. However, our poll suggests previous funding has failed to register any improvement with almost nine out of 10 respondents. *Fleet News* welcomes the additional funding, but believes more can be done to tackle the pothole problem.

This week's poll: Do you think extending the first MOT from three to four years for all new cars is good news for the fleet industry?
fleetnews.co.uk/polls

MOST COMMENTED ONLINE

Pod Point to install free rapid EV charging stations in Lidl supermarket car parks

fleetnews.co.uk/news



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'Automotive superpower' is goal for Zenith under new ownership

Latest deal signals entrance into new markets to ensure continued growth

By Gareth Roberts

Zenith says investment from new majority shareholder Bridgepoint Capital will give it five years to build an "automotive superpower".

HG Capital agreed to sell the leasing company to the private equity firm for £750million in a deal announced earlier this week (Fleetnews.co.uk, January 30).

It brings to an end a three-year relationship, which first saw HG Capital sign an agreement to acquire a majority stakeholding in the parent company of Zenith Vehicle Contracts Group from Morgan Stanley Global Private Equity (MSPE) in 2014.

That deal was announced just a matter of weeks after the private equity firm had bought Leasedrive. Both businesses were brought under the single brand of Zenith last year (Fleetnews.co.uk, February 8, 2016).

The newly combined business was ranked 7th in the 2016 FN50 list of the UK's top 50 contract hire companies, with a risk fleet of 58,392 vehicles – an 8% increase on the 54,248 vehicles reported in 2015.

Taking into account the vehicles for which it also provides fleet management services, that figure increases to about 85,000 units, with a focus on serving blue-chip customers.

Tim Buchan, chief executive officer at Zenith, said: "We thank HG Capital for its contribution and are pleased to welcome Bridgepoint as our new partner.

"We look forward to working together on our long-term strategy of continued investment in new markets, digital transformation, alternative vehicle asset classes, value proposition and platform developments."

Zenith has invested heavily in its digital offering as it has sought to strengthen its customer-centric approach. Talk of continued investment in new markets suggests it could now tap into a growing personal contract hire (PCH) market.

Buchan told *Fleet News* that private equity was the most efficient way to get significant investment into the company. "This gives us four or five years of investment to build an automotive superpower," he said.

"It will enable us to look at other vehicle asset



"It will enable us to look at other vehicle asset types and adjacent markets"

Tim Buchan, Zenith

types and adjacent markets as well as organic growth. We are thinking about retail and how we build the business to be complementary to where we are today."

Fleet News first reported that Zenith was looking at a "number of corporate finance options" after it was reportedly put up for sale for £700m in August (Fleetnews.co.uk, August 23, 2016).

However, at the time Buchan insisted that it should not be interpreted to mean a transaction was imminent.

Andrew Land, partner at HG Capital, said: "We have had a very successful partnership with the Zenith management team and are proud to have been part of the company's success. The business model has been a great fit with HG's investment strategy, providing mission-critical services to customers through long-term relationships and the use of proprietary technology.

"We have no doubt that Tim, Mark (Phillips) and the rest of the team will have continued success working with Bridgepoint."

A major international private equity group, Bridgepoint says it is focused on investing in market-leading businesses valued between €200m (£170m) and €1bn (£850m) where it believes it can create significant value.

It says it has worked with more than 300 management teams across Europe and in many sectors to help them target, fund and then acquire competitors, improve their operations or even expand product and service ranges.

Headquartered in Leeds, with full-service operations in both Solihull and Wokingham, Zenith has more than 500 employees.

Buchan said there would be no change to the management team. He will continue to lead the board alongside Phillips, with representatives from Bridgepoint.

Emma Watford, partner at Bridgepoint and head of its business services sector team, said Zenith is "best-in-class", with a proven business model that has had an unbroken track record of growth over a long period.

She concluded: "It benefits from an exceptional management team and, with them, we believe the business can continue its impressive growth trajectory through its continued focus on customer service, technology and targeted acquisition activity."



"We believe the business can continue its impressive growth trajectory through its continued focus on customer service"

Emma Watford, Bridgepoint

Dart Charge improves service after consultation with fleets

Crossing operator sought input from ACFO in its bid to enhance service levels

By Matt de Prez

Highways England will introduce improvements to Dart Charge following consultation with fleet trade association ACFO.

Dart Charge account holders will benefit from improvements to the crossing's web portal allowing them to search for a vehicle by registration number and sort a fleet list alphabetically.

Problems with payment mismatching for pay-on-use drivers (where the payments made have not been applied to the correct crossings) should also be resolved in the update.

Debbie Floyde, ACFO board director, said: "At a meeting in December, Dart Charge was able to demonstrate the enhancements made to its website and the improvements include many of the suggestions made by our members.

"We have also had feedback that the turn-around time on PCNs (penalty charge notices) has been significantly reduced."

Sarah Green, head of Dart Charge services, confirmed that the changes will be implemented shortly. She said: "We are working on a range of updates and will be providing more details in due course."

The updates should be well received by fleet operators who, in a recent *Fleet News* poll, highlighted that more than 60% have not seen a reduction in the number of PCNs received from Dart Charge in the past six months.

The tunnel and bridge river crossing, part of the M25 motorway, introduced cashless payments in November 2014 in a bid to reduce congestion at toll booths.

But drivers who forget to pay the crossing fee (£2.50 for passenger cars) within 24 hours will face a fine of £70 (£35 if paid within 14 days or £108 after 28 days).

In 2015, £1.5 million-worth of PCNs were issued by Dart Charge.

Outsourcing provider All Fleet Services says it has already processed more than 50,000 Dart Charge PCNs for fleets since the cashless payment system was introduced. To help fleets



The large vehicles seen here are in the correct lane, but delays result when they get it wrong says Highways England

pay fines more efficiently the company has recently launched a new service: Fleet Fine Online.

But to avoid PCNs altogether, fleets can set up a Dart Charge account. Crossings for any vehicles added to the account will automatically be charged to the operator. Account holders also benefit from a discounted toll rate of £1.67.

In the *Fleet News* survey, only 25% of fleets said they used the account service. One respondent said they set up an account purely as an insurance policy to avoid fines.

Congestion at the crossing is also an issue for fleets despite Highways England reporting that journey times have improved since the payment barriers were removed. Tailbacks are still a common sight especially when approaching anti-clockwise. Highways England told ACFO this is due to lorries and HGVs being in the incorrect lanes when approaching the tunnels and having to be re-routed.

Daily rental companies have reported issues too, claiming customers were unable to speak with Dart Charge representatives to resolve fines as they were not the registered keeper of the vehicle.

Floyde said: "I feel that the daily rental companies should look to register all of their vehicles [with Dart Charge] and add the minimal crossing charge to rentals which would eradicate all PCNs in this sector.

"I appreciate that there would have to be some amendments to administration, as they would

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"Turnaround time on PCNs has been significantly reduced"

Debbie Floyde, ACFO

be profiteering if they were to charge the crossing fee to all rentals irrespective of whether the renters have used the crossing."

Users of the crossing can pay the toll in advance, or until midnight the day after travelling, by phone or online. Any unused crossings will remain in credit against the vehicle for a year.

If a driver forgets to pay then the registered keeper will receive a PCN. If it is the first PCN for that vehicle the keeper will receive a warning notice and be able to pay the PCN at the crossing value. The standard fine will apply to unpaid crossings in that vehicle thereafter.



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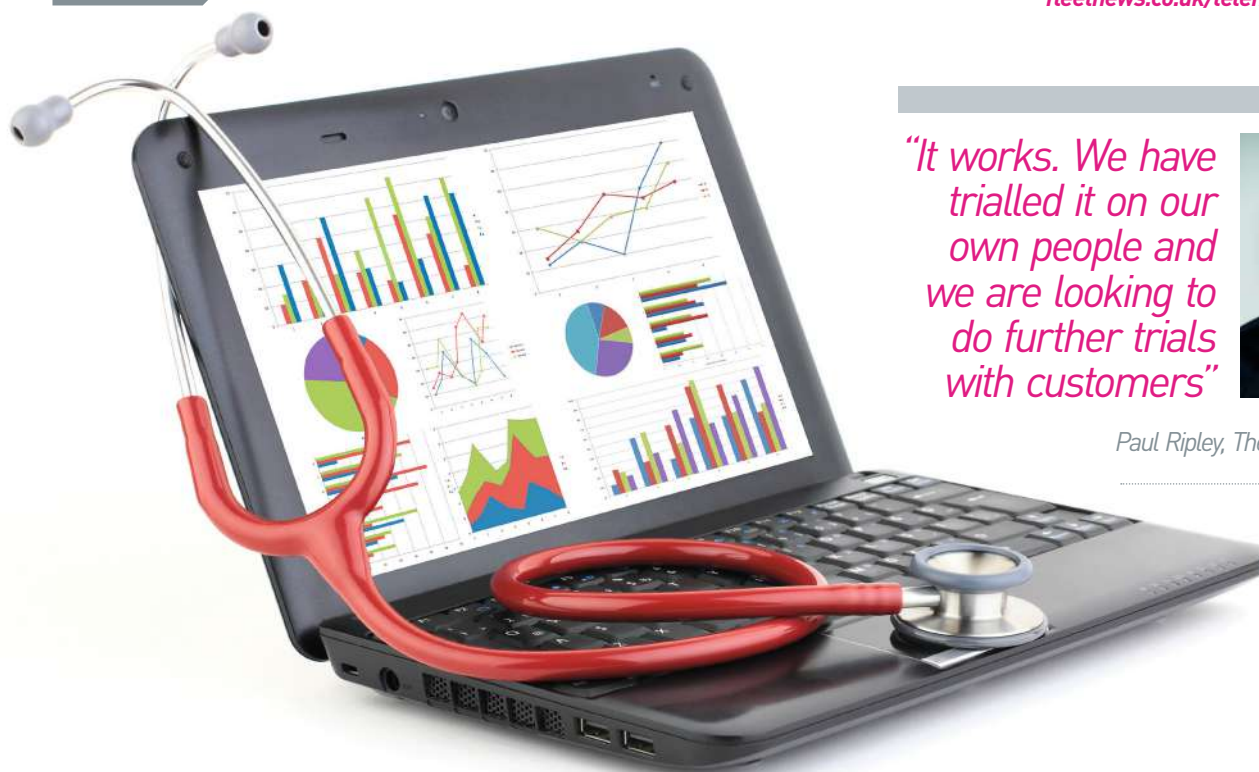
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"It works. We have trialled it on our own people and we are looking to do further trials with customers"



Paul Ripley, The Driving Doctor

Driving Doctor takes pain from telematics data management

Safety guru will convert data into bespoke behavioural coaching programmes

By Stephen Briers

A new driver behaviour software provider claims to have removed a major obstacle that has hindered the take-up of telematics: the ability of fleet decision-makers to assimilate and act on the reams of driver data churned out every day.

The Driving Doctor is the idea of driving safety guru Paul Ripley and has been five years in the making. The system takes a direct feed from the telematics and converts the raw data into a series of actionable education notifications, emails and interactive features and campaigns that constantly coach each driver to drive more safely.

Fleet managers receive access to a dashboard via an online portal which enables them to see how their drivers are performing. Alerts are issued should drivers ignore their bespoke coaching programmes or fail to address any consistently poor or unsafe driving habits which enables early corrective action to be taken.

Drivers also have access to their own individual portals to enable them to monitor and gain insight into their performance.

"Without offering structured driver feedback and coaching techniques, the business case for using telematics loses pace and credibility," said Ripley.

He has worked with transport psychology expert Professor Steve Stradling to develop the

27 behavioural change techniques which address poor attitudes and uncontrolled emotions.

The structure is based on tiered messages which Ripley describes as being "nearer to the stick than the carrot", adding: "We measure their reaction to the messages to see what is working. If they do not improve then we will put them on to the campaigns, such as speeding or late braking."

"We also have gamification – video, articles and animations – which encourages and influences behavioural change by focusing on the human factors, the mental and emotional processes that are crucial to safe driving and efficient vehicle use."

If the change techniques fail to succeed, The Driving Doctor has a human intervention. "It's almost like counselling so we can understand their pressures," Ripley said. "Then we put them on to the appropriate attitudinal course."

"These campaigns ensure consistency in content and learning for drivers of all ages and experience, based anywhere in the world and can be delivered in any language. They are designed to address aggressive, unsafe and inefficient driving behaviour triggered by emotions, actions and reactions behind the wheel."

He added: "It works. We have trialled it on our own people and we are looking to do further trials with customers. It gets drivers out of the red zone and into amber and then into green."

Ripley is targeting fleets that already have telematics but are struggling to manage the data and companies that are reluctant to commit to telematics because they fear a data overload. He can take data from any telematics provider, but is likely to limit it to the companies with the most customers and the best data.

TomTom has become the first telematics provider to partner with The Driving Doctor.

Tony Papas, TomTom Telematics strategic alliance manager, described The Driving Doctor as "an industry unique proposition" that offered new opportunities to fleets.

"The combination of both platforms integrating and delivering real live data will assist in delivering excellent operational safety solutions matched with further ROI cost savings on the daily running of a fleet," Papas said.

The price for fleets varies according to the number of drivers, but will be no more than £10 per driver per month. The money could come from an existing training pot: Ripley believes his business eliminates the need for more conventional driver training and online assessments.

"I fail to believe that you can get driver attitudes and behaviours from answering multiple choice questions – it doesn't work," Ripley claimed.

"Telematics is an unbiased view of what the driver is actually doing on a daily or hourly basis. Safety is a mind-set, not a skill set; it has nothing to do with learning how to steer a car. It's about how you think and feel."

Drivers guilty of excessive speed will be hit harder in the pocket

Fines won't do the trick says lawyer who advocates three-month bans

By Gareth Roberts

Company car drivers caught speeding in England and Wales will face an increase in fines of up to 50% for the most serious cases, after new sentencing guidelines were published.

The current limit for a speeding fine is 100% of the driver's weekly wage, up to £1,000 or £2,500 if they are caught on a motorway.

However, when the new guidelines take effect from April 24, a driver caught doing 41mph in a 20mph zone, or 101mph on a motorway, could

be fined 150% of their weekly income – although the upper cash limit will stay the same.

RAC road safety spokesman Pete Williams said: "Anyone who breaks the limit excessively is a danger to every other road user and is unnecessarily putting lives at risk. Hopefully, hitting these offenders harder in the pocket will make them think twice before doing it again."

The changes are the result of a consultation with magistrates and criminal justice professionals. The feedback received was that current guidelines did not take into account the increase in potential harm that can result as speed above the limit goes up. The financial penalty has been increased to send a clear message.

However, increasing fines will do little to stop the problem, according to Nick Freeman, a leading road traffic lawyer. Instead, he suggests imposing a mandatory three-month disqualification at speeds within certain parameters.

"What motorists fear most is being removed from the road," explained Freeman. "That's the thing that resonates with them. While a fines

THE MOST SERIOUS SPEEDING CASES SUBJECT TO THE INCREASED FINE

20mph speed limit: 41mph+
30mph speed limit: 51mph+
40mph speed limit: 66mph+
50mph speed limit: 76mph+
60mph speed limit: 91mph+
70mph speed limit: 101mph+



"It won't act as an effective deterrent"

Nick Freeman,
Freeman & Co

increase will raise more cash for the Government, it won't act as an effective deterrent."

Scott Chesworth, operations director at vehicle tracking provider, RAM Tracking, believes safety should always be a number one priority for fleets. He said: "While fines and other sanctions are a deterrent to those intent on speeding, managers should still put procedures in place to tackle the problem. Education and technology can play a key role in changing driver behaviour."

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NOW MY MIND IS AT EASE.
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Police crackdown detects record number of distraction offences

Close to 8,000 incidences of drivers on mobile phones in week-long campaign

By Tom Seymour

A national police crackdown on drivers using their phone at the wheel has recorded the highest ever level of offences for a week of enforcement on distracted driving.

Thirty-six forces took part in the campaign last November, stopping 10,012 vehicles and detecting nearly 8,000 mobile phone offences. More than 7,800 fixed penalty notices were issued as well as hundreds of verbal warnings and 68 court summons.

The previous campaign in May 2016 stopped 2,418 vehicles and detected 2,323 mobile phone offences.

The National Police Chiefs Council (NPCC) said part of the reason for the increase was the fact that six additional forces took part in the November campaign, with more resources dedicated to carrying out the roadside operation, especially by the Metropolitan Police.

Cars were stopped on the basis of police suspecting someone using a mobile phone.

The number of offences do not match the number of cars stopped because of the difficulty in detecting mobile phone use, according to the NPCC. Someone could simply be scratching their ear or holding their hand up, for example.

The success of the November crackdown resulted in another week-long enforcement campaign, which started on January 23.

It included using members of the public or 'community spotters' to notify police of repeat offenders, patrols with unmarked police vans, high vantage points and helmet cams.

Part of the operation included educating drivers about doubling of fines and penalties for drivers caught using a mobile phone while driving. As of March 1 this year, drivers will face on the spot fines of £200 and six points on their licence

DRIVER DISTRACTION CRACKDOWN COMPARISON WITH PREVIOUS NATIONAL CAMPAIGNS:

| | May-15 | Sep-15 | May-16 | Nov-16 |
|-------------------------------------|--------|--------|--------|--------|
| Total number of vehicles stopped | 3,194 | 3,107 | 2,418 | 10,012 |
| Mobile phone offences detected | 2,690 | 2,276 | 2,323 | 7,966 |
| Other distraction offences detected | 164 | 113 | 95 | 117 |
| Total number of offences | 2,854 | 2,389 | 2,418 | 8,083 |

if caught using a mobile phone at the wheel.

Chief constable Suzette Davenport, NPCC lead for roads policing, said: "Encouraging results from last year's campaign against mobile phone use show how effective new tactics and innovative approaches can be. Officers will continue to use intelligence-led tactics to target activity and resources and catch repeat offenders."

Davenport said forces will be working throughout the year to tackle driver distraction.

Road safety charity Brake welcomed the police crackdown. Campaigns director Gary Rae said: "The law needs to be much tougher with this type of offence, which appears to be growing."

"Younger drivers, in particular, simply aren't getting the message about the dangers of using a mobile phone while driving."

Rae condemned the use of hands-free technology in cars and said the only acceptable use of a mobile phone in a car was using it for satellite navigation if it has been programmed before setting off on a journey.

He added: "There is no other acceptable way to use a phone while driving."

The Institute for Advanced Motorists (IAM) carried out its own survey of members in

September 2016 and found mobile phone use at the wheel by other drivers was the biggest growing concern over the past three years.

Neil Greig, IAM RoadSmart policy and research director, said: "[Mobile phone use while driving] is also the top driver behaviour issue that people feel puts them personally most at risk."

"This suggests that, despite the police figures going up, many drivers still see risky mobile phone use on a daily basis but it also gives us some hope that we can change society's view of phone use at the wheel."

Greig said the figures and campaign in January provide an opportunity for fleets to refresh the message around driver distraction and the increase in fines for mobile phone use.

"Campaigns and high profile enforcement must always be part of the mix and at IAM RoadSmart we contribute by supporting and disseminating the message," he said.

"For fleet drivers the prospect of losing six points should surely be a deterrent but there is no real evidence yet that increasing penalties actually works."

Greig said fleets should introduce a clear 'no mobile phone use' policy if they haven't already and make sure it is enforced at all levels of the organisation.

He said: "In the meantime for those addicted to using their phone at the wheel, they need to be aware that the police are out there and that pedestrian they just flashed past might be a community spotter."

"For fleet drivers the prospect of losing six points should surely be a deterrent"

Neil Greig, IAM





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Fleet drivers urged to learn skills which can save lives after crashes

Minister commits to taking safety course then asks fleets to follow his example

By John Maslen

A Government minister has called on car, van and truck fleets to follow his example after he signed up for a training programme designed to save lives in the aftermath of serious road accidents.

Transport minister John Hayes committed to take a seven-hour Driver First Assist course after receiving a briefing about the work of the not-for-profit organisation, which provides emergency first aid training for motorists who are first at the scene of a serious road traffic collision.

The training focuses on the critical first few minutes following a crash, before the emergency services arrive, when it is estimated half of road fatalities occur.

Driver First Assist believes some of these deaths could be avoided if other motorists had training in basic techniques, particularly dealing with a blocked airway, which can lead to a fatality in four minutes. The targeted response time of the emergency services is eight minutes.

During an event held at the House of Commons, Hayes said: "This is a really serious subject. This campaign is going to save lives and that is great news."

"The amount of training provided doesn't have to be onerous. With a seven-hour training course you can give someone those life-saving skills. This is a process which is accessible and available to everyone."

"I don't have those skills and I am going to get them. Following the briefing I have had, I am going to attend one of these courses. There is no point in me saying 'go on the course' and not going on it myself."

"I could be that person who is first there at the scene. Why would I not want to be the person with the skills to make a difference? If I can be equipped with those skills, I will be."

The event was held to recognise the support of the Road Haulage Association (RHA) for Driver First Assist. It has also received financial backing from the Department for Transport and cross-party support from MPs including Robert Ffello, a member of the Transport Select Committee, who hosted the Westminster event.



Transport minister John Hayes plans to attend a Driver First Assist course

Driver First Assist has won the backing of the emergency services, including the Association of Chief Police Officers and the Association of Ambulance Chief Executives, along with a growing number of businesses.

Its courses run at venues throughout the country and, in addition to first aid techniques, teach attendees how to notify the emergency services with accurate information about the location and nature of an incident and how to keep people safe at the scene.

Driver First Assist has already recruited the support of 1,000 members, but its ambition is to have 5,000 by the end of the year, with an eventual target of 100,000.

Founder David Higginbottom said: "Our aim is to secure support through the fleet industry. We have always known that the biggest pool of potential lifesavers is people who don't drive professionally, but drive as part of their profession."

He added that members were already putting their skills into use on the road and he aimed to create a platform for the community to share its experiences of making a difference.

Martyn Nash, chairman of VGroup International, who became a director of Driver First Assist last year, said: "Prime Minister Theresa May has talked about the shared society. We have first aiders in the workplace, but we don't have first aiders on the roads."

"If more people are trained to save lives there would be less pressure on the NHS, which would help everyone."

VGroup has already provided training to its employees and supplies safety kits to the programme free of charge.

LeasePlan UK is one of the first fleet companies to commit its support to Driver First Assist. The company's high mileage employees have received training and it is also being promoted to customers.

"The amount of training provided doesn't have to be onerous. With a seven-hour training course you can give someone those life-saving skills"

John Hayes, transport minister

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THE BIG PICTURE

By Stephen Briers, editor, *Fleet News*



Personal Contract Hire (PCH) is the fastest growing funding method for new cars. It has got some leasing companies in a flap while others are hurriedly introducing their own products.

PCH is where retail merges with fleet. Many deals are with cash takers or SMEs and sole traders sold via brokers. Some see PCH as a natural alternative to salary sacrifice, or even the company car.

There are concerns that the deals available on PCH can be better than the discounts leasing companies can secure for fleets running hundreds of cars.

“Leasing companies believe the public lacks knowledge about PCH contracts”

That’s inevitable; one driver of PCH deals is cars manufacturers are desperate to offload which means offers come and go. A high spec German model might be affordable one day, but, as soon as the stock is gone so has the offer. No fleet could run a policy with such fluctuations on leasing rates.

Then there are concerns about an end-of-lease ‘time-bomb’ due to excess mileage and damage recharge claims. Leasing companies believe the public lacks knowledge about PCH contracts.

However, it’s clear PCH offers a new avenue for leasing companies. On average, according to the FN50, 13% of leasing companies’ funded fleets are retail contracts, many of which are PCH, with some of them up at one-third. This is likely to rise.

Zenith isn’t one of them – at least not yet. All of its contracts are business contract hire, sal/sac or ECO, but that could shift.

New majority shareholder Bridgepoint (see p7) will inject more funds into the business as it looks for growth. Chief executive Tim Buchan says this will enable Zenith to look at “other vehicle asset types and adjacent markets”, including retail.

It will not be the only leasing company looking for a way to offer funding solutions to those who have taken a cash allowance.

YOUR LETTERS

MOBILE PHONES

Crackdown on mobiles should last six months

EDITOR'S PICK



Driving requires 100% concentration wrote:

Having read ‘Number of motorists caught using mobile phones hits record high’ (fleetnews.co.uk, January 23), this “crackdown” needs to continue for at least six months to get the message across. A week here and there is not going to change

behaviour. It seems that an increasing section of the population seem to stare at their phone whatever they are doing, I’ve lost count of the idiots that bump into me because they’re not looking where they’re walking. These people are not going to change their behaviour when they get in a car and are a real danger to us all.

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

STILL WITH MOBILE PHONES

Not real if not on the screen

Facebook notification wrote:

Having read ‘Quarter of young drivers have faced driving near miss or accident in last year’ (fleetnews.co.uk, January 24), looking around at how obsessed and addicted young people are with their phones this is hardly a surprise. We see this behaviour regularly, whether driving or walking. Most amusing are the groups of young people in pubs just staring and tapping away at their phones while ignoring everybody and everything around them! They seem to think that if it’s not on their screen it’s not real!

Darren replied:

In slow-moving traffic the other day I



saw a guy in the car in front using a dash mounted phone to watch a video. No one else in the car. Not the first time I have seen this ether.



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YOUR LETTERS

SPEEDING FINES

High speeds in built-up areas are worst offence

Cautious wrote:

Having read 'Drivers face speeding fine hike' (fleetnews.co.uk, January 25), surely these upper limits are the wrong way round. Surely it is far worse doing 41mph in a 20mph zone (e.g. past a school at any time of the day or night). Far worse than doing 101mph in a 70mph motorway zone which should be the safest one way street in the land, with no pedestrians, cyclists etc. Or maybe the upper limits should be £2,000 and £2,500 respectively. Deterrent, anyone? (See story on page 11).

Winston replied:

I totally agree that greater fines (and points) should apply on exceeding 20, 30, 40, 50 and 60 limits, where there's every likelihood of interaction with vulnerable road users and agricultural traffic. Excessive speed on a motorway is equally irresponsible and dangerous. Speed kills just the same, whatever the roads travelled.

SEVERN CROSSING

Don't copy Dartford approach to penalties

Julie Davies wrote:

With regards to 'Severn Crossing tolls to be cut by up to 75%' (fleetnews.co.uk, January 17), I think the reduction will be a good thing. However, if they are going to adopt the same method as the Dartford Crossing by removing the barriers, they must put robust procedures in place for when the toll has not been paid in error, delayed charging to operators is unacceptable. If a charge for not paying the toll cannot be sent out within two weeks of an offence being committed it should not be sent. My organisation received two Dart Charges only last week that were for crossings made in March and May 2016, our challenge to the lateness was declined. (See story page 8).



HYBRIDS

Re-charging network is not up to the task

John Miller-Wilson wrote:

With regards to 'More than 100,000 electric and plug-in vehicles on UK roads during 2017' (fleetnews.co.uk, January 20), as a new plug-in hybrid owner, I can say the current re-charging network is not working. Fragmented coverage, over-priced (much more expensive than petrol), unreliable, ICE (internal combustion engine) cars often parked in the spaces. Hybrid only works if you can recharge at home and/or work.

CAR COLOURS

White vs metallic debate is colourful

Colin Fudge wrote:

With regards to 'White remains UK's favourite new car colour but buyers heading back to black' (fleetnews.co.uk, January 20), white is only selling the most because many of the manufacturers are offering special deals on that colour and charging excessive amounts on others.

Clare replied:

I disagree, often white is classed as a solid paint and most manufacturers have 'specials' on metallics. Solid paint cars have a lower residual value therefore metallic paint ones have been working out cheaper for many in terms of leasing.

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Burning question:

What's the most dangerous thing you have done?

Editorial

Editor-in-chief

Stephen Briers 01733 468024
stephen.briers@bauermedia.co.uk
Going to the aid of a boy being beaten up by a razor-blade wielding gang

Deputy editor

Sarah Tooze 01733 468901
sarah.tooze@bauermedia.co.uk
Took an airport transfer with a wannabe rally driver nicknamed 'Fast Nige'

News editor

Gareth Roberts 01733 468314
gareth.roberts@bauermedia.co.uk
Eaten my wife's cooking

Features editor

Andrew Ryan 01733 468308
andrew.ryan@bauermedia.co.uk
Going pot-holing

Head of digital

Jeremy Bennett 01733 468655
jeremy.bennett@bauermedia.co.uk
Being at the pro-democracy riots in Bangkok in 1992 – 52 dead

Web producer

Christopher Smith 01733 468655
christopher.smith@bauermedia.co.uk
I ate some grapes that were 10 days out of date

Staff writer

Matt de Prez 01733 468277
matt.deprez@bauermedia.co.uk
Visiting Hull

Photos Chris Lowndes

Production

Head of publishing

Luke Neal 01733 468262
It's between a parachute jump and an illegal night rally

Production editors

David Buckley 01733 468310
Tried to teach my wife to drive – both lucky to escape one tuition-ending incident alive. A false economy.

Finbarr O'Reilly 01733 468267

Climbing down a Bolivian silver mine as illegal miners dynamited the mountain around us

Designer

Erika Small 01733 468312
Swimming with stingrays

Advertising

Commercial director

Carlota Hudgell 01733 366466
(maternity cover)

Group advertisement manager

Sheryl Graham 01733 366467

Account directors

Sean Hamill 01733 366472

Lisa Turner 01733 366471

Stuart Wakeling 01733 366470

Account managers

Karl Houghton 01733 336309

Telesales/recruitment

01733 468275/01733 468328

Head of project management

Leanne Patterson 01733 468332

Project managers

Lucy Peacock 01733 468327

Kerry Unwin 01733 468578

Katie Lightfoot 01733 468338

Events

Event director

Chris Lester

Event manager

Sandra Evitt 01733 468123

Senior event planner

Kate Howard 01733 468146

Publishing

Managing director

Tim Lucas 01733 468340

Group marketing manager

Bev Mason 01733 468295

Office manager

Jane Hill 01733 468319

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FLEET OPINION

NICE IDEA

Tax breaks for telematics?

By Nick Walker

“A challenge has been laid at the door of fleet managers and drivers from the National Institute for Health and Care Excellence (NICE).

The institute doesn't get involved in motoring issues too often but it is so concerned about the threat to public health posed by traffic-related air pollution in our cities and urban areas, that it is proposing significant changes in the way we drive and how councils manage traffic.

Proposals could include driver training and increased awareness of the importance of more efficient driving styles and behaviour.

So the challenge for business drivers and fleet managers is how to help achieve this in the short term, and in the long term ensure they have a policy in place which is sustainable.

Of course, the solution is with us now in terms of pure electric and hybrid vehicles, the increasing use of which will eventually lead to the goal of cleaner motoring and, therefore, cleaner air for all.

But we're not there yet and we face a transition period of many years until electric makes up the vast majority of the vehicles on the road.

During this transition, telematics technology has a role to play in helping support drivers in changing their behaviour to adopt a more fuel-efficient, and safe style.

In addition when we talk about initiatives that reduce the environmental impact of motoring, that doesn't need to be restricted to air quality but should also take in the impact of accidents and collisions. The use of telematics has a key role to play in reducing the number of road traffic collisions, as it encourages safer and more responsible driving behaviour, which has to better both for the health of motorists and, more widely, the environment.

Furthermore, what role can Government play in helping those businesses fund that technology through tax breaks and incentives?

If, ultimately, fewer people suffer the health issues highlighted by NICE, and all the costs associated, as well as fewer accidents on the roads thanks to safer driving styles, it would be a worthwhile investment.”



Nick Walker
managing director of
telematics at RAC



David Hosking
CEO, Tusker

SALARY SACRIFICES

Myths and misses – little will change

By David Hosking

“It really is business as usual for Tusker. Despite some of the myths being circulated around salary sacrifice cars since the Autumn Statement in November last year, very little will actually change in April.

The great news is that the scheme now joins other Government-backed salary sacrifice schemes, namely Childcare vouchers and Cycle to Work schemes.

Cars taken via salary sacrifice have always been treated differently to other benefits in that they attract benefit-in-kind (BIK) tax, which provides a positive contribution for the Treasury. This is set to continue as in reality the majority of our cars, as many as 85%, will either stay the same in price, or will increase by less than £5 per month.

Some of the major myths we've faced are that salary sacrifice schemes can no longer continue, and that employees will no longer benefit from any type of savings. This is simply not true. If anything, the new regulations have provided much sought-after clarity around the future of sal/sac schemes.

Not only will employees gain substantial discounts on all of the running and standing costs, but they will still also benefit from National Insurance (NI) contribution savings and, where applicable, pension savings.

However, there seems to be an element of confusion around ultra-low emission vehicles, where actually nothing changes for employees. Employees will still make both NI contributions and income tax savings, and the current BIK structure remains in place.

The structure is only different when employees choose a car above 75g/km, where they will no longer make any income tax savings. However, they will still make savings on NI contributions and further savings through manufacturer discounts and corporate finance rates. In fact, more than half of our drivers will see no increases whatsoever as they will already be paying more in BIK than tax on the salary being sacrificed.

Employers will still save on pension contributions (if applicable), along with the many other benefits of running these free of charge and fully outsourced schemes such as staff attraction, retention and engagement.”

“NICE is proposing significant changes in the way we drive and how councils manage traffic”



For more fleet
opinion from the
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“New regulations have provided much sought-after clarity about the future of sal/sac schemes”

'IT'S THE RIGHT THING TO DO'

This is the philosophy of Tommy Knott and Ben Holleyhead when deciding whether to invest in new fleet initiatives, reports *Sarah Tooze*

Tommy Knott and Ben Holleyhead reply in unison when questioned about their reasoning for implementing a string of new fleet initiatives: "It's the right thing to do."

For Knott, plant and fleet manager at Future Plant Services, the 'right thing' is to take the Transport Manager CPC (Certificate of Professional Competence) course. The company has a restricted O-licence (operator's licence) rather than a standard one so, technically, it doesn't need a transport manager.

"It's the right thing to do," says Knott. "The company is quite forward-thinking and realises that, although not strictly a requirement, having a transport manager is something that will be a great benefit in the longer term."

Future Plant Services is part of the Future Energy Group, a utilities infrastructure provider whose head office is in Birstall, near Leeds, and whose other companies are Future Utility Solutions, Future Metering Services and Future BioGast. Future Plant Services supports the group of companies on all projects, managing a fleet of 76 vehicles (24 cars, 42 vans and 10 HGVs) in addition to

offering plant hire solutions to external clients.

The van fleet has nearly doubled over the past three to four years as a result of business growth.

"We're going into different areas," says fleet controller Holleyhead. "For the past two or three years we'd never really been in London. Now we've got loads of work down there so we've got to expand a bit more and employ more people."

Holleyhead has been involved in the day-to-day running of the fleet for eight years, while Knott joined in July when the then plant and fleet manager retired.

Knott previously had a sales role at Fusion Provida (which was taken over by Wolseley), promoting plant hire and then gas pipe fittings, and used to sell products to the Future Energy Group.

"When I started here I knew everybody because the Future Group had been a customer of mine for 14 years," he says. "It was so easy to step into a new role; it was more like a transfer than starting a new job."

The group's compliance department currently handles licence checking, tachograph reports and the distribution of them to the various managers, as well as arranging

CPC training and any other relevant training, but Knott intends for these responsibilities to come under his remit.

"We will be taking a lot of control from compliance and bringing it here," he says.

The fleet team also intends to have greater visibility of Shell fuel card reporting, which is currently managed by the accounts department. Holleyhead points out that the varied work drivers do can make it a challenge to monitor how efficiently vehicles are being driven which is why he wants to take control.

"The hardest thing with fuel consumption is you've got one going to Inverness and another to, say, Bradford. Then you've got some drivers going to five jobs a day, some going to one, some that tow vehicles, some that don't," he says.

Despite the vehicles being spread nationwide the company does not have any issues with restricting drivers to the Shell fuel card network.

All Future Plant Services vehicles are funded through a combination of outright purchase, contract hire and spot hire.

The company has always had vehicles on spot hire as that gives it the flexibility to cope with business fluctuations.





Ben Holleyhead (left) and plant and fleet manager Tommy Knott are in accord about how the fleet should be run



FACTFILE

Company: Future Plant Services

Plant and fleet manager: Tommy Knott

Fleet controller: Ben Holleyhead

Fleet size: 24 cars, 42 vans and 10 HGVs, plus plant

Funding method: contract hire, outright purchase, spot hire

Replacement cycle: cars – three years; vans – four years



“As work increases or people leave we’ve got to have that flexibility and movement,” Holleyhead says.

“It’s a bit more expensive than contract hire but you’re paying for the flexibility. If you sign up for another three or four year contract you’ve got that to pay out. Having a vehicle sat in the yard with no productivity is not something we like or our chairman likes.”

Knott adds: “It’s like savings, if you tie your savings up you get a better return but short-term you’ve got to have that flexibility.”

Using spot hire has also enabled the company and its drivers to experience different manufacturers and eventually led to it opting for Ford for the majority of its owned and leased vehicles.

“We took what we were given from the hire company so we had, for example, some VW Crafters, some Sprinters, some Ford Transits, some Iveco Dailys but, ultimately, the Ford ones we seemed to like,” Holleyhead says. “At some point we had seven or eight Ford Transits on hire and seven or eight we owned and we have continued it.”

The Transit, Connect and Mondeo are now the mainstays of the fleet while the directors’ company cars are Mercedes-Benz, Audi and Volkswagen.

Future Plant Services meets with Ford on a quarterly basis.

“It’s important for us because of the mix we have, we do buy as well as lease,” Knott says. “It’s the relationship we have with Ford that get us the best deals so I think it is

important to have that manufacturer relationship as well as with the leasing company.”

Holleyhead adds: “We’ve got a good relationship with the local dealers as well. We’ve been working with Ringways for the past six to eight years, they are more than happy to drop what they’re doing and help us out because we’ve been using them for such a long time.”

The company began contract hiring vehicles six years ago, and has always used TCH Leasing.

Holleyhead says: “You know what you’re getting with it [leasing]; you know your costs straight away.”

Knott adds: “I think that’s the biggest thing, you know where you stand. You’ve got no nasty surprises in terms of repairs, it’s all

Tommy Knott had Future Plant Services as a client before he joined the company last July





Ben Holleyhead has been involved with the fleet for the past eight years

inclusive in the lease cost. You've got no nasty shocks. You've got a pretty standard outlay month on month."

To avoid any excess mileage charges at end of contract the company has a pooled mileage arrangement.

"At the start it was a bit hard to judge how many miles we actually did. We started off looking at the vehicles and thinking 'hang on, he's doing a lot more miles' and swapped his car," Holleyhead says.

"It's difficult trying to work out how many miles we actually do a year because we're in Inverness but last year we weren't in Inverness. But the first rotation we did it [pooled mileage] on 40,000 miles a year. I'd prefer to be under than get a big charge at the end."

Damage charges have not been an issue as the fleet has "very few accidents", according to Knott.

Damage typically occurs at building sites rather than out on the road and the company is quick to carry out repairs.

"We try to keep on top of damage; it's image at the end of the day," Holleyhead says.

TCH takes care of accident management for the entire fleet, not just the 36 vehicles Future Plant Services leases from it, and provides reports on a quarterly basis.

"It used to be annually, then six-monthly," Holleyhead says. "We've recently asked it to be quarterly so we can look a bit further into the risk management side of it."

The report includes information such as the time of day that incidents take place, average cost of damage and whether there

EMISSIONS CUT BUT NO PLANS TO GO ELECTRIC IN THE NEAR FUTURE

Future Plant Services reduced the average CO₂ emissions on its car fleet from 129g/km to 109g/km by switching from 2.0-litre diesel engines to 1.6-litre diesel engines three years ago.

When the cars are due to be replaced in March, the company hopes to reduce average emissions further but is unlikely to opt for electric vehicles as the drivers do more motorway miles than urban driving.

"Spot hire is a bit more expensive than contract hire but you're paying for the flexibility"

Ben Holleyhead,
Future Plant Services

are any patterns of the same people having accidents. It also provides comparisons against previous years.

"It's a generic report that we can act upon if we need to," Holleyhead says.

Future Plant Services uses its plant hire software to monitor when vehicles are due for a service or MOT and to keep track of repairs.

Tracking devices are fitted to the commercial vehicles but are "antiquated", according to Knott, and they are now looking at driver-behaviour-based telematics systems and in-cab cameras.

"One system we've looked at links in with your tachograph as well so you get real-time information from your tachograph," Knott says. "We have tachographs in all the vans because we tow with them but we're looking along the lines of we'll put them [telematics devices] in 10 HGVs and see how it goes from there."

He adds: "We've got teams of two as well and they both drive. That's a factor in why we're doing it. There are different alternatives out there, you can use keypads, you can use fobs but we're favouring a driver-facing camera so there is no dispute."

One of the systems they have looked at includes forward-facing, rearward-facing and driver-facing cameras. Although they have not had any issues with false insurance claims, Knott and Holleyhead recognise that as the vans are branded they are vulnerable to fraudulent claims, and they would like to "safeguard" drivers.

"If someone puts an insurance claim through and we get asked 'well, what happened?' we can say 'here you go, here's a video of it. It answers all your questions,'" says Holleyhead.

However, Knott says the main factor behind upgrading is "being proactive in terms of risk management".

He says: "We are looking at driver feedback information, and being proactive in terms of how the drivers are driving and what we can do to train them to be better drivers. It's not because we've got a bad accident record."

Holleyhead adds: "It's the right thing to do."



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MERIDIAN KEEPS LEASES SHORT AND SWEET

Three- to six-month mini leases fill fleet need for temporary company cars with big potential savings, reports *Stephen Briers*

Companies have long been vexed over the issues of providing quality cars to starters during probationary periods, to staff on fixed term contracts and as cover for cars ordered on extended lead times. Solutions have been created in recent years through the growth of medium-term car hire offerings from the main rental companies, but now a new business claims to have developed the ideal alternative.

Meridian Vehicle Solutions was launched a year ago by Phil Jerome, who spent 15 years at Zenith, latterly as business development director. It specialises in medium-term car mini leases of three to six months.

So what's different from existing mid-term rental deals, you might ask. Jerome claims Meridian's unique selling propositions include: supplying a new car, prepared and delivered by a franchised dealer with a professional handover; cars sourced to order with a choice of colours and specifications; premium brands, such as Volvo and Mercedes-Benz, typically high spec with sat-nav and Bluetooth; and immediate availability.

"In addition, the cost is comparable to standard three- and four-year leases but the customer has the flexibility to hand them back early in many cases, although they can also be retained for as long as required," Jerome says. Mileage pooling is also available.

KEEPING A LOW PROFILE

Jerome has deliberately kept a low profile to date – Meridian doesn't even have a website. "It wasn't a priority because we knew who we wanted to do business with – the contract hire and fleet management industry," he explains.

"We didn't want to be too visible because we were trying to do deals with manufacturers as well. So keeping a lower profile has been useful."

The Meridian concept was conceived by Jerome while he was at Zenith. The leasing provider was an advocate of only

Phil Jerome worked at Zenith for 15 years then he saw opportunity to develop Meridian

"We didn't want to be too visible because we were trying to do deals with manufacturers as well. So keeping a lower profile has been useful"

Phil Jerome, Meridian Vehicle Solutions



providing company cars to starters after three months to reduce the risk of reallocations, but the option of a rental car often resulted in a low quality, poorly maintained model.

"They tended to be older cars with damage on them and not best presented or clean," Jerome says.

His initial response was to launch Ignition with a captive lender but when he wanted to move to a multi-lender model, Jerome had to reconstitute the company and set up Meridian. It is now backed by Close and Lombard, although the products and the customers are the same.

Those customers include nine leasing providers and a handful of brokers, with rental fleet of 250 vehicles, all bought outright by Meridian.

"We buy for stock with a core range of models to fit different grades," Jerome says. "We expect to buy 400-500 cars this year. It's fast-paced: we are working towards buying 1,000 cars a year within three years."

The cars are typically kept for six to eight months. This means they do not require a service, cutting out a major expense, while it is also the peak time to sell from a residual value point of view.

Given the discounts Meridian has negotiated, selling a car after six months or so "is as close to what we paid for them as it will get," Jerome says. "After that, the depreciation curve starts to steepen."

Buying at a higher specification than run-of-the-mill rental cars also helps to keep residuals high; they are purposely selected to appeal to retail customers. Appreciation of used car demand also explains why the company has yet to dip into the electric car and hybrid market. "If we take the risk, we have to understand the pace of change in battery range and technology," Jerome says. "It makes it difficult to predict what they will be worth. But we are watching the market and do intend to have them in our offering."

He also pays close attention to manufacturer activity in the market. Heavy registrations could unsettle residual values if there are not enough buyers for the cars when they return to the market.

DISPOSAL ROUTES

The primary disposal route is back through the franchised dealer network, although some models go to auction and some are sold via car supermarkets and other independent outlets. Everything is refurbished to retail-ready condition via a partner.

Consequently, Meridian is almost a virtual business: dealers stock and deliver the cars nationwide; a network of partners carries out inspections; another partner does the refurbishment work. Such low overheads enable Meridian to offer rental rates at near-comparable levels to traditional contract hire.

"Because we have no servicing and we are buying well, you can get to a level that is similar to a contract hire car," Jerome says.

Now he is looking to expand direct with fleets and points to the uncertainty over Brexit as a clear opportunity to secure business growth.

"These scenarios make people wonder about uncertainty over contracts and staff which makes them reluctant to put them into three- or four-year contracts," Jerome says. "We expect to see more companies looking at a percentage of their fleet as six-month cars that they can hand back after a period of time. This way they can downsize if necessary without incurring big penalties."

He intends to focus on corporates which have a fleet

FACTFILE

Company Meridian Vehicle Solutions

Established 2016

Business 3-6 month mini leases

Managing director Phil Jerome

Fleet size circa 250 cars

1,000

cars a year is Jerome's goal for Meridian

4

number of people directly employed by Meridian



CARS ONLY BUT VANS MAY BE ADDED IN FUTURE

Meridian claims to be able to supply a car on a mid-term rent within just three or four days of the booking. It typically buys a month in advance and supplies customers with a list of available cars.

Half the bookings are made through the electronic 1Link system; the rest are incoming calls. Most are required at short notice, usually within a week, although some companies do plan further ahead.

The fleet consists of cars only, although the company does receive enquiries about vans. Phil Jerome doesn't rule out adding them to its mid-term offering, but recognises that they are more complex.

"It requires a lot more thinking," he adds.

Using strategic partners for inspections, appraisals, repairs and delivery makes for an efficient business model with minimum direct overheads. In addition to Jerome, Meridian employs just three other people in the business.

Finance director James Cohen is a former chief finance officer at Budget Rent-a-Car and finance director of Hertz and brings credibility when talking to funders; Gemma Raines is client services manager; Lorna Reidy is fleet administration.

"We have a low headcount because we are a virtual business; it is a very efficient model," Jerome says.

manager; they will be most receptive to unbundling their services. Meridian will begin to offer more flexible contracts of three, six, nine and 12 months, which could involve a mid-term change of car, to widen its appeal, but recognises that the key is to keep it simple.

Customers are most likely to be perk car fleets due to Meridian's premium brands, although it is considering expanding its range, with more premium marques but also the addition of volume brands.

"Our priority is to increase our customer base, increase the number of cars we have on the fleet and increase the number of cars we have with each customer," Jerome says.



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NINE THINGS YOU NEED TO KNOW ABOUT CORPORATE CAR SHARING

A growing number of companies offer car club-style rental services that allow fleets to hire vehicles for an hour or less. How do they work and what issues do fleets need to consider? *John Maslen* finds out



The shape of the fleet market is predicted to change significantly in the coming years as companies are expected to move away from car ownership to a pay-on-use model. Most car fleets already lease their vehicles for a set period and mileage instead of owning them. There is also growing interest in leasing among van fleets.

The next logical step is to pay for vehicles only when they are being used and share them among employees, rather than allocate a car to each driver.

Schemes give fleets access to 'on-demand mobility' through a pool of vehicles that are on-site or near their offices, which can be for their own exclusive use or shared with other businesses.

Drivers reserve vehicles in the same way they might book a meeting room. Slots can range

from less than an hour to a full day.

Cars are connected to a booking system through the 'cloud' so drivers can only access their vehicles at the allotted time, typically using a personalised smart card. The keys are kept inside the car and at the end of a hire, drivers swipe their card to end the hire and lock the vehicle.

Industry analysts predict over the long-term the development of mobility services including car clubs has the potential to disrupt the fleet market in the same way that Uber has revolutionised the taxi industry.

Last year, Frost and Sullivan reported that half the companies it spoke to were already piloting or deploying mobility solutions, particularly around areas such as corporate car sharing.

Here we outline the nine things you need to know about corporate car sharing.

1

THERE IS A LOT OF CHOICE AVAILABLE

Although the market is in its infancy, there is already a range of companies offering a variety of services.

It is important to understand their offerings so a fleet can identify whether the services suit its needs.

In the UK, the most common service is return to base car-sharing, where cars are taken from a specific location such as a dedicated parking bay or place of work and returned at the end of the hire.

Rental companies offering services include Avis, which owns Zipcar;

Enterprise Rent-A-Car, which acquired City Car Club and rebranded it Enterprise Car Club; Europcar, which has a stake in two services, E-car Club and Ubeego; and Hertz which also offers a car club service.

Leasing companies and manufacturers have recognised the potential for growth in the market, among them leasing firm Alphabet, which offers the AlphaCity car-sharing service whose members covered more than one million shared miles in the UK last year.

Manufacturers also offer services including DriveNow from BMW and Car2go from Mercedes-Benz, which between them have millions of members globally, although Car2go pulled out of the UK in 2014.

Adrian Bewley, director of business rental at Enterprise Rent-A-Car, says: "Car clubs aren't niche at all. They're just another form of rental on demand. They're an integral part of business mobility and are here to stay."



2 CAR CLUBS CAN CUT FLEET COSTS

Fleet costs can be substantially reduced by introducing a corporate car club.

Companies can reduce the number of vehicles that they own or lease and employee mileage may also reduce, particularly if staff aren't being reimbursed for using their own cars.

Scheme costs vary dependent on the supplier, but there is little upfront spending required as billing focuses on usage.

For example, Zipcar charges a nominal £10 per employee registration fee at the time at which the employee has a licence check. Rental costs start at £5.70 per hour and drivers get 60 free miles per day and then pay 25p per mile thereafter.

Alternatively, companies can opt to rent by the day. The fee paid can typically include the London

congestion charge, insurance, fuel and maintenance. A fuel card is supplied should the car require filling.

Fabrice Genty, senior director of car sharing at Hertz Europe, says: "With a typically high number of users per car, clubs can be characterised by a higher utilisation rate and a more rational usage of the vehicle."

Aylesbury Vale District Council has been operating a car club for several years as an alternative to pool cars and some fleet vehicles.

Alan Asbury, senior energy and fleet consultant at Incgen, a wholly-owned trading arm of Aylesbury Vale District Council, which operates an eight-vehicle corporate car-sharing scheme, says: "We were spending £220,000 a year on vehicles, but this has been reduced by £104,000 a year through the scheme."

3 CAR CLUBS CAN PLAY A ROLE IN MOST FLEETS

A car club can provide savings to fleets in every industry sector.

Henrik Jensen, managing director of Ubeeqo, says: "There aren't really any specific companies which use car clubs more than others. It all depends on the company's travel needs. We have companies doing a couple of business meeting journeys a month using our car club, but there are also companies with multiple daily journeys which will use car clubs."

He argues that even a business with limited travel needs can introduce a scheme, with typical business journeys including meetings, commuting between sites and travel to and from airports.

"We were spending £220,000 a year of vehicles, but this has been reduced to £104,000 a year"

Alan Asbury, Incgen (Aylesbury Vale District Council)

4 RESEARCH AND TESTING IS IMPORTANT FOR SUCCESS

Before a manager introduces a car-sharing scheme, it is important they have analysed their fleet requirements in detail.

This provides a benchmark to establish the success criteria for any scheme. It also identifies which particular areas of the business would benefit from its introduction, including how many vehicles might be needed.

Adrian Bewley, director of business rental at Enterprise Rent-A-Car, says: "Businesses need to plan their mobility requirements based on employee travel habits. Car clubs are part of the solution, but will only meet the goals of the business if they solve a real travel need."

Companies need to consider how and where their employees travel but also why they are opting to take the car and whether alternatives ranging from public transport to a conference call would be better.

Testing can lead to the

introduction of other initiatives.

For example, Liftshare provides a web-based platform enabling employees to share their commute and cut costs. It's being used by organisations ranging from Diageo to Jaguar Land Rover and National Grid.

Suppliers are keen to work with potential customers to establish their needs, but there are also organisations that are dedicated to supporting the development of car sharing, such as Carplus.

Fabrice Genty, senior director of car sharing, Hertz Europe, says: "Sometimes a good way for companies to get a clear picture on how a car pool can best operate is launching a small pilot."

"Following an initial assessment of the needs, a car club of even one or two vehicles could be a smart first approach to the programme. The number of cars can then be gradually increased as more employees embrace the scheme."



5

CAR CLUBS PROVIDE VALUABLE FLEET INSIGHT

One of the additional benefits for introducing a car club is the insight it provides into employee transport needs.

Cars are equipped with sophisticated telematics systems to arrange bookings, unlock the car for the relevant user and also track the vehicle while it is being used to enable accurate billing.

This gives a fleet manager access to a wealth of vehicle usage data that otherwise may not be available for standard fleets, particularly on cars where drivers may resist the introduction of telematics as a specific initiative.

Clive Forsythe, corporate sales director at Europcar, says: "On-board electronics can deliver

accurate real-time data on vehicle usage. With this insight, improved cost control can be achieved by reducing fuel consumption and managing maintenance.

"Comprehensive management information and live reporting information provides accurate insight to update travel policies as necessary."

6

CAR CLUBS CAN HELP TO REDUCE EMISSIONS

Car clubs are an efficient way to introduce electric vehicles (EVs) to the company fleet.

According to E-Car Club, which specialises in EVs and runs 120 throughout the country, the average B2B journey is around 30 miles, which means range is not typically an issue. However, education is often required to promote confidence in the technology, says Patrick Cresswell, head of marketing.

Live charge data ensures that when drivers come to book a vehicle, they can state their required range so that the most suitable car is booked.

Cresswell adds: "It's really important to gather and analyse existing journey data from prospective clients. This information allows you to look at the journey dynamics to

ascertain if the shared, electric option is going to meet the carbon and financial savings both parties hope to achieve."

For electric vehicle car clubs, there is the added requirement for drivers to remember to plug-in vehicles when they finish their hire period. E-Car Club monitors vehicles to see if they are on charge once a hire is completed, allowing it to respond if any drivers forget.

Even without zero-emission vehicles, car clubs can have an environmental impact as drivers reconsider their journey options.

Croydon Council saw business mileage drop from 1.1 million miles a year to 642,000 (48%) after shifting from grey fleet to a car club. Car travel costs fell 64% to £472,000 and CO₂ emissions fell more than a third.

7

CAR CLUBS CAN REDUCE GREY FLEET USE

Car clubs can be a viable alternative to drivers using their own cars for business journeys.

Fleets benefit from lower spending, because instead of the administrative costs of processing and paying employees' mileage claims, which in some cases may be overstated, companies pay the supplier based on vehicle use that has been electronically tracked and verified using telematics.

Richard Falconer, managing director of Co-wheels car club, says: "Instead of paper-based systems, logbooks and dozens of small claims of different amounts, it can all be dealt with online with one measurable bill."

Aylesbury Vale District Council encouraged grey fleet drivers to switch to its Enterprise Car Club fleet by cutting grey fleet reimbursement rates.

Car club utilisation is now at 80%.

Nottingham Trent University has also introduced a scheme. David Hobday, sustainable transport officer, says: "We have been able to reduce our reliance on people using their own cars for work trips and claiming reimbursement.

"Using a car club encourages employees to think differently about business travel."

"Employees think differently about business travel"

David Hobday, Nottingham Trent University

8

DRIVERS WILL STILL NEED TO BE MANAGED

A car club can relieve a business of a substantial amount of administration compared to traditional solutions such as company cars or grey fleet.

However, managers will still need to closely monitor how vehicles are used, particularly in the early days of any scheme.

Problems can occur because booking cars is very easy, so initially employers may find that drivers are reserving vehicles and not using them or booking

time slots that are too long.

Alan Asbury, from Aylesbury Vale District Council, says: "One of our key learnings is managing cancellations. In the early days, staff would overbook cars to be on the safe side, but if they arrived back early, they wouldn't cancel their booking. As a result,

vehicles were left in the car park, which led to questions from other staff who were unable to book a car, despite vehicles looking to be available."

Vehicle condition will also need to be closely monitored to ensure problems during one hire aren't left for the next user.



9

COMPANIES CAN SHARE CAR CLUB COSTS AND GENERATE REVENUES

Car sharing isn't just limited to company employees. Although a business can opt for a stand-alone car club service, there is also the option of joining forces with other companies to establish a larger, more flexible programme.

This can involve vehicles being parked in on-street bays, which frees up space in the company car park.

This concept can be developed further, with vehicles made available to staff or the public outside working hours to generate revenue that reduces the overall cost of the club.

There are security issues to consider, as vehicles may be left on the street overnight, but it can be a workable solution.

Co-wheels managing director Richard

Falconer says: "Many of our public sector clients, such as councils, have led the way on this as they wanted to encourage car sharing for residents to make sustainable transport affordable to local people. It depends on location as those close to housing or flats have stronger demand. It is also a benefit for staff as well, as they have access to car club membership for evening and weekend hire which is billed privately. This is a major consideration in some areas such as London where running a car is expensive."

Croydon Council's scheme provides exclusive use of 25 vehicles to employees during working hours, but the fleet is then made available to more than 2,400 Zipcar members in the borough during evenings and weekends.



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The *Fleet News* Fleets Informed programme is designed to deliver comprehensive advice and knowledge to fleet decision-makers on a range of key topics to assist them with the efficient and effective running of their cars and vans.

The programme, which will run throughout 2017, extends across print, website and events with four commercial partners supplying their thoughts, tips and observations.

Each partner will give insight into the major areas of fleet operations to provide new ideas, possible solutions to long-standing problems and spark some alternative thinking.

Important dates to watch out for include:

February 16: Special section in *Fleet News* where the four Fleets Informed partners showcase their company and why they are best placed to represent their category as a thought leader.

June 22: Interview in *Fleet News* with each partner on how fleets can reduce cost and improve efficiency savings in their particular category.

August 31: Case studies with fleets focusing on the four Fleets Informed topics will share best practice and outline what fleet decision-makers can expect if they choose to do business with one of the four Fleets Informed partners.

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October 4-5: Each topic becomes a best practice session stream at Fleet Management Live at the NEC in Birmingham (see www.fleetmanagemenlive.co.uk for details)

December 14: A round-up of the best practice and case studies featured as part of the Fleets Informed programme during 2017

In addition, all the content will be hosted in a dedicated Fleets Informed section on the *Fleet News* website – www.fleetnews.co.uk/fleets-informed – which will go live this month.

The four partners will also upload their own additional content to the online area.

Fleet News editor-in-chief Stephen Briers said: "Fleets Informed taps into the knowledge of respected industry suppliers to provide readers with insight and best practice. These four topics will be relevant to everyone with responsibility for managing cars or vans."

The partners



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FleetNews

AWARDS
2016

MICHELIN TYRE

No compromise tyre will offer year-round mobility for van fleets

A car tyre certified for winter use, Michelin's CrossClimate will extend productivity and safety benefits to vans later this year

By Sarah Tooze

Back in 2011 cold weather tyres – also known as winter tyres – were a big talking point in the fleet sector. After a number of harsh winters tyre manufacturers were, understandably, pushing their products and certain fleets that needed to keep their drivers mobile made the switch.

Others remained unconvinced that the benefits outweighed the cost and logistics of switching between standard 'summer' tyres and winter tyres for a few months of the year.

But in 2015 Michelin brought out CrossClimate – the first standard summer tyre to be certified for winter use – meaning that fleet operators could use it all year round rather than switching between tyres without compromising on performance.

The CrossClimate tyre now makes up about 12% of Michelin's total car tyre sales in the UK and there has been strong interest from corporate fleets with British Gas fitting it to its car-derived vans, Addison Lee fitting it to the majority of its 5,000-strong fleet and many bluelight fleets using it for rapid response cars.

The car range expanded last year to include 14-inch tyres and 19-inch tyres and has recently been improved with the launch of CrossClimate+, which will replace the original tyre. The aim is to take it from a European tyre to a global product as it offers increased winter performance for other markets.

A van range will launch in the UK this year – likely in quarter three or four – and fleet operators will be the first to evaluate them, according to Michelin's newly appointed head of fleet Jonathan Layton.

Layton replaced Andy Fern at the start of the year but is no stranger to fleet having worked with car and truck operators during his 16 years at Michelin. He believes the CrossClimate van tyre will drive further growth for the brand.

"That will be massive for us," he says. "That will be a bigger seller than car because van fleets definitely think about year-round mobility, more than a car fleet will. If you think about the service industry and the home delivery networks and the emergency services, they need to make sure they can get where they need to any day of the year so we think that will be a massive seller for us."

Fleet News: What feedback have you had from fleet operators that have switched to CrossClimate?

Jonathan Layton: It's been extremely positive. People have tried it because they've seen the claims we've made and they agree the tyre is as good as we say, if not better. They've been surprised how versatile it is, how they can now forget about switching to winter tyres. Winter tyres are not part of their plans now.

FN: How would you encourage more fleet operators to switch from standard tyres to CrossClimate tyres?

JL: Try them. Everyone that has tried them sticks with them. No less than 98% of consumers that have tried them now recommend them. Once you have driven on them you understand the benefits. When you see the claims about CrossClimate most people wouldn't believe it, in terms of can it really be a summer tyre that drives in snowy conditions? Which is why I say "try it".

FN: CrossClimate tyres are about 7-10% more expensive than a standard summer tyre so how do fleet managers make the business case to switch?

JL: It's the increase in productivity. You haven't got to think about changing your tyres throughout the year. You haven't got to think about putting winter tyres on if we get a severe winter. There is downtime, there is cost to change, there is an extra set of tyres you have to think about buying.

Because it's a summer tyre with winter capability you get increased mileage, you get increased fuel benefits. It lasts 6,430 km [3,995 miles] longer than its competitors on average.

You've got all the wet and dry braking capability as well so

12%

of Michelin's total sales are CrossClimate tyres

98%

of those who have tried the tyre recommend it



Pleased as punch – the Michelin team celebrates gaining the best new product award

New head of fleet Jonathan Layton proudly displays the award for best new product or service



"The CrossClimate van tyre will be massive for us. That will be a bigger seller than car"

Jonathan Layton, Michelin

it has all the benefits of the Michelin summer tyre but you can just fit it and forget it for the whole year.

Fleet managers need to think about their drivers' safety as well. You haven't got to worry about your drivers on a wintry morning getting into work. For duty of care it's the perfect tyre. So let's not just think purely about cost, think about the safety aspects of it as well.

FN: What take-up have you had from leasing companies?

JL: We've definitely had more success with corporate fleets where you have got a decision-maker involved with the purchase of tyres. Leasing companies have been a harder sell because they've got to sell it on to someone else. Their customers almost have to demand it.

FN: What part does customer retention play in your fleet strategy?

JL: It's crucial we hang on to the business we've got. We've had some good successes recently, we've retained Arval and Hitachi, and Zenith has put us back on the policy for 2017, which is fantastic. The key is retaining the business we've got but we very much want to try to get into new markets as well.

FN: Who will you be targeting in the fleet market?

JL: We are a small team – we have two key account managers that devote 100% of their time to fleet, another key account manager for Government and military contracts and a business analyst – and our weakness is probably the small to

medium fleets [which Michelin defines as 10 to 1,000 vehicles].

We don't have a direct presence. We're very much reliant on our dealer network to sell to those customers for us so we're looking at ways we can interact better with the small to medium fleets. It could be a digital approach, it could be via distribution.

We're looking at ways we can be as successful as we are with the large fleets. We're such a small team that we can't physically call on the small to medium fleets so we're looking at our approach there.

FN: Will you be launching any other tyres aimed at fleets this year?

JL: The Pilot Sport 4 came out last year and we've got a new development coming out now which is the Pilot Sport 4 S, which is an even sportier version and replaces the Pilot Super Sport. But there will only be certain fleets that applies to.

The connected car tyre – essentially an extension of the radio frequency identification (RFID) chip – will be the "next big thing", according to Layton, although "we are a few years away from it becoming reality".

"Every truck tyre has an RFID chip in it," he says. "It was done initially for logistics so warehousing could track a tyre through its production process. Now it's developed into what else you can do with it? How it will link into things like tread wear I've no idea, but that is the end game. It exists today but on drive-over technology, you have to drive over a sensor or pad and measure tread depths then."

The connected tyre could bring significant benefits for fleet managers.

"Fleet drivers generally aren't tyre-aware," Layton says. "It's a constant frustration that they don't check their pressures, they don't check their tyre wear, they never book appointments for tyres generally, they just wait until something goes wrong and they have to go into a tyre dealer to make a distress purchase. If we can start to plan and pre-empt those tyre replacements with connected tyres that is going to be huge."

FACTFILE

Organisation Michelin
UK head office Stoke-on-Trent
National sales manager fleet, UK and Republic of Ireland

Jonathan Layton

Time in role two months

Key car products Energy Saver+, Primacy 3, CrossClimate+ and Pilot Sport 4

Key van products Agilis and Agilis

Judges' comments

“ Michelin has identified a gap in the market with its CrossClimate tyre, which offers fleets a summer tyre with winter capabilities. This not only saves fleets the expense and inconvenience of switching between summer and winter tyres but offers a proven safety benefit. Given the UK's changeable weather, the judges said that the CrossClimate tyre “answers a lot of problems”. ”

NISSAN MICRA

Hardly recognisable from the old model, the new Micra stakes fleet success on safety, looks and driving experience



NEED TO KNOW

- 174mm longer, 78mm wider and 55mm lower
- 16-inch steel wheels (alloys are a no-cost option)
- Hybrid version may be produced in future

By Andrew Ryan

It may be difficult to believe when you first look at the pictures, but the car featured on these pages is the new Nissan Micra. Gone are the often dowdy or quirky looks of its predecessors, to be replaced by a thoroughly modern supermini with a sweeping roofline, bold shoulder lines and vivid colours.

It's grown in size, too, with the new model 174mm longer, 78mm wider and 55mm lower than its predecessor.

Now 3,999mm long, with a width of 1,743mm and height of 1,455mm, the Micra is squarely up against rivals such as the Ford Fiesta, Volkswagen Polo and Vauxhall Corsa.

Historically, the Micra has been a hugely popular car for Nissan, with more than 3.5 million registered in Europe since the model was launched in 1983.

Its success has dropped off in recent years, but the manufacturer now wants the latest model to re-establish itself inside the top 10 sellers in the segment.

16%

BIK tax bracket for the 0.9-litre Acenta trim level due to 104g/km emissions

1,004

litres of boot space when the split-rear seats are folded down

Nissan hopes the Micra will do this by appealing to younger customers through its looks, driving experience and technology, as well as to more mature drivers for its build quality and safety.

Company car drivers will have an important role to play, according to Alex Smith, managing director of Nissan Motor GB, who said that early strong interest from fleet buyers has largely focused around the safety equipment fitted as standard across the range.

Lane departure warning and lane intervention, autonomous emergency braking with pedestrian detection, traffic sign recognition and high beam assist are fitted to all.

Initially the new Micra is available with a 73PS 1.0-litre petrol engine, a 90PS 0.9-litre petrol engine and a 90PS 1.5 TdCi diesel engine; all use a five-speed manual gearbox.

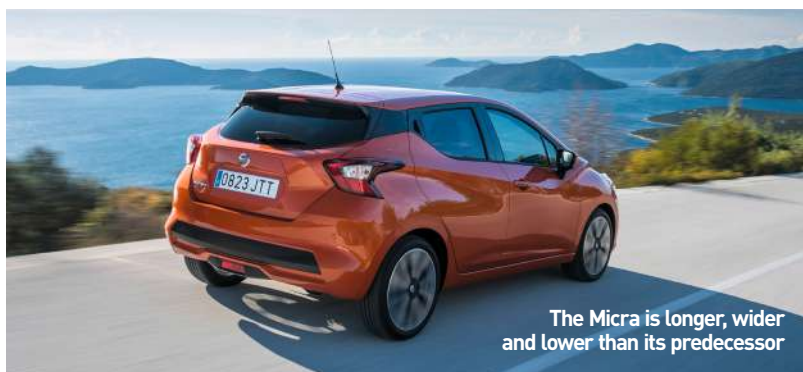
Other engines and an automatic transmission are planned during the lifecycle of the new model, and these may include a hybrid version.

At the media launch, Nissan Micra product general manager Laurent Marion ruled out a pure electric version, but said "we are keeping our minds open on something that comes in between".

Dependent on specification and wheel size, the 0.9-litre petrol versions offer CO₂ emissions from 99g/km and official combined fuel economy from 64.3mpg.

The diesel models offer from 85g/km and 88.3mpg, but, despite it being less efficient, Nissan expects most fleet customers to choose the 0.9-litre petrol in mid-range Acenta trim. Its CO₂ emissions of 99g/km put it in the 16% benefit-in-kind (BIK) tax bracket, compared to the equivalent diesel model's 18%.

Standard equipment on Acenta grade includes 16-inch steel wheels (16-inch alloys are a no-cost option), air-conditioning, stop-start technology, body-coloured door mirrors and door handles, a Display Audio seven-inch touchscreen infotainment system, cruise control, app



The Micra is longer, wider and lower than its predecessor



The new Micra is fitted with a seven-inch touchscreen infotainment system

"Early strong interest from fleet buyers has largely focused around the safety equipment fitted as standard across the range"

integration and Apple Carplay. Android Auto will follow.

Equipment levels are generally generous, and the car's appeal extends to the well-designed cabin, featuring plenty of soft touch materials with a large section of dashboard and centre console in a customisable colour.

Front seat passengers have plenty of room and it was easy to find a comfortable driving position. Controls are well placed and have a quality feel to them.

Legroom in the back is adequate, but the car's low roofline restricts headroom and means taller passengers may not be comfortable over longer journeys.

Boot space is competitive with rivals at 300 litres, rising to 1,004 litres when the split-rear seats are folded down. The boot's square shape means it is easy to make the most of the available room, although there is a large loading lip and the seats don't fold completely flat. In comparison, the Vauxhall Corsa provides 280 and 1,090 litres respectively, and the Volkswagen Polo 280 and 952.

The Micra also impresses on the road. It features two new systems which Nissan says aids the ride and driving characteristics of the car.

Intelligent Ride Control uses the engine and brakes to moderate the pitching motion sometimes felt when a car goes over larger bumps such as traffic calming measures while, when cornering, Intelligent Trace Control automatically engages and adjusts the brakes to keep the Micra on the optimal line when needed.

Both systems are designed to be imperceptible to the driver and this was the case, so it is difficult to know what effect they had. The ride felt smooth on our test route, while the car was composed through corners.

Driving or riding in the Micra was a refined experience, too, with the engine note impressively subdued.

Overall, the new Micra is a massive leap forward from its predecessor and has all the attributes necessary to be considered for a fleet choice list.

COSTS

| | |
|-------------------------------|-------------|
| P11D price | £14,940 |
| BIK tax band (2016/17) | 16% |
| Annual BIK tax (20%) | £478 |
| Class 1A NIC | £330 |
| Annual VED | £0 then £20 |
| RV (4yr/80K) | £3,325/22% |
| Fuel cost (ppm) | 8.30 |
| AFR (ppm) | 11 |
| Running cost (4yr/80K) | 25.66ppm |

SPEC

| | |
|--|--------|
| Power (PS/torque (Nm)) | 90/140 |
| CO₂ emissions (g/km) | 104 |
| Top speed (mph) | 109 |
| 0-62mph (sec) | 12.1 |
| Fuel efficiency (mpg) | 64.2 |

KEY RIVAL

| | |
|--|-------------|
| Vauxhall Corsa 1.0i Turbo Ecoflex 90 SE | |
| P11D price: | £15,120 |
| BIK tax band (2016/17) | 17% |
| Annual BIK tax (20%) | £514 |
| Class 1A NIC | £355 |
| Annual VED | £0 then £20 |
| RV (4yr/80k) | £3,275/22% |
| Fuel cost (ppm) | 8.30 |
| AFR (ppm) | 11 |
| Running cost (4yr/80k) | 26.13ppm |

Running cost data supplied by
KeeResources (4yr/80k)



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visit fleetnews.co.uk/running-costs

THINKING CAP



By Martin Ward, manufacturer
relationships manager

cap hpi

Monday Looking at the diary and with appointments already booked for the next few weeks it's fair to say there is no let up in meetings and new car launches. They just seem endless.

The industry does not stand still for two minutes, with new car after new car and relentless numbers of facelifts and model refreshes.

It must be so difficult for fleet managers to stay abreast of what is going on, and be able to set policies and user-chooser lists for their drivers. The goalposts keep moving and it's a full-time job keeping up with the constant changes.

"In fact the Brussels motor show really offered very little that was new"

Wednesday/Thursday Over to the Brussels motor show – one that is very large, and covers a lot of ground, but doesn't have a lot of new models or premieres. In fact the show really offered very little that was new.

This event attracts enormous numbers of car enthusiasts and for Belgians it is a must place to go and wander round.

Some manufacturers sell at the show, take orders, or pass on enquiries to the dealer closest to the potential buyer.

Around 40% of all Belgian cars sales are in the first quarter of the year, and this is mainly down to activity at the show.

I saw many people admiring all the SUVs on show. But, despite the number already offered another one is just around the corner – the very pretty Alfa Romeo Stelvio. Due in Europe in May, and in the UK in late September, the Stelvio will make its European debut at Geneva motor show in March. The pictures of it look great.

Friday February will be here by the time you read this and it doesn't seem two minutes since we were taking down festive decorations. Soon it will be March and the 17 plate will arrive, then a month later the VED band system changes... oh how quickly time passes when you are enjoying yourself.



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This compact hatchback may convert more to the concept of going electric

ZE40 SIGNATURE NAV

RENAULT ZOE

Zoe addresses range anxieties by almost doubling the miles achieved per charge

NEED TO KNOW

- Manufacturer expects a real world range of 180 miles
- New top spec trim level called Signature Nav
- Improved connectivity with Z.E. (zero emissions) Trip

By Christopher Smith

Six years after the mainstream launch of the Nissan Leaf, range anxiety is still a barrier for many when it comes to adopting electric vehicles. It's a barrier Renault hopes to demolish with the updated ZE40 edition of the Zoe compact electric hatchback, which almost doubles the vehicle's range on the NEDC cycle, from 130 miles per charge, to 250 miles.

In real life, the manufacturer says that means an expected range of 186 miles, which it believes will be enough for many drivers to attempt the switch to electric.

The new battery system occupies the same space as the old one, and is only marginally heavier, but offers substantially more capacity. But, aside from the fancy new battery technology, the car itself is largely unchanged.



The Zoe ZE40 has a more modern interior compared with the Leaf

COSTS

| | |
|-------------------------------|-----------------|
| List price/P11D Price | £19,895/£24,340 |
| BIK tax band (2016/17) | 7% |
| Annual BIK tax (20%) | £341 |
| Class 1A NIC | £235 |
| Annual VED | £0 |
| RV (4yr/80k) | £3,425/17% |
| Fuel cost (ppm) | 3.6 |
| AFR (ppm) | n/a |
| Running cost (4yr/80k) | 31.71ppm |

SPEC

| | |
|--|--------|
| Power (PS)/torque (NM) | 92/225 |
| CO₂ emissions (g/km) | 0 |
| Top speed (mph) | 84 |
| 0-62mph (sec) | 13.2 |
| Fuel efficiency (mpg) | n/a |

KEY RIVAL

| | |
|--------------------------------------|-----------------|
| Nissan Leaf Acenta Flex 30kwh | |
| List price/P11D Price | £20,790/£25,235 |
| BIK tax band (2016/17) | 7% |
| Annual BIK tax (20%) | £381 |
| Class 1A NIC | £263 |
| Annual VED | £0 |
| RV (4yr/80k) | £3,225/16% |
| Fuel cost (ppm) | 3.68 |
| AFR (ppm) | n/a |
| Running cost (4yr/80k) | 36.39ppm |

Running cost data supplied by KeeResources (4yr/80k)

Renault has introduced a new top-spec trim level, called Signature Nav, which includes a Bose sound system, rear parking camera, leather heated seats, and some different interior colours.

The top spec trim level seems unnecessary on this car, and the darker interior loses some of the character of lower trim levels. Dynamique Nav, the mid-range spec, remains the pick. The light and airy blue and white interior of Dynamique Nav better fits the character of the car – friendly, accessible and classless.

There is one other area that has been improved that is worth a mention – connectivity. From midway through this year, the car will be compatible with a system called Z.E. Trip, a phone and car app combination that links into real-time charging systems, and shows live charging point availability. When the driver reaches the charging point, the Z.E. Pass will allow them to pay through the infotainment system for their charge.

Renault says the vast majority of Zoes sold in the UK are still bought under the battery lease programme, which will continue to operate.

Battery lease pricing starts from £59 on the new ZE40 vehicle, £10 a month more than the old 22kw model.

After plug-in grant, a battery lease ZE40 model starts from £17,845, nearly £4,000 more than the new price of the old model, which remains on sale. Those opting for full battery-included ownership will stump up £23,445.

Despite the cost premium, the new Zoe ZE40 is a serious contender in the electric vehicle sector. It may be smaller than the Leaf, but it has more range and a more modern interior, and is still significantly cheaper – upfront, at least – than a BMW i3.

Some older, first generation Zoes have seen significant depreciation, but it is hoped that the new extended range will hold residual values higher for longer.

The 180 miles of real world range means the Zoe offers an affordable, practical, electric alternative that doesn't inconvenience the driver in quite the way its predecessor did.



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MINI COUNTRYMAN

Many popular options included as standard or bundled to appeal to fleets



The Countryman has plenty of power and handles delightfully

NEED TO KNOW

- Autonomous emergency braking and cruise control
- Larger 2.0-litre diesel engine generates 150PS
- Chilli pack adds LED headlights and bigger alloys

By Christopher Smith

Oh look, it's another Mini that's got bigger – introducing the new Countryman. At 20cm longer than the outgoing model, it offers 5cm more rear legroom, and a boot that is 20 litres bigger than a Nissan Qashqai (and 100 litres larger than before).

The brand is pitching the car into the C Segment now, and believes it will rival cars such as the aforementioned Qashqai, Volkswagen Tiguan, Mercedes-Benz GLA and even the Range Rover Evoque.

Steve Roberts, head of corporate sales for Mini UK, said the brand had worked hard to ensure UK vehicles have a good level of standard specification to appeal to a fleet buyer.

"We know corporate buyers often are limited in their ability to add options, so we've added about £1,900 of specification as standard, like sat-nav which we know is essential."

Other new standard spec includes autonomous emergency braking, Bluetooth, cruise control, and eCall.

Around two-thirds of fleet vehicles previously added the Chilli pack, and Roberts expects similar numbers to do so on the new model. This includes LED headlights, part leather seating, bigger alloys and keyless entry.

Inside, the Countryman will feel familiar to anyone who has ever been inside a new generation Mini, with much of the trim, upholstery options and dash layout being very similar.

Granted, the interior is more spacious, and the ride position is slightly higher and more upright. But it's easy to forget you're in a family crossover when you find a winding country road, as the car has plenty of power and handles delightfully.

The power is thanks to a new, larger 2.0-litre diesel engine, generating 150PS, up from 112PS before. There's a slight

COSTS

| | |
|-------------------------------|-------------|
| P11D price | £27,350 |
| BIK tax band (2016/17) | 22% |
| Annual BIK tax (20%) | £1,203 |
| Class 1A NIC | £830 |
| Annual VED | £0 then £30 |
| RV (4yr/80k) | £8,175 |
| Fuel cost (ppm) | 8.27 |
| AFR (ppm) | 11 |
| Running cost (4yr/80k) | 36.73ppm |

SPEC

| | |
|-------------------------------|---------|
| Power (PS)/torque (Nm) | 150/330 |
| CO2 emissions (g/km) | 113g/km |
| Top speed (mph) | 129 |
| 0-62mph (sec) | 8.9 |
| Fuel efficiency (mpg) | 64.9 |

KEY RIVAL

| | |
|--|-------------|
| Range Rover Evoque 2.0eD4 150 SE Tech | |
| P11D price: | £32,945 |
| BIK tax band (2016/17) | 22% |
| Annual BIK tax (20%) | £1,450 |
| Class 1A NIC | £1,000 |
| Annual VED | £0 then £30 |
| RV (4yr/80k) | £14,675 |
| Fuel cost (ppm) | 8.50 |
| AFR (ppm) | 11 |
| Running cost (4yr/80k) | 36.35ppm |

Running cost data supplied by KierResources (4yr/80k)



Sat-nav comes as standard on the bigger Mini Countryman

CO2 penalty – up from 111g/km to 113g/km, but it remains within the same benefit-in-kind (BIK) tax band.

The more powerful Cooper SD model, available in automatic transmission only, generates 190PS, and 121g/km CO2 – Mini says the SD has been popular with small- and medium-sized enterprises (SME) buyers on the previous generation car.

Other new features for the car include an £850 'activity pack', which bundles together a number of lifestyle options that Mini thinks will appeal to a Countryman driver.

An electric bootlid joins folding and sliding three-way split rear seats, along with an increased fuel tank – from 51 litres to 61 litres. The pack also includes a 'picnic bench', which integrates into the false boot floor, and provides a padded seat and rear bumper protector.

The plug-in hybrid variant joins the range in the summer – the Cooper SE. Set to be priced similarly to the Cooper SD, this car will produce 136PS from a petrol engine, along with 88PS of electric power. With 49g/km CO2, the brand expects it to be popular with salary sacrifice buyers.

MITSUBISHI OUTLANDER

Little difference in looks but the Outlander's technical advances equal big changes



With a pure electric range of 33 miles the Outlander outstrips the UK's average daily travel by more than 10 miles

NEED TO KNOW

- Extended range with lower emissions, faster charging
- Improved economy of up to 166mpg
- Enhanced specification included collision mitigation

By Maurice Glover

After giving its smash-hit plug-in hybrid SUV an extensive facelift little more than 12 months ago, it's no surprise Mitsubishi decided the latest Mitsubishi Outlander PHEV would remain almost identical in looks to its predecessor.

But that's not the case elsewhere in the vehicle which is the Japanese firm's top-selling model here, enjoying the lion's share of sales in the expanding sector for ultra-low emissions transport. Thanks to further technical advances, the luxury all-drive car now has a greater EV range, comes with lower tailpipe gases and has higher operating economy.

Fleets have accounted for half of the 26,600 examples of the PHEV that have been sold in the UK since the model was launched in 2014 and Mitsubishi Motors UK sales and marketing director Toby Marshall is confident the upgrades will maintain its market-leading position.

"PHEV sales are split equally between fleet and retail and we see no reason for this to change after the new VED rules come into force in April because the £10 year-one charge on models under £40,000 still represents a saving over higher emitting vehicles and the benefits to business users continue to be significant," Marshall says.

"Our new pure electric range of 33 miles is considerably ahead of the UK average daily travel of 21.6 miles and is the best that's available. We're also offering faster charging – up to 80% in 25 minutes – so the reasons for choosing plug-in transport are growing even stronger," he told *Fleet News*.

An emissions figure of 41g/km equates to average theoretical economy of 166mpg from the 2.0-litre petrol-electric hybrid – a 6.4% improvement – but more significant real-

COSTS

| | |
|-------------------------------|---------|
| P11D price | £43,399 |
| BIK tax band (2016/17) | 7% |
| Annual BIK tax (40%) | £1,215 |
| Class 1A NIC | £419 |
| Annual VED | £0 |
| RV (4yr/80k) | £10,150 |
| Fuel cost (ppm) | 8.27 |
| AFR (ppm) | 14 |
| Running cost (4yr/80k) | 55.47 |

SPEC

| | |
|--|---------|
| Power (PS)/torque (Nm) | 203/387 |
| CO₂ emissions (g/km) | 41 |
| Top speed (mph) | 106 |
| 0-62mph (sec) | 11 |
| Fuel efficiency (mpg) | 166 |

KEY RIVAL

| | |
|-----------------------------------|----------|
| Honda CR-V 1.6 DTEC 160 EX | |
| P11D price: | £35,625 |
| BIK tax band (2016/17) | 27% |
| Annual BIK tax (20%) | £3,848 |
| Class 1A NIC | £1,327 |
| Annual VED | £130 |
| RV (4yr/80k) | £9,475 |
| Fuel cost (ppm) | 10.20 |
| AFR (ppm) | 9 |
| Running cost (4yr/80k) | 46.83ppm |

Running cost data supplied by
KeeResources (4yr/80k)



A steering paddle switch arrangement can adjust the level of regenerative braking

world operating benefits are likely to come from a novel steering paddle switch arrangement that allows drivers to adjust the level of regenerative braking and alter the amount of 'free' energy that can be fed back into the battery.

A 10% lift in battery drive output gives the latest model a more lively demeanour and improved acceleration from the front and rear electric motors in zero emissions mode while an electronic handbrake with an auto hold function adds to driving refinement in the car.

It now also offers auto high beam, adaptive cruise control, a forward collision mitigation system, front and rear parking sensors and lane departure warning equipment to an extensive list of standard features that includes heated seating, a heated steering wheel, a touchscreen infotainment system with satellite navigation and a power-operated tailgate.

Diesel-driven versions of the Outlander share many upgrades with the PHEV and extensive noise reduction measures help the cars offer more subdued cruising. An increase in padded surfaces and softer-touch finishes promotes a more upmarket environment to go with seven-seat practicality and the ability to swallow 1,608-litres of cargo with middle and rear seats folded flat.

FORD FOCUS 1.5 TDCI TITANIUM



I don't think the novelty of having a car with self-parking technology will ever wear off for me: I'm still amused by the ability to sit back and watch the steering wheel whizz round as the car guides itself into a space.

Fortunately, our long-term Ford Focus is fitted with the optional convenience pack (£450), which includes parallel, perpendicular and park out assist, as well as front and rear parking sensors.

Operation of both the parallel and perpendicular parking facility is straightforward. Press the parking button near the handbrake until you get to the right option, put the indicators on for the side you wish to park on, and drive forwards until the system finds an appropriate space.

When it finds a suitable gap, the system alerts you and issues on-screen instructions which tell you to drive forwards or backwards while the car steers itself into the space.

I've found the system works brilliantly for parallel parking. However, I have had some issues with the perpendicular parking system.

I seem to have little or no control over what space it parks me in. On one occasion it repeatedly tried to park me in a trolley bay in a Tesco car park.

After the first time it did this, I cancelled it, drove 20 yards up the road past another suitable-looking space and tried again, only for the car to take me back to the trolley bay.

I gave the system one more chance but another failed attempt led me to over-ride the system and park the car myself.

Andrew Ryan



Our long-termer has 'brilliant' paint which is a £285 extra

VAUXHALL ZAFIRA TOURER

SRI NAV 1.6CDTI ECOFLEX

Three main areas of improvement on the new Zafira

COSTS

| | |
|-----------------------------|-------------|
| P11D price | £26,785 |
| BIK tax band | 23% |
| Annual BIK tax (20%) | £1,232 |
| Class 1A NIC | £850 |
| Annual VED | £0 then £30 |
| RV (4yr/80k) | £7,150/27% |
| Fuel cost (ppm) | 8.81 |
| AFR (ppm) | 11 |
| Running cost (ppm) | 62.05 |

SPEC

| | |
|--|------|
| Engine (cc) | 1598 |
| Power (PS) | 134 |
| Torque (Nm) | 320 |
| CO₂ emissions (g/km) | 119 |
| Fuel efficiency (mpg) | 62.8 |
| Max speed (mph) | 120 |
| 0-62mph (sec) | 10.4 |
| Test mpg | 49 |
| Current mileage | 1139 |

Running cost data supplied by
KeeResources (4yr/80k)

By Luke Neal

Launched across the UK in October last year the new Zafira Tourer gives a much needed facelift to the outgoing model.

The range includes Design, Energy, SRi, SRi Nav, SE, Tech Line, Elite and Elite Nav trim levels.

Improvements are focused on three main areas:

■ A new, more modern front end which does away with the boomerang lights in favour of a more conventional and cleaner look with new upper and lower grilles, which give the Tourer and New Astra a familial look.

■ A redesigned instrument panel with integrated touch screen, which previously sat on top of the centre console. This allows for many buttons to be eliminated from the previously cluttered dashboard.

■ And improved in-car connectivity with the Vauxhall IntelliLink infotainment system featuring Apple CarPlay and Android Auto compatibility (not available on our test model) and

OnStar, including Wi-Fi hotspot able to connect up to seven devices.

The new Zafira Tourer retains the Flex7 seating system which allows for various configurations of the seven seats and the engine line-up also remains unchanged and consists of the 1.4i (140PS) Turbo and the 2.0CDTi (170PS) in either manual or automatic transmission, and a 1.6 CDTi (134PS) Ecoflex in manual only.

Our model is the SRi Nav 1.6CDTi Ecoflex with optional extras that include sight and light pack (£240), electronic climate control (£405), winter pack (£365), spare wheel (£110) and 'brilliant' paint (£285).

The exterior revisions put the new Zafira Tourer up with the best people carriers in the style department and the new dashboard is both stylish and practical. The 1598cc diesel engine offers enough power for an enjoyable drive while returning acceptable fuel economy (an average of 49mpg) while I would expect those drivers covering mainly motorway miles to see a noticeable increase in fuel efficiency.

TEST TIMELINE



End

AT A GLANCE – THE REST OF OUR FLEET



Seat Ateca SE 1.6 TDi Ecomotive

- + Firm ride and little roll
- Key ignition rather than push button start



Mini Clubman Cooper 2.0D 150

- + Keyless entry
- Easy to forget to use 'eco' mode



Mazda CX-3 1.5D SE-L Nav

- + Comfortable seating and driving position
- Rear visibility is woeful



Renault Kadjar 1.5 DCI 110 S Nav

- + 4WD provides confidence in winter
- Eco models are 2WD

STEVE ROBERTS

HEAD OF CORPORATE & USED CARS, MINI UK

Steve Roberts hated school and left at the age of 16 but he passed his 'pivotal' accountancy exams with an excellent score. Now he gets real pleasure out of teaching and helping others

The most pivotal moment in my life was passing my accountancy exams. I spent the first 20 minutes not writing a thing in my final exam. I pulled myself together and passed with an excellent score. It taught me that focus and taking a moment to reflect can deliver great things.

The book I'd recommend is *Who Moved My Cheese?* We were given this book as part of our management training some years ago. I read it within half an hour and could relate to all of it. It's as relevant today as the day it was written and I often remind myself of some of the messages it contained.

My earliest memory associated with a car was my best friend's mum had a Ford Capri. I remember asking her to drive us around the school gates again so everyone could see me get out of it. I loved that car – she was the coolest mum.

My favourite film is *The Lord of the Rings*. I love all of the films and invested in a new TV and sound system when Blu-ray was released so that I could appreciate them better at home.

My pet hate is people who don't tidy up after themselves. I hate mess and will always comment when people don't clear up after themselves.

The three cars I'd like most in my garage are a refurbished Ford Capri, a John Cooper Works Hatch (which I already have) and a Defender. The latter would be for taking my dog around without having to worry about him damaging anything.

If I was Prime Minister for the day I'd set up a task group to simplify taxation. It is a minefield and couldn't be more complicated. I believe it is a hindrance to both business and personal finances as people struggle to understand the system.

I'd tell my 18-year-old self don't worry about what other people think quite so much and follow your own intuition. I've spent too long over the years fretting over what others might think.

Away from the office I'm passionate about fitness and spend a large amount of time in fitness classes and running. It's my personal time where I can just switch off.

I'd like to be remembered as someone who made a difference, even in just a small way, for the people I care about most.



First fleet role My first automotive role was as a customer service advisor for BMW. Its fast pace and varied nature set me up for a career in the fleet sector.

Career goals at Mini UK To cement Mini's position in the corporate market. Since the launch of the Mini five-door hatch in 2014, we've seen corporate sales increase year-on-year. Our new product range, which includes Mini Clubman and the new Mini Countryman, has allowed us to continue this success.

Biggest achievement in business I was responsible for financial aspects of the project that pulled together the proposal for supplying cars to the London 2012 Olympics. I felt very proud to see BMWs and Minis in use throughout the Games.

Biggest career influence Mike Dennett who is now CEO of BMW Financial Services. He was among the first individuals to provide me with mentoring and his support has always been a driving force for me.

Biggest mistake in business During my time in the team managing the closure of dealerships, I made a mistake which resulted in us losing two cars. It was awful and one of the most embarrassing moments of my career.

Leadership style Empowering. I don't believe in micro management and hate to be micro-managed myself. I believe when you give people the chance to manage themselves you get the best from them. I'm also very protective of those who work for me and I will always support them.

If I wasn't in fleet Teaching or coaching. I love to teach people and watch them develop. A number of my previous roles have allowed me to do this and I always enjoy it.

Childhood ambition I wanted to be a doctor, but I hated school. I started work at 16 and finished my studies via evening courses instead.

Next issue: Owen Gregory, fleet director, Ford of Britain



Kuga's sporty style and feel looks like a winner

SUVs are performing very strongly in fleet, increasingly becoming viable alternatives to traditional car segments.

Ford Kuga has been outperforming mainstream segments on residuals for a number of years – performance that helped push Kuga sales up in Britain by 7.7 per cent in 2016 over 2015, and saw three times as many sold as five years ago.

The new Kuga ST-Line offers sporty styling inspired by Ford Performance models, alongside powerful and efficient

EcoBoost petrol and TDCi diesel engines as well as sports-tuned driving dynamics.

It delivers bold exterior and interior styling including unique alloy wheels and sport seat designs and a sports chassis with tuned suspension and steering.

Powertrains include Ford's 120PS 1.5-litre TDCi diesel engine offering 64.2mpg and up to 115g/km CO₂.

Also available will be a 2.0-litre TDCi with 150PS and either front-wheel drive or Ford Intelligent AWD, offering from 60.1mpg and 122g/km CO₂; and 180PS

with Intelligent AWD homologated to 54.3mpg and 134g/km CO₂.

Ford's 1.5-litre EcoBoost petrol engine in 120PS or 150PS front-wheel drive form is expected to achieve from 45.6mpg and 145g/km CO₂; and a 182PS Intelligent AWD version from 38.2mpg and 173g/km CO₂.

In addition to the new Kuga ST-Line, customers can order the stylish and sophisticated new Kuga that offers technologies including Ford's SYNC 3 communications and entertainment system, and a new upscale Ford Kuga Vignale.

FORD EDGE IS HEAD AND SHOULDERS ABOVE THE REST FOR SPACE

The all-new Ford Edge sets new standards in its class for interior space, with class-leading second-row headroom of 1,023 mm and shoulder room of 1,536 mm and front row passenger space among the best in class.

Luggage capacity of 1,847 litres with the rear seats folded is among the largest in the segment, and additional stowage areas are located around the wheel arches. Comfort and convenience features include heated and cooled front seats and a panoramic roof.



It is available in Zetec, Titanium and Sport series, and with a choice of 180PS 2.0-litre TDCi diesel engine with six-speed manual transmission or 210PS bi-turbo 2.0-litre TDCi diesel with six-speed PowerShift automatic transmission; both engines deliver 48.7mpg, with 152g/km CO₂ emissions.

Ford intelligent all-wheel drive, Active Noise Control, Pedestrian Detection, Ford DAB audio with SYNC connectivity, privacy glass and 19-inch alloy wheels are all standard.



IN BUSINESS, ATTENTION TO DETAIL IS EVERYTHING



MEET THE S-MAX VIGNALE

FORD SYNC 3 WITH 8" TOUCHSCREEN |

SONY DAB NAVIGATION SYSTEM |

EXCLUSIVE ALLOY WHEELS |

UNIQUE VIGNALE STYLING |

PREMIUM LEATHER SEATS |

| P11D | BIK | CO2 | COMBINED MPG |
|-------------------|-----------|---------------|--------------|
| £36,845 - £34,090 | 33% - 25% | 180 - 129g/km | 35.8 - 56.5 |

THE FORD MOTOR COMPANY PRESENTS

VIGNALE



Go Further

SEARCH **FORD VIGNALE**

Official fuel consumption figures in mpg (l/100km) for the Ford S-MAX range: urban 27.4-50.4 (10.3-5.6), extra urban 43.5-61.4 (6.5-4.6), combined 35.8-56.5 (7.9-5.0). Official CO₂ emissions 180-129g/km.

The mpg figures quoted are sourced from official EU-regulated test results (EU Directive and Regulation 692/2008), are provided for comparability purposes and may not reflect your actual driving experience.

BIK values were correct at the time of printing and are based on taxation rates for 2016/17 tax year. P11D value is the sum of RRP (plus VAT) and number plate charge (£25). Options available at additional cost.