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News

FLEETS URGED TO FIT **ADAS** AS STANDARD TO VEHICLES

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Air quality debates

Fleets call for nationwide standard on clean air zones

In the spotlight: Volvo

New fleet boss Steve Beattie wants to start a conversation



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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.

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FleetNews

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Air quality roundtable debate

Delegates at a roundtable discussion in Leeds say councils must have a consistent approach to introducing clean air zones

Fleets urged to fit ADAS to all vehicles as EC stalls mandate

European Commission delays safety approval but decision-makers can still vote with their fleet

By Gareth Roberts

Fleet decision-makers are being urged to fit Advanced Driver Assistance Systems (ADAS) to improve road safety and drive down costs.

Crashes involving vehicles are not only costly in terms of 'bent metal', but can cause death or injury to occupants and other road users, result in time away from work, cause psychological problems and have a major impact on business efficiency and administration.

"Reducing vehicle off-road time is also a continual focus for all fleets," said John Pryor, chairman of fleet representative body ACFO.

"Advanced Driver Assistance Systems have a key role to play in not only keeping vehicles on the road and all road users – including employees –

safe, but in fleet cost reduction."

New research from the Society of Motor Manufacturers and Traders (SMMT) and JATO Dynamics suggests 66.8% of new cars are offered with at least one self-activating safety system, either as standard or as an optional extra (fleetnews.co.uk, January 22, 2018).

The data shows that almost 1.8 million new vehicles a year are now available with collision warning systems, up 20% on the previous year.

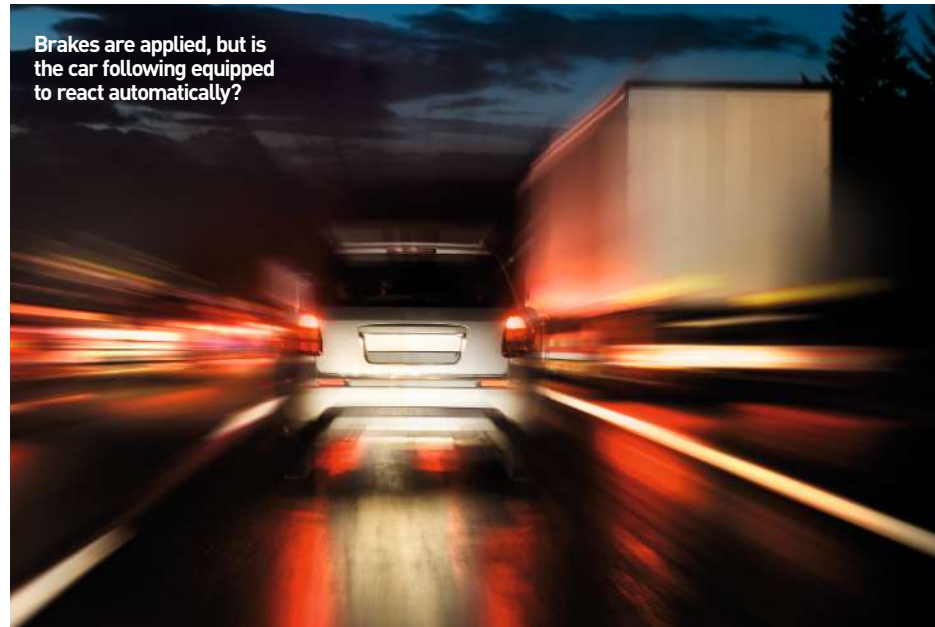
However, there are growing calls for manufacturers to fit safety systems as standard.

"AEB [autonomous emergency braking] should be standard on all vehicles, across all ranges," said Pryor. "All available evidence points to its life and injury-saving potential and whether occupying an executive car or a city car there should be no discrimination in terms of the value of an individual's life."

The European Parliament gave its backing for all new cars sold in Europe to be fitted with the life-saving technologies as standard, including AEB, intelligent speed assistance and seatbelt reminders in all seats, last year (fleetnews.co.uk, November 15, 2017).

However, an expected announcement in March from the European Commission on new legislation mandating the latest safety technologies has now been delayed until May and is unlikely to come into force until September 2020 at the earliest.

EU vehicle safety standards have not been updated since 2009. The European Transport Safety Council (ETSC) says further delays risk the



10%
fall in road accidents
over past five years
as technology helps
keep drivers safer

66.8%
of new cars are
offered with at least
one self-activating
safety system

new requirements getting bogged down by European Parliamentary elections next year.

Antonio Avenoso, ETSC executive director, said: "It's been more than a year since the EU finally announced the 19 new vehicle safety measures that it wants to see made mandatory on new cars in the coming years."

"It's a fantastic list of technologies that are available now, proven to be effective and affordable to fit. But since then it's been left in a drawer gathering dust."

"We want to see action now as a crucial first step to getting Europe back on track towards its goal of halving deaths on the road."

Avenoso says the EU's favoured technologies, which includes AEB, will also be essential to automated and autonomous driving.

Therefore, getting widespread adoption as early as possible will also help Europe stay ahead in the race to develop self-driving vehicles. "There's no time to lose," he said.

The SMMT/Jato report says drivers have access to a raft of new technologies, including AEB, adaptive cruise control (ACC) and lane departure warning (LDW).

AEB, which automatically applies the brakes to avoid or reduce the effects of an impact, is available on more than half (53.1%) of new cars, with a quarter featuring the technology as standard. Overtaking sensors are available to 42.1% of buyers and ACC, which allows the car to slow down and speed up automatically to keep safe pace with the vehicle in front, to 36.2%.

Furthermore, parking assistance technology, including cameras and sensors, is available as standard or an option on 58.8% of new cars.

Pryor said: "ACFO and fleet operators have

always welcomed the introduction of additional safety features in vehicles – both passive safety features such as seat belts, airbags, and strong body structures that help reduce the impact of a crash and the new breed of sophisticated active safety systems that prevent the risk of a collision.

"Indeed, many fleets mandate safety features and also use the Euro NCAP crash test ratings system, which now includes driver assistance systems, in the compilation of company car driver choice lists."

In the United States, carmakers have voluntarily agreed to fit AEB as standard by 2022.

Jan Kozlowski, fleet manager at Tristar Worldwide Chauffeur Services, has seen a massive decline in at-fault accidents thanks to AEB.

TOP 10 CAR BRANDS AND CURRENT BRAND STANDARD AEB FITMENT

	Brand	% of standard-fit AEB in brand
1	Ford	7%
2	Vauxhall	14%
3	Volkswagen	46%
4	Mercedes-Benz	88%
5	Nissan	30%
6	BMW	23%
7	Audi	16%
8	Toyota	53%
9	Jaguar Land Rover	100%
10	Kia	14%

Source: Thatcham Research data/
SMMT sales volume data

AEB STANDARD FITMENT ACROSS UK'S TOP 10 BEST-SELLING CARS 2017

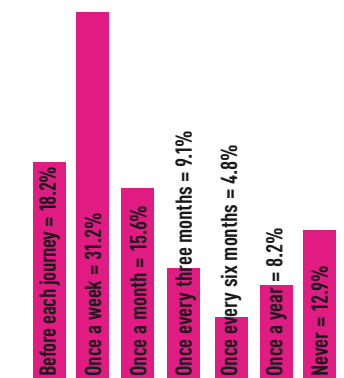
	CAR	AEB
1	Ford Fiesta	Optional
2	Volkswagen Golf	Standard
3	Ford Focus	Optional on most models
4	Nissan Qashqai	Standard on most models
5	Vauxhall Corsa	Optional
6	Volkswagen Polo	Optional on most models
7	Vauxhall Astra	Optional on most models
8	Mercedes C-Class	Standard
9	Mini hatchback	Optional
10	Mercedes A-Class	Standard

Source: Thatcham Research data/SMMT sales volume data

FLEET FACTS AND FIGURES

OPINION POLL

How often do you check your vehicle to ensure it is in a roadworthy condition?



FleetNews view:

Our poll suggests that a majority of drivers (65%) are checking their vehicle is in a roadworthy condition at least once a month. Worryingly, however, one in five (21.1%) check their vehicle just once a year or never at all. Our view is car drivers should conduct a weekly check and van drivers should check their vehicle on a daily basis.

This week's poll: Should driver training for business drivers be compulsory?

fleetnews.co.uk/polls

MOST COMMENTED ONLINE

'Company car BIK tax system is unfair and unjust'

fleetnews.co.uk/news



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SEMI-AUTONOMOUS SAFETY TECH ON UK NEW CAR REGISTRATIONS

	Fitted as standard	Optional fitment	Total
Collision warning system	1,071,728 (39.8%)	727,052 (27.0%)	1,798,780 (66.8%)
Parking assistance	589,720 (21.9%)	993,638 (36.9%)	1,583,358 (58.8%)
Automatic emergency braking	764,751 (28.4%)	665,118 (24.7%)	1,429,869 (53.1%)
Overtaking sensor	140,024 (5.2%)	993,638 (36.9%)	1,113,662 (42.1%)
Adaptive cruise control	185,802 (6.9%)	788,986 (29.3%)	974,788 (36.2%)
Blind junction view	8,078 (0.3%)	253,121 (9.4%)	261,199 (9.7%)

Source: Thatcham Research data/SMMT sales volume data

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Official EU-regulated test data are provided for comparison purposes and actual performance will depend on driving style, road conditions and other non-technical factors. 2017/18 tax year. Vauxhall Motors Limited does not offer tax advice and recommends that all Company Car Drivers consult their own accountant with regards to their own tax position. Grandland X Elite Nav 12 (130PS) Turbo Start/Stop model illustrated (P11D of £26,445) features Topaz Blue two-coat metallic paint (£565), silver-effect roof rails (£150) and black roof and door mirrors (£320), optional at extra cost. 3 Day Test Drive terms and conditions apply and vehicles are subject to availability. Please call 0330 587 8221 for full details. All figures quoted correct at time of going to press (January 2018). * = Standard on all models except SE.

Fears for RVs if Carillion vehicles hit used market in large numbers

Construction company's collapse raises questions over future of 10,000 vehicles

By Tom Seymour

The future of Carillion's fleet management division hangs in the balance, after the official receiver said its number one priority was securing the best price for assets so creditors can be paid.

Managing more than 10,000 vehicles, which includes an internal fleet of 3,000-plus cars, vans and trucks, it is one of the largest fleet services companies in the UK.

But, after its parent company collapsed owing approximately £1.5 billion, there is concern that a fire sale of any vehicle assets could have a negative impact on residual values (RVs).

PricewaterhouseCoopers (PwC) has been appointed by the courts to act on behalf of the official receiver and handle the liquidation of Carillion's assets.

An advert on Gumtree suggests that vehicles from its internal fleet are already being offloaded. It says that more than 100 "repossessed" Carillion vans are being sold by commercial vehicle dealer The Yard Group, in County Antrim, Northern Ireland.

The listing refers specifically to a five-year-old Ford Transit which is part of a "massive range" of Carillion vehicles available.

Ken Brown, editor of Red Book LCVs and Motorhomes at Cap HPI, told *Fleet News*: "It is



"It all depends on what they are and when they are returned"

Ken Brown, Cap HPI



difficult to say if the collapse of Carillion will affect the used LCV markets as it is still early days. However, if large volumes of vehicles are going to return to the market in a short space of time they may well have a negative impact on current values.

"It all depends of course on what they are and when they are returned. Sometimes an influx of certain models that are in short supply can not only be timely but also good for the market as a whole."

Martin Saxton, transport manager at Carillion, did not respond to a request from *Fleet News* for further information on the fleet operation's future.

Writing on LinkedIn, he instead paid tribute to colleagues: "Very sad times for a company that I have had the honour to work at for almost 28 years. In that time, the professionalism of all I have had the pleasure to work for, and with, has been outstanding. I would like to wish my many friends the very best of good fortune for the future."

The Government has stepped in to support the parent company's contracts with the public sector, where some of Carillion's fleet would have been deployed.

Meanwhile, other private sector companies involved in joint contracts with the firm have taken overall control, ensuring work continues.

The construction and property development group Kier, for example, has been working with Carillion on joint venture projects like HS2 and smart motorways and has offered to employ 150 staff, as well as seven apprentices from Carillion. However, it declined to say whether they would also be taking on vehicles used in relation to those projects.

Galliford Try and Balfour Beatty have also offered to take on 76 Carillion employees that were jointly working with them on the £550m Aberdeen bypass scheme. A spokesman for Galliford Try also would not comment on the status of any related vehicles.

In terms of Carillion Fleet Management (CFM), staff were still answering the phones at the Wolverhampton-based firm last week, but were remaining tight-lipped about the business.

It had been a profitable subsidiary for Carillion. In CFM's last published accounts, for the year ending December 31, 2016, pre-tax profit increased from £12.6m to £15.9m. Turnover was also up, 8% year-on-year, from £38m to £41m, while net assets stood at £11.8m.

The annual report said the increase in turnover was due, in part, to an increase in volumes from other Carillion subsidiaries.

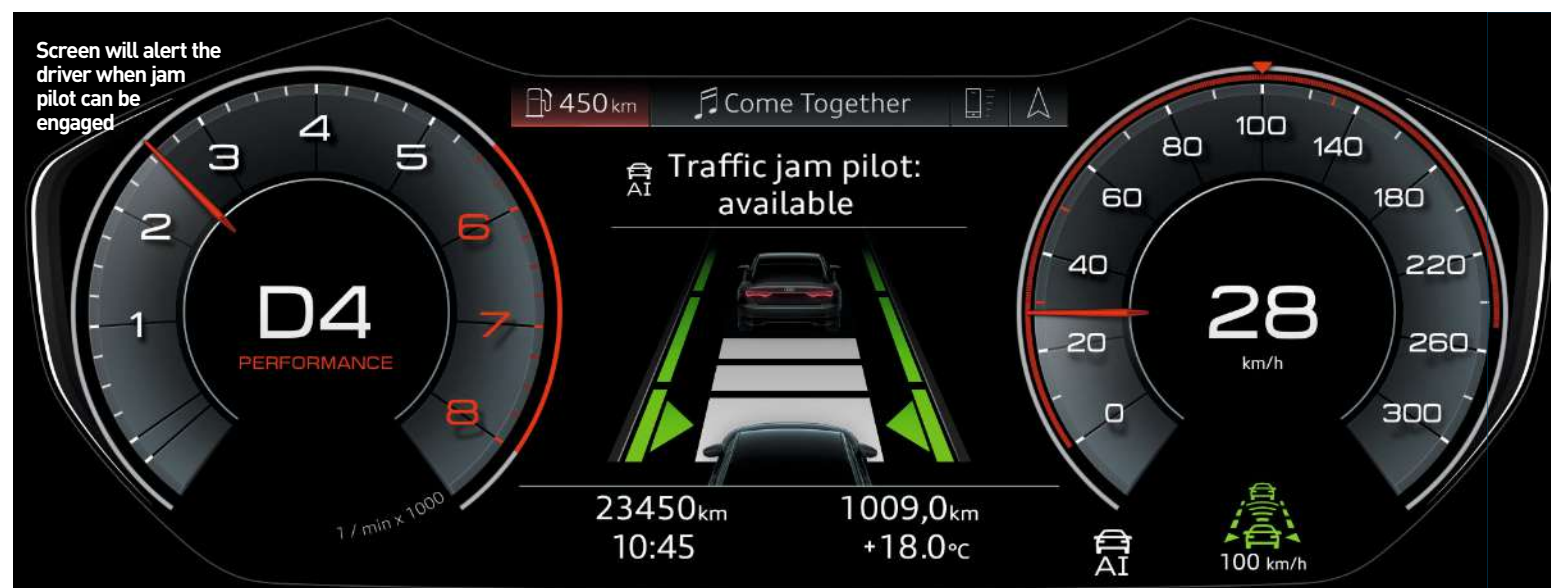
In fact, it says that the majority of its turnover was with those subsidiary companies, as a result of it being group policy to use CFM as sole supplier.

It could mean that there is, effectively, no fleet management business to sell if its customer base faces a similarly uncertain future.

An industry source told *Fleet News* he thought it highly unlikely CFM would be acquired by another company within the UK fleet industry.

He said: "If we were looking to acquire the business we would want full disclosure on all the vehicles, where the liability lies with each vehicle, where they are in each contract."

"We might not be buying any profit but we would be buying their customers. My feeling is that it will all be in such a muddle that any other business is going to run a mile rather than want to get involved."



Legislation puts brakes on Audi's Level 3 autonomous technology

New A8 has self-driving capability, but laws require amendment to enable its use

By Matt de Prez

Audi is ready to sell the world's first Level 3 autonomous car, the A8 luxury saloon, but it cannot enable the self-driving features in the UK due to current legislation.

The system, named Traffic Jam Pilot, is part of the German manufacturer's new range of artificial intelligence (AI) driving assistance systems.

When active, the AI Traffic Jam Pilot takes charge of driving in slow-moving traffic, controlling all necessary driving functions, up to a speed of 37mph.

It will be the first technology that could enable a driver to perform other tasks in the car and not pay attention to the road, as it can handle starting from standstill, accelerating, steering and braking in its lane.

When certain conditions are met, the driver is notified that they can take their hands off the steering wheel. As soon as the system reaches its limits, the driver will be alerted that they must resume manual control.



"We are the first manufacturer with a production car to have these features and we want to capitalise on that"

Dan Marsh, Audi

The use of this technology is currently prohibited by Regulation 104 of the Road Vehicles (Construction and Use) Regulations 1986, which states: "No person shall drive or cause or permit any other person to drive, a motor vehicle on a road if he is in such a position that he cannot have proper control of the vehicle or have a full view of the road and traffic ahead."

In its recent consultation, 'the Pathway to Driverless Cars: Proposals to Support Advanced Driver Assistance Systems and Automated Vehicle Technologies', the Centre for Connected and Autonomous Vehicles at the Department for Transport (DfT) sought to amend Regulation 104.

Yet in another consultation (Remote Control Parking and Motorway Assist: Proposals for Amending Regulations and the Highway Code), the DfT decided to only amend regulations to allow the use of remote control parking systems.

A spokesperson at the DfT told *Fleet News*: "A programme of regulatory reform will ensure the safe arrival of automated vehicles. In addition, as announced in last year's Industrial Strategy, we are carrying out a three-year project with the Law Commission to set out proposals for a long-term regulatory framework for self-driving vehicles."

The DfT also stated that Level 3 technology is not 'explicitly prohibited' but said drivers must obey all current laws when driving any car equipped with an advanced driver assistance system – which, in effect, confirms they can't be used on public roads.

Chancellor Philip Hammond outlined the Government's ambition to introduce self-driving cars on the UK roads by 2021 in his Budget speech, although this will initially only allow for testing of driverless cars.

The German Government has changed its regulations already, to allow the use of Level 3 systems, making it the first market to benefit from the A8's self-driving ability.

Audi expects to roll out the Traffic Jam Pilot system in the UK from 2019.

"It sounds like the Government has only just started ramping up discussions about autonomous cars but it isn't just about infrastructure and road conditions," said Dan Marsh, product manager for the Audi A8.

"Liability has not been decided yet. If the car drives by itself then there are still a few things to overcome."

"The technology is there. It's just waiting on legislation," he added.

Audi's system works by using a collection of

STAGES OF AUTONOMY

LEVEL 1 Driver assistance: The system is able to take over either the steering or the speed of the vehicle. It supports the driver who remains responsible and must be ready to assume control immediately. Includes adaptive (radar guided) cruise control and lane-keep assist.

LEVEL 2 Partial automation: In certain situations the driver can delegate continuous steering and speed control of the vehicle to the system, but must monitor the system at all times and assume control as needed. An example is Tesla's Autopilot system or Volvo's Pilot Assist.

LEVEL 3 Conditional automation: The driver no longer has to continuously monitor and can carry out other activities, supported by on-board equipment. The system autonomously recognises when the ambient conditions no longer match the range of functions of the system. In these cases, the vehicle prompts the driver to take over the task of driving the vehicle, with several seconds' advance warning. The traffic jam pilot in the new Audi A8 will satisfy these criteria.

LEVEL 4 High automation: Systems with level 4 function do not require any assistance on the part of the

driver, but their function is limited to a specific area – such as on highways or in a parking garage. In these places, the driver can completely transfer the task of driving to the system. The driver only needs to resume the task when the car leaves the area defined for highly automated driving. If the driver does not react, the system assumes a safe position, e.g. pulls onto the shoulder and stops there.

LEVEL 5 Full automation: The car assumes complete control. Level 5 systems do not need help from the driver in any situation. Control elements like the steering wheel or pedals are no longer necessary.

sensors that scans the car's surroundings. The central driver assistance controller is a high-speed computer which collates the data to continually produce an image of the surroundings with the help of data from radar sensors.

Later this year, Audi will introduce its smartphone remote parking feature in the UK which allows the driver to exit the vehicle and remotely activate the car's self-parking system. The car will also be able to move itself in and out of a garage by remote command.

Marsh said: "It is really important for us. We are the first manufacturer with a production car to have these features and we want to capitalise on that."

"It would mean a lot for us to bring that to market first."

"AI and the Level 3 technology is the unique selling proposition of the car. We want to get that out to market as soon as possible."

Currently, the new A8 features Level 2 autonomous features as standard. Its Adaptive Cruise

Assist combines Lane Assist and Adaptive Cruise Control which can effectively drive the car in most conditions. However, the system will disengage if the driver lets go of the steering wheel.

Marsh confirmed that he is working to create an option package which will combine the autonomous features, once available, to make it easier for customers.

You can read more about the new Audi A8 in our first drive review on page 45.

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Models shown are a 2008 SUV Allure 1.2L PureTech 110 S & S, 3008 SUV Allure 1.2L PureTech 130 S & S with optional LED headlights, optional Grip Control, optional Black Diamond Roof and optional Roof Bars. All-new 5008 SUV Allure 1.2L PureTech 130 S & S with optional Black Diamond Roof and optional Grip Control. Award logos relate to the following awards: 2008 SUV won Best Small SUV in the Driver Power 2017 New Car Survey, 3008 SUV won Best SUV in the Carbuyer 2018 awards and the all-new 5008 SUV won Best Large SUV in the What Car? Car of the Year 2018 awards. Information correct at time of going to print. ^Calls are free of charge from all consumer landlines and mobile phones. If you are calling from a business phone, you should check with your provider whether there will be a charge for calling an 0800 number.

Call for more traffic cops to give UK 'the safest roads in the world'

Police argue for extra officers and new approach to enforcing road traffic laws

By Gareth Roberts

The Police Federation is calling for more traffic officers and the use of dashcam footage to catch drivers who flout the law.

It wants a new approach to roads policing after the number of dedicated officers has fallen over recent years.

The total number of specialist roads officers across all 43 forces has fallen from 5,634 in 2010 to 4,934 in 2017, according to data from the Home Office.

Jayne Willetts, roads policing lead at the Police Federation of England and Wales (PFEW), told delegates at its annual roads policing conference in Hinckley, Leicestershire, that there is a worrying trend of existing roads officers being redeployed to other operational duties.

"To put it bluntly, the current situation is not good enough," said Willetts. "There are some people in the Government and some senior managers that will agree resources do matter,



"To put it bluntly, the current situation is not good enough"

Jayne Willetts,
Police Federation of England and Wales

but for others the message is simply not getting through. Think of what we could achieve with more. Think of the lives we could save if we had more resources."

The Government has introduced tougher penalties for using a mobile phone while driving and for drug driving, but has faced criticism

for having too few officers to enforce the laws.

Chief Constable Anthony Bangham, roads policing lead for the National Police Chiefs' Council (NPCC), believes the UK could have the safest roads in the world if drivers had a "genuine fear of being caught" if they speed, use a phone at the wheel or drive under the influence of drink or drugs.

Bangham also called for an end to officers allowing a 10% buffer over the signposted limit (fleetnews.co.uk, February 1), arguing that police spend too much time trying to justify speeding tickets and being "patient" with speeders.

He said the lack of money and resources could be mitigated if "all police officers make it their business to police the roads" and the public could upload dashcam footage of wrongdoing.

"Let's commit to having the safest roads, let's make it everyone's business, let's embrace technology and what the public can do," said Bangham. "Let's get out there and send the message that we're proud of what we do."

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Allow van replacement cycles to run their course, fleet bodies urge

Research shows fleets will struggle to comply with clean air zones

By Gareth Roberts

Long replacement cycles for vans could leave fleet operators facing daily charges when clean air zones (CAZs) are introduced in London and other major cities.

Euro 6 – the latest emissions standard – has been chosen as the diesel benchmark for London's ultra-low emission zone (ULEZ) and is also expected to be used as the threshold for many CAZs.

However, current penetration rates of Euro 6 vans, across fleets of all sizes, mean many operators will be unable to ensure all their vehicles are fully compliant.

In addition to London, there are five other cities – Birmingham, Derby, Leeds, Nottingham and Southampton – which have to introduce CAZs before 2020.

The Government has identified a further 23 local authorities in its air quality plan where CAZs could be introduced to reduce emissions.

Its CAZ framework suggests Euro 6 diesel for cars and vans, and Euro VI for trucks, as minimum standards.

Local authorities will need to set out their initial plans by March. These will be followed by final plans in December.

FLEET MARKET REPORT

Detailed analysis from Sewells, in its UK LCV Fleet Market report, suggests that van fleets will have to renew almost two-thirds of their vehicles if they wish to avoid potential charges.

More than 60% of sub-two-tonne vans are not Euro 6 compliant, while just two in five (40%) vans weighing 2.5-3.5 tonnes reach the required standard, the report says.

With companies typically replacing vans every five-eight years, the Freight Transport Association (FTA) is warning that many businesses will be locked into lease agreements which will be costly to get out of.



"We are calling for a carefully managed transition"

Gerry Keaney, BVRLA

HOW WILL THE INTRODUCTION OF CAZS IMPACT FLEET COSTS AND INFLUENCE FUTURE FLEET DECISIONS?

	Fleet size		Types of vehicle on fleet		
	25-99	100+	Cars only	Vans only	Cars and vans
We will only operate vehicles that can enter CAZs without paying a charge	21%	28%	30%	24%	22%
CAZ charges will not be high enough to change our fleet policy	41%	30%	48%	41%	30%
We are investigating zero emission vehicles for journeys into CAZs	30%	28%	22%	35%	30%
We have already adopted zero emission vehicles in anticipation of CAZs	6%	8%	-	-	12%

Source: Sewells Fleet Market Barometer

"For those whose businesses operate inside a CAZ, a period of grace, giving them extra time to comply, would provide much-needed breathing space," said Elizabeth de Jong, FTA director of UK Policy.

The report says it is small operators, with six-25 vans, who are significantly more likely to have fully compliant fleets. One-in-four (24%) said the penetration rate of Euro 6 vans in their fleet was currently between 91-100%. That compared to fewer than one-in-five (17%) of large van fleets (101-plus vehicles) and just 13% of companies, operating between 26 and 100 vans.

The British Vehicle Rental and Leasing Association (BVRLA) has urged policymakers to support business through a managed transition; allowing operators time to make adjustments in line with their normal replacement cycles, without incurring unnecessary additional costs.

BVRLA chief executive Gerry Keaney said: "We are calling for a carefully managed transition that encourages people and businesses to use more sustainable vehicles and modes of transport. "You only have to look at some of the recent adverse reaction from the taxi community in Leeds to see [CAZs] have the potential to significantly impact local people and businesses."

Leeds City Council is consulting on proposals to charge cabbies £12.50 a day to enter its CAZ unless they drive an ultra-low emission vehicle (ULEV) – either petrol hybrid or electric. However, cars and vans are exempt from its CAZ proposals.

In London, only diesel Euro 6-compliant cars and vans will avoid a £12.50 daily fee, with operators of non-compliant vehicles facing an annual charge of up to £4,562.50.

Despite the potential cost, 41% of van fleets said charges would not be high enough to change their fleet policy, compared with almost half (48%) of company car operators and less than a third (30%) of mixed fleets.

However, some are determined to adhere to air quality standards. The report states that one in four van fleets will only operate vehicles that can enter an air quality zone without paying a charge. That compares with almost a third (30%) of company car operators and one-in-five (22%) of mixed fleets.

FLEETS INVESTIGATE ZERO EMISSION VEHICLES

Increasing concerns around air quality, as well as the threat of even tighter emissions stand-



Royal Mail fleet is "getting on front foot for future changes"

ards, is persuading some to go even further and investigate the adoption of alternative fuel vehicles (AFVs).

One-in-five (22%) company car operators said they were investigating zero emission vehicles, compared with 30% of mixed fleets and more than a third (35%) of van operators.

The largest van fleet in the UK, Royal Mail, has

started to future-proof its delivery service with the acquisition of 100 Peugeot Partner L2 Electric vans.

Paul Gatti, Royal Mail fleet director, said the move puts the postal service "on the front foot for future changes in emissions legislation".

"Emissions are an important issue for us and we are continually looking at ways to reduce our

carbon footprint and our impact on air quality," he said.

"Improving the efficiency of our fleet by introducing electric vans is just one example of this. Our research has shown that electric vans are a good operational fit with our business."

However, British Gas has had to push back its 10% EV van target a further three years to 2020, after it blamed shortcomings in the available technology.

The UK energy provider trialled 28 Nissan e-NV200s in 2013 and then went on to order an additional 100 on a five-year contract in 2014. At the time, the plan was to expand the electric van fleet to around 1,300 vehicles out of its 13,000 commercial vehicles. However, it currently has just 113 on fleet.

It is involved, however, with a 12-month trial of Ford's new plug-in hybrid electric (PHEV) Transit Custom, which also includes Transport for London, Addison Lee, DPD, Speedy Services and the Metropolitan Police.

The Sewells research asked respondents how they expected the proportion of alternative fuel light commercial vehicles on their fleet to increase over the coming few years.

Almost a quarter (24%) of van-only fleets think that at least 5% of their light commercial vans will be AFVs in five years.

Mixed fleets were more optimistic, with 41% saying they expected the share of AFVs operated to be at least 5%.

■ **Leeds City Council hosts air quality round-table debate – see page 20.**

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Majority of fleets would prefer to keep leased vehicles off their balance sheets

Accounting changes may prompt fleets to switch to rolling rentals

Rental firms talk up deals ahead of new accountancy rules on January 1, 2019

By Tom Seymour

Rental companies are talking up rolling rental deals as a way for fleets to avoid new lease accounting rules that require vehicles to be reported on balance sheets.

The lease accounting changes, which take effect from January 2019, will mean leased assets (including vehicles on operating leases) will be brought on to companies' balance sheets. Keeping vehicles off-balance sheet helps to keep the debt-to-equity ratio low.

The rules are being introduced by the International Accounting Standards Board (IASB) with the aim of giving a more complete picture of a company's financial position.

They apply only to companies that report under IASB such as those listed on the stock exchange; the UK Generally Accepted Principles (GAAP), under which the majority of small to medium size companies report, are not affected.

Rental companies are excited by the fact that the forthcoming IAS16 standard allows organisations to keep a leased asset off-balance sheet if the duration of the lease is below 12 months and the treatment of the asset is uniform across all vehicles of a similar type.

David Brennan, Nexus Vehicle Rental chief executive, said: "We are expecting more fleet operators to turn to rental due to the flexibility it provides."

"Unlike leased vehicles, short-term hires aren't required on balance sheets from 2019 and this, coupled with the economic uncertainty posed by Brexit, is causing many operators to switch to rental as their chosen funding method."

Clive Forsythe, Europcar UK Group corporate sales director, said there has been a definite move towards greater use of mid- and long-term rental solutions by its corporate customers.

Forsythe said this has largely been driven by



"Some companies might not want to have as much liability on the balance sheet"

Peter Jardine, Countrywide

fleets looking for flexibility, both in relation to cost and accessing the right vehicle for the job, compared with outright purchase or three-to-four year lease deals.

However, Caroline Sandall, deputy chair of fleet representative body ACFO, urged fleets to be cautious if adopting a fleet-wide approach to switch to 12 month rentals.

She said: "I understand why rental companies are looking at this and that – for some fleets – this may be attractive."

"However, it is likely to be limited to certain fleets where their company portfolio is such that this change in accounting rules does matter or where the admin burden is such that they want to avoid it."

Brennan said fleets should be aware of the lease accounting changes, but as the deadline for transition draws closer, they "should be thinking seriously about how they choose to access vehicles from 2019".

He believed there was widespread uncertainty about how the changes will impact fleets.

Sewells' Fleet Market Report 2016 showed 81% of those surveyed stated the ability to keep leased vehicles off balance sheet was important, (37% said it was very important and 44% said it was important). Only 5% said the balance sheet treatment wasn't important.

However, the British Vehicle Rental and Leasing Association (BVRLA) has consistently said the accounting changes will not erode the key benefits of leasing. Gerry Keaney, BVRLA chief executive, said: "Vehicle leasing continues to grow in popularity and this has very little to do with any balance sheet advantages."

"Its main value comes elsewhere, sheltering companies from the risk of fluctuating vehicle values, providing them with extra flexibility and purchasing power and freeing-up precious working capital that would otherwise have been spent buying an asset."

Peter Jardine, Countrywide group fleet manager, said decisions on a fleet's asset funding were usually down to the view of the finance director.

"Some companies might not want to have as much liability on the balance sheet," he said.

Jardine is planning to move a proportion of the Countrywide fleet of 4,300 cars across to outright purchase but this action is fuelled by cost savings and flexibility of disposal.

However, he added: "The lease accountancy changes make the decision easier as there is no longer the off balance sheet advantage to contract hire."

Sandall said that if a fleet could or should be using long terms contracts and switches to 12 month rental, it could be seen as skirting around the rules and therefore at risk of scrutiny.

"Make sure any arrangements are cleared by internal accounting teams and/or seek external guidance to comply with the 'letter of law' – but also with the spirit of the legislation," she said.

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THE BIG PICTURE

By Stephen Briers, editor, *Fleet News*



Happy birthday to us... *Fleet News* has reached middle age. We're 40 this year – 40 years of providing you with the best insight, views, news and analysis; 40 years of being the voice of the fleet sector; 40 years of bringing fleet decision-makers together to discuss challenges and best practice.

Over four decades, my predecessors have been instrumental in driving forward the professionalism and supporting key industry bodies. We were there at the formation of the ICFM, offering sponsorship, publicity and a bursary to help the fledgling organisation find its feet; and we supported the British Vehicle Rental and Leasing Association (11 years our senior) by giving it a stake in our Fleet Motor Show in the nineties.

“40 years of bringing fleet decision-makers together to discuss challenges”

Today, we continue to drive the agenda with our colleagues at ACFO and BVRLA, holding meetings on the big topics, such as legislation and air quality, which enable fleets to share their views with national and local government. And, we continue to offer complimentary exhibition space to ACFO, ICFM, FTA and others at Fleet Live – it's our way of helping them to help the fleet sector.

Fleet has undergone substantial change since 1978: taxation, the way vehicles are funded, changes in the fleet manager role, the focus on safety and the environment, the rise of outsourcing, and in numerous other ways.

But the next few years will arguably see even greater upheaval. Travel management, mobility, autonomous vehicles, electric and hydrogen cars, big data, air quality – all and more will both revolutionise the way companies move their people and products around and change the role of those making and managing the decisions.

We need to change and adapt too, which is why we are introducing new sections to *Fleet News* this year and refocusing our events to shine the spotlight on these challenges and trends.

Here's to the next 40 years!

YOUR LETTERS

COMPANY CAR TAX

It's like being taxed for having a computer



EDITOR'S PICK

Bob the engineer wrote:

Having read 'Open letter to the Chancellor – company car BLK tax system is unfair and unjust' (fleetnews.co.uk, January 30, 2018), there are some great ideas in there.

I personally have been harping on about the unfairness of the assumption of the benefit of cars.

How can it ever be fair that someone who uses a vehicle 90% of the time for business and 10% personally, pays exactly the same tax as someone who does 10% business

use and 90% private? We have both extremes in our company for sure.

I certainly don't begrudge anyone a perk car but that is what it is. For many, a company car is a mobile office/workshop/supply store/toolbox/4wd site access tool etc. It's like being taxed for having a computer or set of screwdrivers made available, which of course we don't, even though, heaven forbid, we may do something non-work related on the computer or put a shelf up at home with the screwdrivers.

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

CAR REGISTRATIONS

Don't ignore the benefits of diesel

Robberg wrote:

Having read 'Diesel share of UK new car market to fall to 15%' (fleetnews.co.uk, January 10, 2018), this is a typical case of Government weakness and the power of the mass media to mislead.

Yes, get rid of older diesel (and petrol) vehicles, but there's nothing wrong with a modern diesel compared to a modern petrol car. Don't CO₂ emissions matter anymore?

Changing from diesel to petrol can be a short-sighted, knee-jerk reaction just to appease certain interests. I'm sure a lot of drivers won't be happy getting a

petrol car that typically does 10-to-15mpg less than a diesel when they pay for their own fuel, not to mention the additional fuel cost to the business for work mileage.

The Government doesn't care as it will receive more VAT and fuel duty due to the increased amount of fuel purchased.

A hybrid isn't much better than a petrol car unless it's driven by a Sunday afternoon driver.

Electric could be the answer but is still far from a viable alternative until three issues are sorted out – range, cost to buy and infrastructure.

ELECTRIC VEHICLES

Fit new houses with charge points

Helen Miller wrote:

Having read 'Public charge points put electric car revolution at risk, says RAC Foundation' (fleetnews.co.uk, October 4, 2017), we need the Government to require that all new houses are built with electric vehicle charging points as it is much cheaper to include this up front than it is to retrofit.

DIESEL CARS

Will diesel surcharge fund charge points?

Steve Openshaw wrote:

Having read 'Islington Council to introduce £2 parking surcharge for all diesel vehicles' (fleetnews.co.uk, November 11, 2017), if these councils do bring in a diesel [parking] surcharge, are they going to channel this extra revenue into more accessible electric vehicle charge points to facilitate take up of cleaner EV cars and vans?

ROADS POLICING

The thin blue line

John4870 wrote:

Having read 'Motorists escape prosecution due to lack of police, says AA' (fleetnews.co.uk, January 23, 2018), all I can say is police, what police? There are a few around in larger cities, but the rest of us don't see police officers from one month to the next.

HAVE YOUR SAY Email: fleetnews@bauermedia.co.uk Comment online: fleetnews.co.uk
LinkedIn: UK fleet managers group Twitter: twitter.com/_FleetNews

ROAD SAFETY

Tailgaters cause the traffic jams

David Holmes wrote:

Having read 'One third of drivers admit to lane hogging' (fleetnews.co.uk, January 3, 2018), I've seen lots of instances of tailgating on the motorway, often involving multiple cars.

I'd really like to see this cracked down on by the police as it is the tailgaters who have to brake harder that cause most of the shockwave braking incidents that bring motorways to a grinding halt.

Drivers need educating that lower speeds mean better traffic flow and fewer stoppages.



AIR QUALITY

Consistent approach by councils required

Tom Reading wrote:

Having read 'Hackney and Islington councils consulting on ULEV-only streets' (fleetnews.co.uk, January 29, 2018), it's good to see that businesses are exempt from this proposal. However, it does strike me as a worrying example of local authorities taking a piecemeal approach to emissions that could result in myriad approaches for fleets to negotiate. Islington is already considering hitting all diesel vehicles – including Euro 6 diesels and diesel hybrids – with a £2 per hour visitor parking surcharge, while the mayor of London is introducing city-wide measures. There needs to be a coordinated and consistent approach.

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Burning question:
What one thing would you never want to do again?

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COMMENT

FLEET OPINION

USED VEHICLES

Time to consider used car leasing

By Shaun Sadlier

Used vehicle leasing has been around for a while but has never made a huge impact. However, at Arval, we believe the time is right for that to change.

Why? There are a number of factors at play but the main one is the vehicles themselves. Not very long ago, a two or three-year old car or van that had already been through one fleet life tended to show signs of that use. Now, improved durability means a properly maintained vehicle is, in many ways, difficult to differentiate from a new one. It might be second hand but it is no way second best.

Another factor is price. Leasing rates have increased in the past couple of years, prompted by everything from the fact that new cars have simply become more expensive to greater uncertainty over residual values. However, the monthly rates on a used car can be up to 30% lower than the equivalent new model and this is a large enough difference to make many customers consider the proposition.

At the same time, leasing habits have changed. Growth in private lease means we have more short-duration, high spec vehicles coming back to us which are in great condition and perfect for re-leasing. Other leasing companies will have seen a similar trend.

The disadvantages are few. Really, the main one is vehicle choice. No leasing company is able to provide an exact model, colour and spec in the same way they can for a new car. It is more a question of what's in stock at any given point in time. For this reason, it is difficult to see used leasing becoming part of a normal acquisition policy for major fleets – there is simply not enough standardisation.

However, where we see the vast majority of leases being written is for SMEs and for personal contract hire. Here, someone acquiring one or just a handful of vehicles is likely to be much happier choosing from a range of models that is attractive but not necessarily hand-picked.

At Arval, we've got our own used car leasing product and we are excited about its potential impact. While it is likely to only form a minority part of our overall business mix, it is an attractive offering which, we believe, could be ideal for the market at this point in time.

"The monthly rates on a used car can be 30% lower than the equivalent new model"



Shaun Sadlier, head of the Corporate Vehicle Observatory, Arval



Simon Marsh, managing director, VisionTrack

SAFETY TECHNOLOGY

Embrace car safety advancements

By Simon Marsh

The motoring landscape has changed beyond recognition in recent years. Around 66% of new cars now feature some kind of advanced driver assistance systems (ADAS) technology and we now have more than 500 miles of 'smart' motorway to contend with.

The Internet of Things (IoT) has been making waves in fleet for the past couple of years, dominating the headlines along with artificial intelligence and the many other breakthroughs in insurtech (such as tracking and telematics).

There is no doubt that these advances in innovation are changing the way we run businesses and operate on the roads. The bearing on driver behaviour, insurance premiums and safety is massive and the ability to track all vehicles on the road is altering the landscape of fleets in an unprecedented way, particularly in insurance.

The immediate impact on liability and premiums, both of which will evolve even further as developments are made, may mean that annual policies become a thing of the past before long.

The pricing will be so accurate that committing to a premium for a year will seem archaic, clearly a huge benefit to fleet managers who present a lower risk to the insurer. Those who carry a greater risk may, however, find this change has a sting to its tail.

The greatest impact, in theory, is far safer roads and fewer incidents as drivers modify their behaviour.

Smart technology in vehicles is already preventing potential hazards, but we're a long way off driverless cars being mainstream on the roads so driver behaviour is still key.

There's never been a better time to turn good driving behaviour into serious cost saving. IoT data can be applied to every aspect of a person's life in theory and, although to some this may all seem a bit Big Brother, when applied to the roads, it not only eradicates any doubt over who is liable in an incident, positively impacting fraud, but fleet managers can reap the financial benefits of having a 360-degree view of what is happening in their fleet.

The revolution is already here – it's time to embrace it!

"There's never been a better time to turn good driving behaviour into serious cost saving"



For more fleet opinion from the industry, visit fleetnews.co.uk/opinion



Roundtable delegates make their views known as part of the Leeds City Council consultation

Consistent approach is critical for success of clean air zones

Leeds air quality roundtable hears fleets urge local authorities across the country to work in unison and communicate their plans without ambiguity

By Stephen Briers

Two messages dominated the first clean air zone (CAZ) roundtable in Leeds: fleets need a consistent approach from all the cities in England introducing CAZs and the local authorities must have a clear communications plan.

Fleet decision-makers, leasing companies and industry representatives meet with local councillors from Leeds City Council to discuss proposed regulations to tackle air quality issues.

CLEAN AIR ZONE CLASS OPTIONS

| Clean air zone class | Vehicles Included |
|----------------------|--|
| A | Buses, coaches and taxis |
| B | Buses, coaches, taxis and heavy goods vehicles (HGVs) |
| C | Buses, coaches, taxis, HGVs and light goods vehicles (vans) |
| D | Buses, coaches, taxis, HGVs, vans and private cars (option to include motorbikes and mopeds) |

The roundtable, jointly hosted by British Vehicle Rental and Leasing Association (BVRLA), Energy Saving Trust (EST), ACFO and *Fleet News*, raised a number of points that the council promised to take into consideration as part of the consultation period, which ends on March 2.

The CAZs, mandated by Government in Birmingham, Derby, Leeds, Nottingham and Southampton to improve air quality, fall under a loose 'class' framework (see 'clean air zone class options'), but each of the five cities required to introduce them are working on their own solutions. There is some cooperation and sharing of ideas, but not enough.

Leeds City Council is leading the way, having published its consultation document in January. The council is taking a moral as well as legal approach, but recognises the need to consider industry concerns.

"We have a massive challenge that we are facing as a city," said councillor Lucinda Yeadon, deputy leader and executive member for environment and sustainability, Leeds City Council.

"Legal compliance is one thing, but this is a health issue and we have a moral responsibility to do something."

Leeds City Council claims to have the largest electric vehicle fleet of any local authority in England with 100 EVs – Yeadon herself has replaced her diesel car with an electric

vehicle – and it is developing an alternative fuel site in the city for compressed natural gas in preparation for switching most of its refuse fleet across. It also offers free car parking in the city centre for residents driving electric vehicles.

"Our constituents don't want to live in a city that has a reputation for poor air quality so there is a will to do something about it," Yeadon said.

The council's objective is not to profit from a clean air zone, she added.

"We are working with the industry that might be impacted – we don't want to unfairly penalise businesses or damage the commercial viability of the city. We don't want to fine people – that defeats the objective; we just want to improve the air quality."

Following extensive modelling, the council opted for CAZ Class B, which, it believes, will achieve its targets if combined

"Legal compliance is one thing, but this is a health issue and we have a moral responsibility to do something"

Lucinda Yeadon, Leeds City Council

with other measures, such as moving the taxi fleet to electric and hybrid cars. It is still working through the overall economic impact across different industries though discussions with interested parties.

The charging structure, based on the London scheme of £100 per day for HGVs, is intended as a (dis)incentive toward cleaner vehicle uptake and driving. As such, given that the emissions difference between Euro 3 and Euro 6 is so great, the council is considering submissions supporting a tapered CAZ charge.

Its investment in the scheme will be substantial: the scale of infrastructure includes approximately 476 signs and 326 cameras, for example.

While fleets welcomed Leeds City Council's measured approach to air quality, they voiced concerns about the various local authorities across the UK working in isolation.

"We need consistency between CAZs throughout the country," said one. "Signage, charges and system operations should all be common between CAZ cities in order to reduce disruption and confusion on the part of fleet operators."

Yeadon backed this position. "We believe that a national framework is required to support new clean air zones, with greater guidance from central Government," she said.

Another fleet operator pointed to the difficulties commercial fleet operators have in changing or amending their vehicle replacement cycles. Many purchase vans and HGVs to be operated over the next six or seven years – and for some, particularly large trucks, this could be up to 12 years.

However, they must respond to new standards being set by city authorities which are to be implemented within two years. City councils should therefore involve, engage with and support fleet operators as much as possible, if the goal is to achieve maximum improvements in air quality.

The BVRLA called for greater support for commercial vehicle operators as "they will struggle the most", but also urged Government to amend its low emission vehicle incentives to last the lifetime of the vehicle and not just the first owner.

Support from the council can take many forms. For example, some commercial fleets are constrained by grid restrictions as to the number of charging points they can install, which, in turn, affects the number of EVs they can buy and operate.

Others, who lease their premises, require registered landlord consent to make changes such as EV charging point installation. Assistance from the council can make a big difference in overcoming such regulatory obstacles.

While the Leeds City Council proposals are intended to tackle vehicles entering the city centre, some fleet operators with distribution centres just inside the proposed zone raised the prospect of exemptions when their vehicles are travelling away from the centre towards the motorway.

In addition, to help reduce business disruption, the CAZ should allow a sunset clause that gives smaller- and medium-sized businesses more time to become compliant. It should also provide additional flexibility and support for businesses that face particular challenges in upgrading their fleet (examples of support could include retrofitting grants or van permits).

For their part, employers agreed that they should commit to initiatives aimed at reducing the use of older and more polluting 'grey fleet' cars in both the public and private sectors.

The council promised to consider all replies to its consultation.

■ To respond to the Leeds City Council consultation on the CAZ (which ends on March 2) go to: [news.leeds.gov.uk/leeds-public-consultation-launched-on-reducing-air-pollution-and-introducing-a-clean-air-zone/](https://www.leeds.gov.uk/leeds-public-consultation-launched-on-reducing-air-pollution-and-introducing-a-clean-air-zone/)

FLEET SECTOR'S POLICY PROPOSALS

1 Incentivise fleets to make collections and deliveries outside times of heavy traffic to minimise congestion, a major contributor to air pollution. For example, fleet vehicles could be allowed to enter the CAZ without charge between 1am and 5am.

2 Consistent methods of charging between CAZ cities is key. A single site or portal could be developed centrally that would allow commercial fleets to pay for any non-compliant vehicles entering several CAZ zones in one day at the same time.

3 Ex-fleet vehicles are typically lower in emissions than the average counterparts on UK roads. A council portal or website could be developed to enable BVRLA members to sell vehicles directly to local businesses in Leeds, thereby moving the greenest vehicles to businesses requiring road transport.

4 Provide mobility credits, redeemable on public transport, car rental, car clubs, or other forms of greener travel, to drivers giving up older, more polluting diesel vehicles. Funding would be provided by the Government's Clean Air Fund.

NEIL EVANS, DIRECTOR OF RESOURCES AND HOUSING, LEEDS CITY COUNCIL



Leeds City Council considered three options to meet its air quality obligations.

Option one was no CAZ and non-charging interventions, such as park and ride. Modelling showed improvements in air quality, but it didn't achieve compliance.

Option two was an inner ring-road CAZ. However, modelling showed this would result in vehicle displacement into inner city communities, as much as three times in some areas. It also didn't achieve compliance.

The council opted for option three, an outer ring-road/motorway network zone. "Everything within this would be subject to charge," said Neil Evans. "It leads to very little vehicle displacement, it's a model that people will understand and it improves health in a wider area."

He considered applying CAZ Class D – charging all types of vehicle from trucks to motorcycles. It would achieve compliance, but there were economic implications.

Class D would encompass 500,000 cars, 120,000 vans and 40,000 trucks but, by 2020, just 44% of diesel vans and

cars are expected to be compliant.

"This is a route we don't want to go down," said Evans. "Instead, we propose CAZ B."

There is one issue: Class B brings most areas under the air quality limits, but not all; therefore, Class B marginally fails. It requires additional measures to ensure compliance.

"The additional measures include encouraging voluntary movement to alternative vehicles and moving private taxis from Euro 6 to hybrid and electric," said Evans. "This equates to 5,000 vehicles and 50,000 miles a year – the impact is significant."

The council has applied for £1.9 million of funding from Government to invest in an electric infrastructure and it will embark upon a communications campaign to promote the benefits of switching to electric – estimated by Energy Saving Trust to save £100 in refuel costs for every 1,000 miles driven.

The council also recognises that, for HGVs, there are supply shortages due to the high demand for Euro 6, and there is a lack of retrofit solutions for non-compliant trucks to meet the standard – 20% are expected to be non-compliant in Leeds by 2020.

"We are lobbying Government to accelerate retrofit options," Evans adds.

| Activity | Timescale |
|----------------------------------|------------------------------------|
| Consultation, phase one | Mid-December – start of March 2018 |
| Present preferred solution | June 2018 |
| Consultation, final phase | July/August 2018 |
| Government approval | September 2018 |
| Implementation of infrastructure | October 2018 onwards |
| CAZ go live | January 1, 2020 |



JASON HARGREAVES, SENIOR FLEET BUSINESS PARTNER, ROYAL MAIL

The annual cost to Royal Mail of taking no action to comply with the CAZ in London from 2019 amounts to £7.7 million in charges for light commercial vehicles and £11.3m for trucks. The bill today for the congestion zone is £960,000.

Royal Mail, with its fleet of more than 45,000 vehicles – of which fewer than 10,000 are currently Euro 6-compliant – keeps its vehicles typically for up to nine years. It will need to undertake considerable capital expenditure to make the switch.

"It's a huge impact and will be replicated across the country," said Jason Hargreaves.

The company has already invested in 110 electric vehicles, including trials of small trucks with Arrival, and the necessary charging infrastructure at its depots.

"We are working on our environmental strategy and our understanding of what the van of the future needs to look like, especially as our capacity requirement increases because we are moving from letters to parcels," Hargreaves added.

"But we don't know the full LEZ (low emission zone) strategy. We are buying vehicles now for the next nine years but what are cities doing for the next two years? And, what is the lifespan of Euro 6? When is Euro 7 coming? No one knows."

ANDREW BENFIELD, GROUP DIRECTOR OF TRANSPORT, ENERGY SAVING TRUST



Although non-transport sources of NOx are considerable contributors, road transport is responsible for 80% of NOx concentrations at roadside, with diesel vehicles the largest source in the local areas of greatest concern.

Help is available. Government incentives include the plug-in car and van grants, home and workplace charge schemes, on-street residential charge scheme and a £255 million implementation fund

and £220m clean air fund.

The Government has also committed to investing almost £3 billion in air quality and cleaner transport. This includes:

- £1.5bn in ultra-low emission vehicles and infrastructure
- £89m in Green Bus Fund
- £1.2bn in Cycling and Walking Investment Strategy
- £100m for air quality as part of Road Investment Strategy

■ £67m in Clean Bus Technology Fund and Clean Vehicle Technology Fund

However, according to Andrew Benfield: "There's a lot of money but it can be tricky to access. The issue is a lack of expertise locally to access it; it's not down to a lack of willing."

EST can help organisations to secure funds. "Our capacity to provide expertise and assistance to local policymakers, supply chains and organisations will be bolstered in 2018/19," Benfield said.

"Our capacity to provide expertise and assistance will be bolstered in 2018/19"

Andrew Benfield Energy Saving Trust

FLEET

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FleetNews

AWARDS
2018FLEET NEWS
AWARDS 2018:
THE FINALISTS

The industry's most prestigious awards take place on March 14. Find out here who's in the running

Four days of judging and many hours of sifting through more than 200 entries from fleets, manufacturers and suppliers have led to this point: the reveal of the Fleet News Awards 2018 finalists. Congratulations to all the companies and people that have made it this far – many didn't, emphasising the achievement in simply getting onto the shortlist.

THE CATEGORIES

FLEET AWARDS

Fleet of the Year up to 1,000 vehicles

Dundee City Council
Eric Wright Group
Freedom Group of Companies
Gateshead Council
Lyreco
Momentum Instore

Fleet of the Year 1,001-plus vehicles

Computacenter (UK)
Police Scotland
Rexel UK
Royal Mail
Scottish Water
Siemens

Safe Fleet Award

Addison Lee Group
Gateshead Council
Royal Mail
Scottish Water
Skanska UK
Sponsored by Licence Check

ECO Fleet Award

Dundee City Council
Edinburgh College
Farmdrop
University of Birmingham
University of Cambridge
Z-Tech Control Systems
Sponsored by BMW (UK)

Outstanding Cost Control

Dundee City Council
Police Scotland
Rexel UK
Royal Mail
Siemens
Sponsored by Zenith

Most Improved Fleet of the Year

Freedom Group of Companies
Rexel UK
Scottish Water
Sponsored by Reflex Vans

HEADLINE AWARDS

Fleet Manager of the Year

David Fisher, Rexel UK
Gary McRae, Dundee City Council
Julie Madoui, Skanska UK
Paul Brown, Freedom Group of Companies
Sponsored by Fiat Chrysler Automobiles

Fleet Supplier of the Year

AA Fleet and SME
Aston Barclay
BT Fleet Solutions
FleetEurope
Licence Bureau
The Miles Consultancy (TMC)
Sponsored by Hyundai Motor UK

New Company Car of the Year

Audi A5 Sportback
BMW 5 Series
Ford Fiesta
Jaguar XF Sportbrake
Škoda Octavia
Vauxhall Insignia
Volkswagen Golf
Volvo XC60

Fleet Manufacturer of the Year

Audi
BMW
Ford
Mercedes-Benz
Škoda
Volkswagen
Sponsored by KeeResources

Fleet News Hall of Fame

Editor's decision
Sponsored by The Automobile Association

SUPPLIER AWARDS

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

Grosvenor Leasing
Marshall Leasing
Ogilvie Fleet
Pendragon Vehicle Management
Tusker
Sponsored by Jaguar Land Rover

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

Alphabet (GB)
Arnold Clark Vehicle Management
Arval
LeasePlan UK
Zenith
Sponsored by Jaguar Land Rover

Best Rental Company of the Year

County Car and Van Rental
Enterprise Rent-A-Car
Europcar
Hertz UK
Reflex Vans
Thrifty Car & Van Rental
Sponsored by Interactive Fleet Management

Customer Service Award

AA Fleet and SME
Alphabet (GB)
Arval
FleetEurope
FMG
Norton Way Corporate
Sponsored by Škoda UK

Most Innovative Use of Technology

FleetCheck
Innovation Financial Consultancy
JCT600 Vehicle Leasing Solutions
Ogilvie Fleet
VisionTrack
Sponsored by Nissan Motor (GB)

Fleet Dealer of the Year

Johnsons Fleet Services
Norton Way Motors
Pendragon National Fleet Solutions
TrustFord
Sponsored by Santander Consumer (UK)

MANUFACTURER AWARDS

Best Small Car

Citroën C3
Ford Fiesta
Kia Rio
Nissan Micra
Seat Ibiza
Volkswagen Polo

Best Lower-Medium Car

Ford Focus
Hyundai Ioniq
Seat Leon
Škoda Octavia
Vauxhall Astra
Volkswagen Golf

Best Upper-Medium Car

Ford Mondeo
Kia Optima
Mazda 6
Škoda Superb
Vauxhall Insignia
Volkswagen Passat

Best Compact SUV

Audi Q2
Citroën C3 Aircross
Ford Ecosport
Hyundai Kona
Kia Stonic
Seat Arona
Volkswagen T-Roc

Best Mid-size SUV

BMW X1
Kia Niro
Kia Sportage
Peugeot 3008
Seat Ateca
Škoda Karoq
Toyota CH-R
Volkswagen Tiguan

Best Executive Car

BMW 5 Series
Jaguar XF
Mercedes-Benz E-Class
Volvo S90/V90

Best People Carrier

BMW 2 Series Gran Tourer
Citroën Grand C4 Picasso
Ford S-Max
Renault Grand Scenic
Vauxhall Zafira Tourer
Volkswagen Touran

Best Compact Premium Car

Audi A3
BMW 1 Series
Lexus CT200h
Mercedes-Benz A-Class
Mini Clubman

Best Premium Car

Alfa Romeo Giulia
Audi A4
Audi A5
BMW 3 Series
Jaguar XE
Mercedes-Benz C-Class

Best Zero Emission Car

BMW i3
Hyundai Ioniq
Kia Soul EV
Nissan Leaf (2017 MY)
Renault Zoe
Volkswagen eGolf

Green Fleet Manufacturer of the Year

BMW
Hyundai
Mercedes-Benz
Nissan
Toyota

Most Improved Fleet Manufacturer of the Year

BMW
Honda
Mercedes-Benz
Nissan
Seat
Škoda

FLEET NEWS AWARDS 2018 JUDGING PANEL

MANUFACTURER AWARDS

■ Stephen Briers, *Fleet News*
■ Simon Harris, motoring journalist
■ Martin Ward, Cap HPI
■ Andy Cutler, Glass's
■ Mark Jowsey, KeeResources
■ Steve Jones, LeasePlan
■ Joel Lund, Arval
■ Debbie Floyd, Bauer Media
■ Peter Weston, Arcus

SUPPLIER AWARDS

■ Sarah Tooze, *Fleet News*
■ John Pryor, Arcadia/ACFO
■ Debbie Floyd, Bauer Media
■ Stewart Lightbody, Anglian Water
■ Graham Short, Zip Water (UK)
■ Ryan Coles, Aviva
■ David Oliver, Red Bull

AUDITOR Martin Tooze, Deloitte

FLEET AWARDS

■ Stephen Briers, *Fleet News*
■ Caroline Sandall, ACFO
■ Jo Hammonds, Mears Group
■ Peter Eldridge, ICFM

CHAIRMAN

Christopher Macgowan, OBE

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FACTFILE

Company Volvo Car UK
Head of business sales Steve Beattie
Time in role Five months
True fleet sales 2017 20,671
Motability sales 2017 2,100
Key fleet models V40, S60, S90, XC60

'WE SIMPLY DO NOT TALK TO ENOUGH PEOPLE'

After just five months with Volvo, new head of business sales Steve Beattie is confident he has identified how to increase true fleet sales. *Matt de Prez* reports

If you haven't heard from Volvo then you should expect to pretty soon. The company's new head of business sales Steve Beattie has a simple, but very clear, strategy: "We need to talk to more customers."

To achieve it he has restructured Volvo's fleet team, which previously had responsibility for all fleet sales, splitting it between larger and smaller fleets.

Now the business has eight fleet sales managers who will target companies that operate 50 cars or more, while four regional business development managers will work with Volvo dealers to target smaller fleets (five-49 cars).

Prior to his appointment last September, Beattie had a 12-year career with Vauxhall. He spent six years working in fleet sales, most recently as contract hire and leasing manager.

He wants to sell the Volvo brand to corporate customers in the same way it was sold to him. He confessed that the Swedish manufacturer was not really on his radar during his time at Vauxhall, but a single trip to the local dealer had him sold.

"When I walked in to the showroom for the first time and saw a new S90 R Design it was a bit of an epiphany moment seeing 'new Volvo' compared to the old models."

"I knew I could sell these cars if I could make sure user-choosers had the same experience that I had."

Last year Volvo sold 46,139 cars in the UK. Of those, 20,671 were classed as true fleet sales out of a total of 27,683 fleet sales. The remainder were rental and Volvo internal cars.

This year, Beattie is tasked with increasing true fleet sales, rather than overall fleet volume, a strategy begun under Beattie's predecessor Selwyn Cooper (now head of Volvo's financial services division).

"The previous team had done a really good job," he says. "The way they structured busi-

ness sales and what they had been doing met the brief they had at the time.

"But I looked into the data and we simply don't talk to enough people."

"This year we think the market will be down so we need to maintain our share. We may not deliver bigger numbers than last year, we just need to deliver the numbers in the right way with more true fleet."

According to a Sewells survey, Volvo cars appear on fewer fleet policies than any other premium brand – a statistic Beattie is keen to change.

"There are around 10,000 large fleets (50-plus vehicles) in the UK; currently we are only talking to 1,500 of them," he explains.

He has tasked his team of fleet sales managers to find out as much as they can about each of their prospective customers.

"Ultimately it's about making sure our team understands how they [fleet customers] buy. It doesn't matter what their job role is, be it HR, procurement, finance or fleet."

"We need to know what the basis of their fleet policy is. It could be wholelife costs,

P11D or CO₂ – I don't think I've seen two fleet policies that are the same. We have to understand the policy that person looks after. They all have a buying signal," says Beattie.

He wants Volvo to be on as many end-user policies as possible, but stressed that being relevant in those policies is key.

"The success until now was that we were on policy, that's not a success any more. The success now is understanding where we sit on that policy: what cars are on that grade? Where can we compete? How can we get market share of that policy? The team will concentrate on that," he says.

Beattie is confident that by asking the right questions the fleet sales will come naturally. But, he is also excited about his new regional business development team, which will help dealers to boost volume.

He explains: "There are more than 100,000 small businesses in the UK – XC60 and XC90 is absolutely prevalent to the senior managers of small companies."

The new Volvo XC40 compact SUV is expected to be a key driver this year.

"Some 15% of the premium brand marketplace is in that segment so for us it's a huge opportunity," Beattie says. "More people will want to talk to us than before. That will drive opportunity, not just that we will talk to more people but they want to talk to us, too."

Since the launch of the second generation XC90, in 2015, Volvo has embarked on an ambitious model replacement programme. In 2016, the S90 executive saloon and V90 estate were launched and last year saw the debut of the all-new XC60 SUV, the brand's best-selling car.

This year, the XC40 will be rolled out,



"There are around 10,000 large fleets in the UK; currently we are only talking to 1,500"

Steve Beattie, Volvo

alongside new versions of the S60 and V60 by the end of the year.

All Volvo's 60- and 90-series cars are based on the brand's Scalable Project Architecture (SPA) platform. The design is flexible for both size and powertrain, allowing for technologies such as safety equipment and driver assistance features to be shared across the model range.

The XC40 will be the first car to use a

shorter version of SPA called Compact Modular Architecture (CMA).

Eventually all Volvo models will be based on either SPA or CMA.

By 2019 the brand has made a commitment that every new car it launches will feature an electric motor, as either a fully electric car or a hybrid.

Currently, Volvo offers a twin-engine option on the XC60, XC90, S90 and V90. Badged T8, these plug-in hybrid models have CO₂ emissions of below 50g/km and all-electric ranges of around 22 miles.

There is also a diesel hybrid in the current S60, although Beattie confirmed future strategy is based on petrol-hybrid models.

Volvo has also confirmed a plug-in hybrid version of the XC40 using a three-cylinder petrol engine and 75PS electric motor. The same unit will feature in the 60-series cars following its debut in the XC40 later this year.

With current uncertainty over fuel types, Beattie is confident in Volvo's diverse powertrain line-up.

Each engine, regardless of fuel type, is based on the same engine block, which saves money and gives the brand the flexibility to react quickly to changing customer demands.

In 2012, almost every Volvo sold in the UK had a diesel engine, by 2017 that had fallen to 70% and it is expected to continue declining this year. V40 models have already reached an even split of petrol to diesel.

By 2020, the brand has an aspiration to sell 60,000 cars per year in the UK. This will be driven by its entirely new model line-up, electrification strategy and safety commitment that no one will be killed or injured in a new Volvo from that year.

GET READY FOR D-DAY

The forthcoming General Data Protection Regulation (GDPR) will shake up the way personal data is collected, stored and used. *Andrew Don* reports on what it means for fleets

May 25, 2018, is D-Day – or ‘Data Day’ – when the General Data Protection Regulation (GDPR) takes effect. It will not be phased in; it will be implemented in one big bang. The GDPR has been referred to as ‘the Data Protection Act on steroids’ – and for good reason.

Breach the GDPR and the maximum penalty will be a €20 million (£17.9m) fine or 4% of total global turnover for the previous year, whichever is the highest.

This is a gargantuan increase from the current £500,000 maximum for breach of the Data Protection Act 1998.

If you think data protection is a bore or GDPR does not concern you, you’d better think again. The rights of the individual are at the heart of it. That means every employee on a company’s data base – fleet very much included.

The UK is committed to embracing this European legislation, Brexit or no, and the new Data Protection Bill that is going through Parliament encapsulates the GDPR.

It is a juggernaut that is coming your way and everyone, including fleet decision-makers, needs to be prepared.

THE LAW

The GDPR, or Regulation (EU) 2016/679, to give it its more formal title, builds on existing data protection legislation with a particular focus on digitalisation and technology.

£17.9m
maximum penalty for
breach of GDPR regulations

£500,000
current maximum penalty
under Data Protection Act

It covers ‘the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repeals Directive 95/46/EC (General Data Protection Regulation)’.

In the UK, it reforms the eight data protection ‘principles’ in the Data Protection Act 1998 and introduces new principles of transparency and accountability with a company’s ability to prove consent a significant pillar of the new regime.

The regulation aims to give individuals greater control over their personal data and this includes the right to request their data is edited or even erased.

It also introduces a duty to report certain types of breach to the Information Commissioner’s Office (ICO) and, in some cases, to individuals within a set time.

The issue of consent for personal data to be captured and used for more than just contact is one of the trickier areas according to Paula Tighe, director of information governance at legal firm Wright Hassall.

“Individuals must give clear consent for their data to be used, but must be allowed to revoke consent easily at any time,” she says.

“If you change the way you want to use the data, you must obtain a new consent.”

Consent must be implicit and attempts to obtain or confirm consent will help mitigate problems at the hands of the ICO.

Sue O’Connell, compliance manager at FleetCheck, says it may be that existing consents will need to be refreshed if

they are not in line with the GDPR standards. Records will have to be up to date, so regular reviews will be essential.

MONUMENTAL CHANGE FOR FLEETS

So what does all this have to do with fleets? Caroline Sandall, director of ESE Consulting and deputy chairman of fleet operators association ACFO, says the GDPR will fundamentally change the way fleets interact with drivers.

Sandall, who believes the GDPR has been “a little underplayed” in terms of its impact on fleet, says: “A lot of news items have focused on telematics data and the more obvious data things, when actually what is really critical is making sure you can absolutely prove that drivers understand what is happening to their data and that you maintain a robust audit trail to show this.”

Drivers need to understand their obligations, and a tick-box exercise of ‘I have read and understood the policy’ will not stand up to scrutiny.

“This is a monumental change for HR to deliver, or for smaller companies, or a wider group of people because you’ve got to ensure drivers know what they are signing up to when they have a company car,” says Sandall.

“You need to think about how you need to change your processes to adapt to that. If you’ve got a paper process, it’s how you capture that consent because at some point, some-



“You need to think about how you need to change your processes”

Caroline Sandall, ACFO

body will get audited and probably found wanting, and the fines relating to this are substantial.”

Data held by fleet operators which could be affected by GDPR includes:

- Name, date of birth, age, address.
- Phone/mobile numbers, emergency contact details.
- Medical conditions relating to ability to drive.
- Location information while working and potentially outside working hours if using a company vehicle (telematics).
- Driving behaviour (speed, acceleration, ‘aggressiveness’ of driving) – the speed information could be handed to authorities in the future for prosecution.
- Potential in-car CCTV for insurance protection which may include in-cab camera so includes personal video footage.
- Any related HR data handled during driver management; performance and disciplinary data.

PRIVACY IMPACT ASSESSMENT

Tighe says businesses should undertake a privacy impact assessment (PIA) before beginning any project involving personal data where data processing could pose a significant risk to individuals because of the technology used, or the scale of the processing.

“These assessments will help you and the regulator decide the likely effects on the indi-



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INSIGHT: GDPR



vidual if their data is lost or stolen and should form part of your ongoing processes," says Tighe. "Ensure you have a robust process for making the assessments and then record it, along with the outcome – a PIA is a simple step towards compliance, with the emphasis on what you do, rather than on what you say you will do."

O'Connell of FleetCheck says it is essential to start planning for GDPR compliance now.

"Fleet managers need to make sure that decision-makers and key personnel in their organisation are made aware that the law is changing and that they appreciate the impact this is likely to have," she says.

"Companies should also make sure the right procedures are in place to detect, report and investigate a personal data breach."

PROTECTION REGISTER

A data protection register is one of the best ways to protect an organisation against claims of a data breach.

This document records all the actions you are taking to achieve compliance – the single most important step small- and medium-sized enterprises (SMEs) can take towards getting it right by May.

It shows you have understood there is a need for change and what steps you are taking.

Tighe says: "Without a record of what you're doing, the ICO will assume you are doing nothing, which is bad. By starting your register and keeping it up to date with all the actions undertaken, you are doing something, which is good."

WHERE RESPONSIBILITY LIES

Responsibilities for data protection are set at a much higher level than fleet manager and are HR/legal functions. However, data protection issues encompass the fleet manager's role among every other business role and awareness of the law among all employees is essential.

One of the most effective ways of ensuring compliance is for an organisation to recruit a dedicated data protection officer to oversee data-handling processes – especially where businesses deal with personal data on a large scale.

It is not just electronically-held data that can pose a



"A PIA puts the emphasis on what you do rather than what you say you will do"

Paula Tighe,
Wright Hassall

problem, according to Tighe. Fleets need to consider written records because they are also covered by the regulations. This means they will have to ensure all staff are trained on the correct handling of personal data, important when telematics data is accessed and added on by line managers

"Organisations that can prove they have made an effort to comply, even if they are not fully compliant with every aspect of the GDPR from the word go, will fare better than those who cannot," says Tighe.

BIG DATA

Big data enables fleet managers to understand in real-time vehicle performance and driver behaviour but the explosion in available information means employers must be vigilant in complying with the GDPR.

The legislation will have a significant impact particularly for the fleet introduction of internet-connected cars.

The ICO has already undertaken initial work with the Society of Motor Manufacturers and Traders (SMMT) and the British Vehicle Rental and Leasing Association (BVRLA) to develop its understanding of the data protection privacy risks arising from the deployment of connected and automated vehicle technology.

Martin Evans, managing director at Jaama and an ICFM director, says: "Much can be achieved with big data to enable fleet managers to make informed decisions by understanding driver behaviour and vehicle performance and utilisation.

"But the flipside of that is fleet managers being mindful of businesses holding large volumes of data, which will contain information deemed personal under GDPR."

Evans says fleet managers are worried: "Understanding and embracing big data is important but it is also vital for businesses to protect themselves."

He warns fleet operators could find themselves capturing so much big data that a failure to act on the information obtained could prove to be counterproductive in terms of ensuring compliance with, for example, road traffic and health and safety legislation.

"It is therefore vital that businesses have in place good systems that will take vehicle and driver information and digest it," adds Evans.

"In turn, that will enable fleet managers to make informed decisions as they will have an holistic picture."





A roundtable discussion at a Fleet Industry Advisory Group (FIAG) workshop last autumn found agreement among delegates that telematics systems provided a wealth of data but information collected must be used responsibly and drivers informed of the use to which it is being put.

"Businesses must be clear about what data they are gathering and why, where it is going and how it is being used and gain people's consent," says Alex Ktorides, head of ethics and risk and a partner at law firm Gordon Dadds.

This means updating contracts of employment, employee terms and conditions and codes of conduct and he suggests that anonymising data will be a very effective tool.

If information is personal and identifies who a person is and how that employee is using their car and their behaviour then it impacts on their privacy and requires sign-off.

"There is huge value in gathering data, but that must be balanced against people having a right to privacy. Employers must put people's rights at the forefront and show good governance and gain consent," Ktorides says.

Anthony Monaghan, who leads the transportation and engineering practice at global insurance broker and risk adviser Marsh, stresses that consent cannot be inferred from silence, pre-ticked boxes or inactivity.

"Under the GDPR, where an organisation relies on consent as the legal basis for using an individual's personal data, that consent must be freely given, specific, informed and an unambiguous indication of the individual's wishes, meaning that consent has to be a positive opt-in."

PA Consulting Group has its own assessment methodology, which allows organisations to benchmark where they currently are against the various dimensions of the regulation.

Charles Ford, a fleet specialist at PA Consulting Group and member of the ICFM, says: "Potential areas that fleet organisations will need to address include remediating high-risk processes and IT that hold and process personal information; updating consent notices; updating policies and standards; increasing staff awareness and training; and dealing with third party contracts to ensure compliance."

Both the fleet organisation and third-party suppliers are equally liable under GDPR, Ford points out.

THIRD-PARTY SUPPLIERS

Dirk Schlömm, executive vice-president at telematics provider Geotab, points out that if fleet managers use a third-party to monitor and manage vehicles and drivers, they need to ensure the fleet management system enables GDPR-compliant fleet management – for example, a privacy mode feature and data minimisation.

They also need to ensure suppliers comply with the GDPR in terms of how they process data they receive from the fleet manager.

Key obligations for the supplier are to follow the fleet manager's instructions for data processing, to put in place technical and organisational measures to keep data secure, and to have proper data-related documentation in place.

"Fleet managers should keep an inventory of all the vendors that have access to data, whether and to what extent data is being transferred outside the EU, and have clarity on rationale for processing personal data, such as legitimate purpose and/or consent," says Schlömm.

TRANSPARENCY

If fleet managers do not comply with the new regulation and adopt adequately secure systems to properly manage policy and consent, their employer could face the maximum penalty, warns Charlotte Ebutt, a solicitor in the technology and media team at Royds Withy King.

Businesses need to be as transparent as possible in respect of how they are using personal data and be aware of the rights that individuals now have.

"Data protection is not a subject to be taken lightly," Ebutt says.

The huge penalties could have disastrous effects on not only company finances, but reputation too.

TOP GDPR TIPS

■ **Ensure people throughout the business are aware of the GDPR.**

■ **Promote a culture of shared responsibility which lies with everyone who handles and processes data – not just data controllers.**

■ **Map and document what personal data you hold relating to your drivers, including telematics data.**

■ **Weigh up what data you hold, how you will use it and including security procedures, data that manufacturers collect and share.**

■ **Document how you intend to use the data and who you will share it with and communicate this to drivers.**

■ **Check and amend current procedures to ensure they cover all the rights individuals have under the GDPR.**

■ **Make sure you have an audit trail around the notices and consent that you ask for.**

■ **Be prepared for drivers requesting to see their data and have systems in place to facilitate this.**

■ **Designate someone in your company to take responsibility for data protection compliance.**

Source: Anthony Monaghan, Marsh



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Getting right vehicle for the job requires complex calculations

Many factors should be assessed and a 'balanced view' is necessary when choosing the right powertrain



The right car with the right powertrain for the right driver. That's the policy Steve Oliver, general manager corporate sales at BMW Group UK, believes fleet managers should apply to vehicle choice in the wake of the 'demonisation' of diesel.

Negative coverage of diesel in the national media has been "unhelpful" for fleets, according to Oliver, and this, combined with some of the Government direction being "unclear" has created "a lot of indecision" about powertrains, with a number of drivers questioning whether they should make a switch from diesel to alternatives.

Oliver believes fleet managers must take a "balanced view" and consider the profile of miles that drivers do, their job role and their charging capability at home and at the office.

"It can be quite complex because you can have people doing the same jobs technically, but actually covering very different territories," he says.

"One may be suited to a very efficient Euro 6 diesel that delivers 20-30% less CO₂ than a petrol engine equivalent but that's geared towards longer mileage, longer runs.

"If someone is covering a smaller, maybe more urban territory or if they're doing a lot of commuter travelling to and from the office a plug-in hybrid makes real sense."

He adds: "There isn't a mileage cut-off that says 'at that point, 14,000 miles, it's definitely diesel, below that it's definitely petrol'. It's much more down to how the car is used."

Charging capability is also a fundamental consideration.

"People are surprised at the way the (plug-in hybrid) car is just so drivable"

Steve Oliver, general manager corporate sales, BMW Group UK



"Around 80% of the charging of electric vehicles and plug-in hybrids takes place at home and many fleets want their drivers to have charging capability at home," Oliver says.

"Public charging is getting more commonplace. There are now 14,500 different charging points but the fleet manager has a role to play because one of the things that is significant is the capability to charge at the office.

"Businesses such as Next have included plug-in hybrids as well as diesel variants on their choice list and they've put in a number of charging points at their office in Leicester to rotate how their cars get charged and actually it minimises their inconvenience and it is a straightforward process for those drivers."

A vehicle pilot can help drivers and fleet managers to determine whether a pure electric vehicle or plug-in hybrid is the right choice.

BMW currently has the widest range of plug-in electric vehicles of any manufacturer in the UK.

Its models include the pure battery-powered i3, which has a driving range of up to 195 miles on the official test cycle, the i3 Range Extender which has a small petrol engine and increases the range to 243 miles, and plug-in hybrid vehicles such as the 330e, which has an electric range of up to 25 miles, and the 530e, which has an electric range of up to 29 miles and a bigger, more effective petrol engine (see following pages for more on the model line up).

BMW has successfully run pilots with existing and potential customers to help them understand the benefits of the technology.

"Seeing what the cars are like in the real world is

one of the things we strongly advocate," Oliver says.

"People might look at a plug-in hybrid car and wonder whether the car is still a BMW to drive or a MINI to drive and very much that car is every inch what the BMW or the MINI brand delivers.

"They are thrilling cars to drive. If you took, say, the MINI Countryman Plug-in Hybrid it's quite a quick car, it's sub-seven seconds to 62mph.

"When they experience those plug-in hybrids people are surprised at the way the car is just so drivable and I think that's core to our success."

The BMW Group sold 100,000 electrified vehicles globally last year alone. Prior to that its sales had totalled 100,000, illustrating how the global landscape is changing towards electrified vehicles, in Oliver's view.

"In the UK, of that 100,000 we did around 14,000 so our sales doubled from just in excess of 7,000 across BMW and MINI to 14,000 and what will happen again in 2018 is that the volume will rise again quite significantly," Oliver says.

For BMW alone sales of plug-in hybrids rose by 120% and sales of pure electric vehicles rose by 21% last year.

Oliver says it is the corporate market which has been "embracing these cars", accounting for around 90% of BMW's plug-in hybrid sales.

"Drivers are looking at the amount of benefit-in-kind (BIK) they're paying and on a 330e or 530e they're paying 9% this year so it's not surprising that people are re-evaluating what they're choosing," Oliver says.

He believes there will be greater consumer demand from the retail side, particularly for used

EVEN THE WAY CARS ARE MADE SHOWS A RESPONSIBLE, GREEN APPROACH

BMW's environmental approach extends to the way the cars are manufactured.

Nearly two-thirds (63%) of all the electricity used to build BMW Group cars globally is renewable and the amount of energy used is forecast to come down by 35% in the next few years.

The BMW Group is one of only three automotive brands to be listed in the annual Dow Jones Sustainability Index every year since 1999 and has been the top performing brand 8 times.

"That demonstrates that this isn't something we've got into recently," Steve Oliver says.

"There were even steps prior to 1999. There was the first electrified BMW in 1972 with the 1602e model so there has been a massive R&D learning curve over a period of time and technology has changed and developed. But, with that comes an ongoing responsibility."

plug-in hybrids as they become available in three or four years' time.

"I think there will be a real thirst for those cars because they will be in tune still very much with the sort of the environmental approaches people are taking today," he says.

This, in turn, will benefit residual values.

"I see plug-in hybrid residual values have already been improving and I think they will continue on that trajectory," Oliver says.

Longer-term, the BMW Group has made a global commitment that by 2025 it will have launched 25 electrified models, 12 of those of those will be full-electric vehicles and the other 13 will be plug-in hybrids.

"So not only have we got the widest range today but actually we're setting our stall out very clearly for the future. It's really exciting in terms of the pace at which this technology is changing and developing," Oliver says.

However, he is keen to stress that conventional powertrains still have an important place in the BMW Group range and in the wider market.

90% of MINIs will be petrol by quarter one, for instance, and BMW is adding fuel-efficient petrol engines to the X1 and X3. There will be new developments with diesel as well.

The diesel share of the overall new car market is "incredibly significant" and "a far larger number" than electric and hybrid sales, Oliver points out.

"But it comes back to always needing that balanced approach of the right car with the right powertrain for the right driver and that's what we're geared up to," he says.



THE iPERFORMANCE RANGE



No compromises on the quality of drive on 330e

330e

By combining a turbocharged petrol engine with an electric motor, the BMW 330e iPerformance is able to offer the ultimate blend of low fuel consumption and low running costs with high levels of driving pleasure and performance.

When fully charged, its battery delivers emissions-free running for up to 25 miles, reaching speeds of 75mph. The eDrive system can recuperate energy through braking and coasting, like a traditional hybrid, or be charged from a three-pin plug or designated fast-charger.

Using the petrol engine in conjunction with the electric motor gives a total system output to 252PS, enough to allow the BMW 330e to accelerate to 60mph in just 6.1 seconds.

The car can transition seamlessly between petrol and electric power as required automatically or the driver can control the system using a selector switch on the dash. In 'Max E Drive' mode the 330e will run on electric power for as long as possible, while 'Battery Save' will retain electricity for use later on and increase charge if necessary.

Drivers can still expect average fuel consumption to reach 148.7mpg while official CO₂ emissions of between 44g/km and 49g/km (dependent on model) means benefit-in-kind (BIK) tax is significantly cheaper than conventionally-fuelled models.

Available in three trims (SE, Sport and M Sport), the range is priced from just £34,840 on the road. Standard specification includes sat-nav with BMW Online connected services, LED headlights, parking sensors and alloy wheels.

Furthermore, the standard fit auxiliary cooling and heating function enables the user to pre-condition the car to their desired temperature prior to use.

Despite its class-leading efficiency, none of the 3-Series' legendary handling ability is lost with the addition of the hybrid drivetrain. Retaining its rear-wheel-drive layout and with near-perfect weight distribution, the 330e requires no compromise.



530e is the most efficient 5 Series ever

225xe



The 225xe has a zero emissions range of 25 miles and an average fuel consumption of 113mpg

Despite its compact exterior dimensions the BMW 225xe Active Tourer offers plenty of space for five passengers with an elevated seating position and commanding view of the road.

Its boot capacity of 468 litres can be expanded to a maximum of 1,350 by sliding the rear seat unit forward and folding down the 40:20:40 split backrests.

With a plug-in hybrid drivetrain the BMW 225xe offers a combination of sportiness, economy and everyday usability unmatched in its segment.

A three-cylinder petrol engine is paired with an electric motor to give a total output of 224PS, meaning the BMW 225xe can accelerate from zero to 62mph in just 6.7 seconds.

The electric drive system also makes it possible to enjoy the virtues of all-electric power on cross-country roads and motorways, thanks to a top speed of 78mph.

Such strong performance is enhanced by a zero emissions range of 25 miles and average fuel consumption of 113mpg. Benefit-in-kind (BIK) tax is significantly lower than conventionally powered rivals, thanks to average CO₂ emissions of 57g/km.

Another benefit of the hybrid drivetrain is its ability to provide power to all four wheels for increased stability. The petrol engine feeds power to the front wheels, while the electric motor drives the rear – providing outstanding traction in adverse weather conditions.

530e

With an unrivalled balance of technology and dynamic ability, the BMW 5 Series range continues its reign as the world's most popular business saloon.

The BMW 530e is the most efficient 5 Series ever, emitting just 46g/km of CO₂ and offering a real-world range of more than 400 miles.

A zero-emissions capability of up to 29 miles on a single charge makes the BMW 530e ideal for the daily commute. Its 2.0-litre TwinPower petrol engine can then be called into life whenever extra power or range is required – providing a total system output of 252PS.

The intelligently controlled interaction between the two powertrains gives the BMW 530e rapid acceleration – zero to 62mph takes just 6.2 seconds – while offering a substantial reduction in fuel consumption and emissions.

A high-voltage battery pack is installed under the rear seat meaning the BMW 530e still offers 410 litres of boot capacity and a flat load compartment floor.

Charging the battery takes less than three hours when using a designated high-speed charger. It can also be charged from a three-pin domestic plug in less than five hours.

Drivers can tailor the vehicle using the Driving Experience Control switch with all modes fully utilising the flexibility of the E Drive system. Normal mode provides the most comfortable journey, while 'Sport' enhances the car's dynamic performance. In 'Eco Pro' the BMW 530e operates in its most efficient manner. Active Cruise Control with Speed Limit Assistant brings the BMW 530e a step closer to automated driving.

Available from £43,985, the new BMW 530e can be specified in luxurious SE or dynamic M Sport guise.



The 740e and Le can each accelerate to 62mph in less than 5.5 seconds

740e/Le

The BMW 7 Series is the flagship of the BMW range offering the highest levels of refinement, dynamic ability and style.

Such a cutting edge model would not be complete without the latest plug-in hybrid powertrain technology from BMW iPerformance, bringing exceptional efficiency and long-distance comfort for both driver and passenger.

The flexible unit combines a four-cylinder petrol engine with a high-power electric motor. The result is a total output of 326PS – enough to accelerate the BMW 740e from zero to 62mph in 5.4 seconds.

A high voltage battery provides 27 miles of emissions-free running and can assist the engine to achieve an average fuel consumption of 134.5mpg with CO₂ emissions of just 49g/km.

In the long-wheelbase BMW 740Le xDrive the powertrain provides permanent four-wheel-drive, even in electric-only mode. The increased traction means it can reach 62mph in 5.3 seconds yet still achieve 117.7mpg with CO₂ emissions of 54g/km.

The BMW 740e and 740Le benefit from advanced chassis technology, which includes two-axle air suspension with automatic self-levelling and Dynamic Damper Control allowing the driver to select between a sporty or comfortable driving experience.

A high level of standard specification includes LED headlights, the BMW Display Key, the ConnectedDrive navigation package and auxiliary heating and air conditioning – which allows the user to prepare the car's interior temperature in advance.



The X5 xDrive40e can be charged from a variety of sources

X5 xDrive40e

The BMW X5 xDrive40e combines the superb traction provided by the BMW xDrive intelligent all-wheel-drive system with EfficientDynamics eDrive technology for outstanding efficiency in a versatile and luxurious package.

Benefitting from the technology and know-how from BMW's i brand, the X5 delivers exceptional performance as well as all-electric mobility with zero emissions capability.

Together the TwinPower petrol engine and the electric motor can generate a total system output of 317PS, yet can return a combined fuel consumption of up to 83.1mpg and combined CO₂ emissions of just 78g/km.

The high-voltage battery pack can be recharged from any

standard domestic power socket, or more quickly from a BMW i Wallbox or designated public charging station.

Fully charged, the X5 xDrive40e has a zero-emissions range of 19 miles, while daily commutes of up to 37 miles can be completed with a fuel consumption of up to 43.5mpg.

The combined power of the two drive units is deployed by an eight-speed Steptronic transmission and the BMW xDrive permanent all-wheel-drive system, which ensures superb traction in all weather and road surface conditions, together with excellent stability and increased agility during cornering.

Intelligent packaging of the batteries under the stowage compartment floor means the luggage area is barely compromised and offers 500-to-1,720 litres of space.



THE i RANGE

i3 and i3 REX

Designed from the ground up to be powered by an electric drive system, the new BMW i3 range is able to deliver an unrivalled driving experience while offering the highest commitment to sustainability.

The car is produced in a factory that only uses energy from renewable sources and is manufactured using as many renewable materials as possible, some of which make up 80% of its visible interior panels.

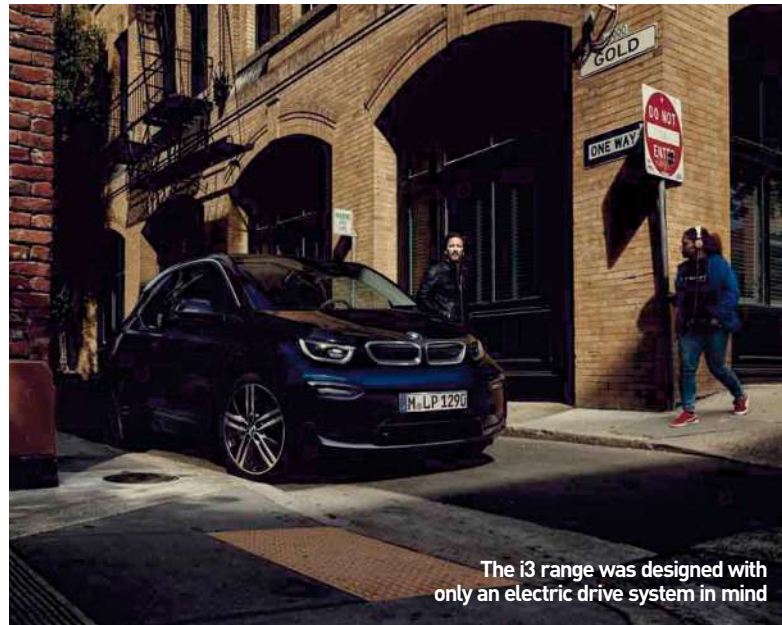
A high-power 94Ah battery gives the BMW i3 a real-world all-electric range of 125 miles and is integrated into the floor to maximise stability and passenger space.

The synchronous electric motor generates a maximum output of 172PS and reaches a peak torque of 250Nm, all of which is available instantly from a standstill. This means that stepping on the accelerator pedal immediately unleashes a burst of speed.

For an even better driving experience the BMW i3s offers an optimised powertrain with 187PS, allowing it to accelerate to 62mph in 6.9 seconds. This is complemented by sports suspension which gives the car greater dynamic ability.

Both models come with all the technology you would expect from a BMW. Driver assistance systems such as Park Assist, Active Cruise Control with Stop&Go function and Traffic Jam Assist help to make every journey as seamless as possible.

BMW i ConnectedDrive ensures intelligent connectivity through services specially tailored to electric mobility. It provides digital On-Street Parking Information alongside Real Time Traffic Information. Public charging stations and information about their availability can also be displayed on the navigation system's map.



The i3 range was designed with only an electric drive system in mind

124 miles
real-world all-electric
range of the i3

A two-cylinder range extender petrol engine is available as an option for both the BMW i3 and the BMW i3s. This extends the car's overall range in everyday use by 93 miles.

The engine is fed by a nine-litre fuel tank concealed in the front compartment and drives a generator to maintain a constant level of charge in the battery. Its fuel use is the equivalent of achieving 470mpg in a diesel vehicle, therefore its official CO₂ emissions are rated at just 13g/km.

i8

The pioneering BMW i8 combines the performance and agility of a sports car with the fuel consumption of a compact one.

Engineered to operate as an electrified vehicle from the beginning, the i8 Coupé and new i8 Roadster use innovative technology to deliver exhilarating performance with minimal environmental impact.

The BMW eDrive plug-in hybrid powertrain uses a 1.5-litre three cylinder turbo petrol engine to power the rear wheels, while a 145PS electric motor provides traction at the front.

The high-voltage battery is stored centrally within the chassis for optimal weight distribution while the consistent use of cutting-edge lightweight materials and a focus on aerodynamics further enhances the performance of the car, with the added benefit of even greater efficiency.

With a combined output of 379PS the BMW i8 Coupé can accelerate from zero to 62mph in 4.4 seconds, while the new i8 Roadster takes 4.6 seconds. Both models have an electronically limited top speed of 155mph.

In hybrid mode, the electric motor can provide a power boost to assist the engine when rapid acceleration is required. It is also able to recuperate energy and feed it to the battery when coasting or braking.

Yet, because its electric motor can operate independently – powering the car for up to 34 miles – the i8 can return a combined 148.6mpg (i8 Roadster 134.5mpg) with CO₂ emissions of 42g/km (i8 Roadster 46g/km).

The navigation system can be used to ensure the electric motor is employed as wisely as possible. It analyses the route and prompts the powertrain to run on purely electric power, particularly over low-speed sections of the journey.



The i8 combines sports car performance with the fuel frugality of a compact car

FleetNews PORTFOLIO

WHAT WE DO IN YOUR INDUSTRY

Fleet News magazine

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

Commercial Fleet magazine

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



Fleet events

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



Driving Business magazine

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

Websites and newsletters

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

Fleet Leasing magazine

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

Bespoke publications

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



"Nearly half of the 400 fleet managers surveyed did not know the cost of a vehicle being off the road for a day"

Henry Brace,
BT Fleet Solutions

WINNER: **BT FLEET SOLUTIONS**

BT Fleet Solutions combines new tech with core strengths

Company explores up-to-date ways to improve its service without losing consistency of delivery and responsiveness

By Andrew Ryan

As part of a large technology company, BT Fleet Solutions is keen to embrace the latest developments to improve its fleet offering. The business is looking to use 'big data' to help fleets reduce downtime and costs, while it is also launching a suite of apps aimed at further improving its service.

However, this investment in technology is not at the expense of its more traditional strengths, says Henry Brace, managing director of the company which was named fleet supplier of the year at the 2017 Fleet News Awards.

"Our core products are fleet management and service, maintenance and repair, and we are always going to be looking at strengthening those," he adds.

One example of this is BT Fleet Solutions' acquisition of mobile vehicle maintenance and servicing business SEV Automotive and Plant last year.

"Since we bought the company, we've been looking to integrate and consolidate that with our existing operations and we are growing it as well," says Brace.

"When we took it on, it had about 40 mobile technicians. We now have more than 50 and are looking to expand to around 65 over the next six months.

"That's in response from both our existing customers and new customers in the market."

BT Fleet Solutions is also looking to expand its fixed garage network from its current size of 65, and is opening a new site in Warrington in April.

Brace adds: "We will always look to expand both the footprint and the capability of our fixed garage network and we feel that offers us something unique in the marketplace.

"More than 80% of our customers' 120,000 vehicles go through our owned garage network rather than third-party sites, so we can get that consistency of delivery and responsiveness."

Fleet News: What advantage will mobile servicing deliver to your customers?

Henry Brace: It takes vehicle collection and delivery out of the cycle which are two things that can go wrong.

By being able to take the mountain to Muhammad, we are able to not only generally massively reduce the actual time needed to do the maintenance itself, but we can be very responsive to our customers' needs.

In instances where we have to work on multiple vehicles at the same time, it allows a customer to be quite flexible with how they are using those vehicles. For example, they can take a last-minute decision that they don't want that vehicle maintained because it has an immediate operational requirement. We are also talking to a number of our existing customers and prospects about working in true partnership to set up operations on their sites – sometimes in permanent buildings, sometimes in semi-permanent ones.

FN: Many of your services are focused on reducing vehicle off-road time. How big an issue is that for your customers?

HB: We only have 28 customers, but they are all big household names that have mission-critical fleets. We do some market research with The AA called the Operational Fleet Insight and one of the interesting stats from our latest report is that nearly half of the 400 fleet managers surveyed did not know the cost of a vehicle being off the road for a day.

For our customer base, that is anywhere between £250 and £1,000. When you start to deal with numbers like that, it's why everything we do is focused on getting that vehicle back on the road as soon as possible.

FN: How is BT Fleet Solutions using mobile and connected technology to help its customers?

HB: We are currently rolling out a suite of mobile apps to our customers. Our vehicle daily defect check app is quite different to the off-the-shelf products in the marketplace as it is fully integrated into our fleet management system.

This means that when defects are identified, the parts are already being ordered and the job is already being created. It is all about reducing vehicle off-road time. In the next couple of months we will be launching our online booking app, accident management app, management information app and garage locator app.

This use of technology is being driven through us being a technology company and wanting to be a thought leader



Henry Brace (left) celebrates the Fleet Supplier of the Year win with team members

in terms of fleet management, but also in terms of our customers who are seeking ever-more innovative ways to manage their fleet. A lot of our customers are also benefiting from our investment in our connected vehicle proposition, where we have an integrated telematics solution. The real bonus is that it is not off-the-shelf; it is integrated into our fleet management system so not only does it do the standard things of reducing fuel use and keeping drivers safe, but it also proactively monitors engine diagnostics to allow preventative maintenance.

FN: There is a lot of talk in the technology industry about how companies can use 'big data' to improve services. Is this something BT Fleet Solutions is looking at?

HB: As a technology company holding a large amount of information on 120,000 vehicles, we feel we are quite well positioned to start bringing together some of that data.

We are performing a lot of data analysis so we can do things like predictive maintenance and smart scheduling. This will allow us to make recommendations to our customers about how they should be managing their fleets, maybe looking at their replacement or maintenance cycles, or that their vehicles should be driven differently. We are able to say to a customer that we look after 30,000 Ford Transits across a variety of businesses, yet they are not incurring the same maintenance costs they are. Then we can start to do data dives into those individual customers and get down to either the driver behaviour or another aspect of their business which is driving that unusual maintenance pattern. We see this

very much as the future of where data is going and is why it is very important that we integrate with our partners so our operational systems are married up to theirs.

The move to alternative fuelled vehicles was identified as one of the most pressing issues in fleet in the Operational Fleet Insight report and BT Fleet Solutions is keen to position itself as a leader in this area.

"Companies like my own (BT Group) have made commitments in this area," says Brace. "For example, we are going to be 100% low carbon vehicles by 2030, which is a huge challenge when the product in the market isn't always there for the difficult commercial needs we have, and our customers have the same issues.

"We are really seeing an inflexion point where legislators are making declarations about how green either their local authority or their region is going to be, and that means we are driving a huge pace of change about how we procure, maintain and remarket vehicles.

"That is the biggest change I can see coming in terms of our own fleet and our customers' fleets and we want to be right on the crest of that wave.

"We are already massively investing in the shift to alternative fuel vehicles.

"All of our garages are being equipped with charging points, we are training our technicians to be right at the top of the class when it comes to maintaining electric vehicles, and we are investing in our systems and our partnerships to lead the market in this area."

FACTFILE

Organisation BT Fleet Solutions
Managing director Henry Brace
Managed fleet 120,000 (including 32,000 BT Group)
Number of customers 28
Number of garages 65
Number of mobile technicians 50

JUDGES' COMMENTS

BT Fleet has broadened its offering by utilising the skills and services of its sister companies and forming new strategic partnerships with leasing, rental and SMR providers. It has made significant investment in technology and training, and expanded its apprenticeship scheme.

TEKNA

NISSAN LEAF

As the Leaf extends its range, this EV comes closer to the ICE tipping point



By Simon Harris

During the first 100 years of electric car development, it seemed little progress had been made in the distance the cars could travel on a single charge.

The earliest electric cars of the 20th century could be expected to cover around 100 miles. When the Nissan Leaf was launched in 2011, it achieved a maximum range under New European Driving Cycle (NEDC) official test conditions of just more than 100 miles.

Of course, these figures were only possible under optimum conditions for EVs – city driving at low speeds, with high levels of energy regeneration when reducing speed.

Anyone buying a Leaf and running it in less than optimum conditions would never hope to travel that far.

'Range anxiety' was real in a world with a patchy charging infrastructure. During the original Leaf's lifespan, incremental improvements in range became

255
miles is the city driving
range of the Leaf according
to WLTP testing



For full running costs,
visit [fleetnews.co.uk/](http://fleetnews.co.uk/running-costs)
running-costs

available, seeing the official maximum increase to 124 miles then 155 miles with new battery technology.

Other EVs followed, and we've witnessed the boundaries of range being pushed ever outward. Tesla offered high-end cars with a range of more than 200 miles, Renault introduced an upgraded version of the Zoe with a theoretical maximum of 250 miles, while the new Opel Ampera-e, which will not be offered in right-hand drive, is capable of more than 300 miles.

This factor, along with an improving charging infrastructure and no additional purchase premium for greater range has led us ever closer to the tipping point to where EVs can fulfil the role of a family car as well as a vehicle with an ICE (internal combustion engine) can.

The second-generation Nissan Leaf is now on sale, with the first cars arriving this spring, and prices broadly in line with the outgoing model, although some variants are less expensive in the new car.

The NEDC range is quoted as 235 miles, but Nissan now produces figures under the new Worldwide harmonised Light vehicles Test Procedure (WLTP) test, which would give customers more realistic expectations. Under the WLTP combined cycle, the new Leaf has a range of up to 168 miles, but, in city driving, it is rated at up to 255 miles.

It seems Nissan also has one eye on Tesla, and its range of high-performance models, as the 0-62mph figure of the new Leaf is a surprisingly brisk 7.9 seconds. Of course, even a range of 168 miles would become a forlorn hope with warp-speed acceleration summoned frequently.

The car's performance is effortless, however, and quicker than other similar priced and sized EVs, such as the Hyundai Ioniq and Volkswagen e-Golf.

And while you might think travelling in an electric vehicle would already be quiet, Nissan has deployed more measures with the new Leaf to reduce wind noise.

The low centre of gravity, as a result of the battery



Leaf has adopted
more of a Nissan
family appearance

*"While it's still ruled out
of some fleet roles, it (the
new Leaf) is now capable
of more than before"*

mounted under the car's floor, means the Leaf feels more planted on the road and more composed than you might expect.

The Leaf has adopted more of a Nissan family appearance, perhaps appealing to those who were put off by the previous model's unusual looks, with similarities with the latest Micra in its styling.

The new cabin has a little more space and the boot is a little bigger thanks to a repackaging, and all models come with a space-saver spare wheel.

It's available in four grades: Visia as the entry level, then Acenta, N-Connecta and Tekna.

New technology includes ProPilot driver assistance, standard on Tekna and optional on N-Connecta grades, which can automatically keep pace with slow moving traffic in heavy congestion, braking the car to a standstill and following at a safe distance when the vehicle in front begins to move again, while maintaining position within the lane markings.

Optional on Tekna is ProPilot Park, which can steer the Leaf into parallel parking spaces or perpendicular spaces, as well as accelerate and brake safely, with no input from the driver.

A new regenerative braking function, called e-Pedal, allows less reliance on the brakes, and enables the Leaf to come to a complete stop by releasing the brake pedal when the function is selected.

It will also hold the car on a hill, and, when driving, deceleration of up to 0.2G eliminates the need for drivers to constantly switch between the accelerator and brake, as well as reduce brake pad wear.

As the sector sales leader, and given Nissan's years of EV know-how, you'd expect the new Leaf to be a big improvement. While it's still ruled out of some fleet roles, it is now capable of more than before, and is probably the best electric car now on sale.

COSTS

| | |
|--------------------------|-----------------|
| P11D price | £31,935 |
| BIK tax band (2016/17) | 9% |
| Annual BIK tax (20%/40%) | £575/£1,150 |
| Class 1A NIC | £397 |
| Annual VED | £0 |
| RV (4yr/80k) | TBC |
| Fuel cost (ppm) | TBC |
| Charge time | 7.5 hours (7kW) |
| Running cost (4yr/80k) | TBC |

SPEC

| | |
|----------------------------------|-----------|
| Power (PS)/torque (Nm) | 150/221 |
| CO ₂ emissions (g/km) | 0 |
| Top speed (mph) | 89 |
| 0-62mph (sec) | 7.9 |
| Range (WLTP) | up to 255 |

KEY RIVAL

| | |
|--------------------------|---------------|
| Hyundai Ioniq Premium SE | |
| P11D price | £31,240 |
| BIK tax band (2016/17) | 9% |
| Annual BIK tax (20%/40%) | £562/£1,125 |
| Class 1A NIC | £388 |
| Annual VED | £0 |
| RV (4yr/80k) | £8,625/28% |
| Fuel cost (ppm) | 2.85 |
| Charge time | 5 hours (7kW) |
| Running cost (4yr/80k) | £1,255ppm |

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



Cabin of the new Leaf
offers a little more space

THINKING CAP



By Martin Ward, manufacturer
relationships manager

cap hpi



Monday A bit of a
VW Group week, this
one. First down to
Woburn for a double

UK press launch of the Polo and Tiguan Allspace. This Polo is a revolution and not an evolution. The design and styling is a departure from the MK5. The clever, strong and bold lines really make this hatch look very modern and different. I drove the 1.0-litre 95PS petrol engine, which has more than enough power. Prices start from £13,855. Next to drive was the VW Tiguan Allspace. It's like a Tiguan, but bigger, 215mm longer to be precise, with seven seats as standard, as is sat-nav. A variety of petrol and diesel engines are offered, and so is 4Motion AWD. Prices start from £29,370 OTR. It's an excellent choice for fleet drivers who want a good package and plenty of room.

Wednesday I was due to go to Cambridge to drive the Seat Arona, the smaller brother of the increasingly popular Ateca. But, due to the snowy weather, getting out of my village was impossible. Not too much lost as I had driven the clever and good looking Arona a few months ago in Barcelona. This compact crossover did everything it should, was quiet refined and comfortable with plenty of interior space. Prices start from £16,555 OTR including metallic paint and bi-colour roof, which are standard on all models.

Friday To Lincoln for the UK press launch of the Škoda Karoq. The weather was dull and raining, but at least not snowing. But not as good as the last time I drove this excellent car in sunny Sicily. This compact SUV sets new standards in this busy sector and has fleet-focused SE Technology which is full of standard equipment. We drove the Karoq fitted with VW Group's new 1.5 TSI petrol engine that has Cylinder on Demand. It goes from four cylinders to two, when full power is not required. Later we drove a Karoq fitted with the sweet 1.0-litre, three-cylinder petrol engine. I would choose the 1.5 TSI SE Technology with sat-nav, 17-inch alloys, eight-inch touchscreen and adaptive cruise control – all for £22,225 OTR.

Go Ultra Low prepares UK businesses for an EV future

Go Ultra Low Fleet Summit aimed to answer questions of the curious and the committed

Preparing For Your Electric Car Future was the focus for Go Ultra Low's recent fleet summit at which Government, industry leaders, and UK fleet decision-makers came together to discuss best practises for establishing and growing ultra-low emission fleets.

Government is investing almost £1.5 billion to support the early market of ultra-low emission vehicles through purchase incentives and infrastructure support.

However, with fleets making up 65% of the UK pure electric and plug-in hybrid parc, it's clear business has an equally important role in the decarbonisation of transport.

Fleets hold the key – not only in terms of registrations, but through staff engagement and education to changing driver attitudes.

The exemplar organisations represented at the summit demonstrated how initiatives such as providing charging infrastructure at work and supporting the installation of domestic chargepoints, and/or providing driver training, can help ensure electric vehicles (EVs) are used in the most efficient and effective way.

OVO Energy, for example, works with its employees to assist with chargepoint installations at home, offers driving training and even pays staff a supplement to cover any

potential increases in home energy costs. These initiatives are part of the business's wider goal of achieving 70% electric vehicles in its fleet by 2020.

During the summit, Dale Eynon, director of Defra Group Fleet Services, cited staff training as the key to his organisation achieving its goal to have all of its car and van fleet as 100% ultra-low emission by 2025. He revealed how Defra places emphasis on educating millennials about carbon and the environment, so it becomes an obvious choice for the next generation to move to low carbon transport.

Efficiency was a recurring theme at the summit and in particular the importance of using the right car for the right job. Ian Featherstone, fleet advice manager at the Energy Saving Trust, warned of the pitfalls of an inefficient fleet operation – for example, staff running plug-in hybrid cars without charging them, which can distort the cost savings achieved versus its true potential.

For fleet managers, using telematics is key to assessing efficiency and changing the way they work by trying new and different ideas. The ICFM's Peter Eldridge believes this is vital if fleet managers are to successfully blend pure electric and plug-in hybrid vehicles into their fleets. Increased evaluation of usage data, to assess journey costs and CO₂ emissions, can



Government minister Claire Perry was among the summit speakers

help to work out cost-effectiveness of plug-in hybrids and 100% EVs. This should allow organisations to make a stronger business case for a move to plug-in power.

From discussions held during the summit, it's clear fleet operators are finding ways to overcome the hurdles experienced by early adopters and are now growing their low emission fleets. There is an appetite among fleet managers to understand more about the capabilities of EVs and learn about emerging technologies, to give them the confidence to make forward-looking investments in ultra-low emission vehicles while eliminating risk for their business.

In her closing remarks Claire Perry, minister at the Department for Business, Energy and Industrial Strategy, highlighted the role UK businesses have in decarbonising transport.

She said: "Government's role in any of the big transitions is to set the ambition and try to create the policy framework, whether it's with incentives or disincentives. However, ultimately, it comes down to corporate investment, vision and leadership. Industry, as always, leads the way as with the moves to renewable energy or, indeed, the transition to unleaded petrol. We want to support you – we really want to accelerate the momentum here."



Go Ultra Low Fleet Summit brought together decision-makers from all parts of fleet



Go Ultra Low wants to encourage every company in the UK to consider the benefits of adding plug-in vehicles to their fleets and offer their employees the chance to drive or own an electric car. To find out more and use one of our cost comparison tools go to www.goultralow.com/fleet

AUDI A8

Luxury saloon has autonomous driving capabilities not currently allowed in the UK



The majority of A8 sales are expected to be to chauffeur and private hire fleets

By Matt de Prez

Audi has set a new benchmark with the latest version of its A8 luxury saloon. The new flagship will be the first production car to offer an autonomous driving function.

While it isn't a core fleet model, the A8 is extremely important as it showcases technology that will eventually filter down into future mainstream models.

Traffic Jam Pilot will allow hands-off driving in certain conditions up to speeds of 37mph. The A8 will also have an autonomous remote parking capability.

These functions are possible thanks to a dedicated driver assistance controller, which has more computing power than previous generation A8 systems put together.

Data is collected from 24 sensors, including four cameras, a laser scanner and an infra-red camera.

Unfortunately legislation prevents the driverless technology from being sold in the UK right now, so UK customers will have to settle for adaptive cruise control, with stop and go function and lane-keep assist, until further notice.

Another Audi breakthrough is the standard fitment of a 48v mild-hybrid system across the line-up. It can increase the engine-off time while driving and provide extra boost at lower revs. The upshot is improved fuel economy and emissions.

Two engines are available initially; the 50 TDI is expected to be the most popular and is the one we tested. It is a 3.0-litre V6 which develops 286PS and 600Nm.

Official combined fuel consumption is rated at 50.4mpg with CO₂ emissions of 145g/km.

During our week with the car we were able to reach the official figure, but an average closer to 45mpg is more realistic for day-to-day driving. Still, it's an impressive result considering the A8 has all-wheel-drive.

The motor is silent and vibration-free, yet when opened up can accelerate the A8 to 60mph in less than six seconds.

A petrol version is also available, badged 55 TFSI. It emits 171g/km with average fuel economy of 37.7mpg. A plug-in hybrid version of this engine is expected to go on sale this year with wireless charging ability.

Standard-fit air suspension ensures the ride remains

COSTS

| | |
|------------------------|----------------|
| P11D price | £72,840 |
| BIK tax band (2016/17) | 31% |
| Annual BIK tax (40%) | £9,032 |
| Class 1A NIC | £3,116 |
| Annual VED | £200 then £450 |
| RV (4yr/80k) | £17,250 |
| Fuel cost (ppm) | 11.30 |
| AFR (ppm) | 13 |
| Running cost (4yr/80k) | 87.23ppm |

SPEC

| | |
|----------------------------------|---------|
| Power (PS)/torque (Nm) | 286/600 |
| CO ₂ emissions (g/km) | 146 |
| Top speed (mph) | 155 |
| 0-62mph (sec) | 5.9 |
| Fuel efficiency (mpg) | 50.4 |

KEY RIVAL

| | |
|------------------------------|----------------|
| Mercedes-Benz S350L AMG Line | |
| P11D price | £75,250 |
| BIK tax band (2016/17) | 29% |
| Annual BIK tax (40%) | £8,729 |
| Class 1A NIC | £3,012 |
| Annual VED | £200 then £450 |
| RV (4yr/80k) | £20,000 |
| Fuel cost (ppm) | 10.70 |
| AFR (ppm) | 13 |
| Running cost (4yr/80k) | 88.75ppm |

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



Two touchscreens reduce the need for physical buttons

supple, yet can be stiffened using the Audi Drive Select switch if the driver prefers a more dynamic feel.

All-wheel steering complements the A8's nimble handling while also minimising its turning circle.

Audi has kept the styling of the new car discreet. The most exciting element of the exterior is the animated LED rear lights which extend along the entire boot lid and perform a sequenced illumination when switching them on or off.

Inside it's a different picture. The A8 has the most advanced interior in its sector. The central multimedia screen is complemented by a second touchscreen lower in the console – eradicating the need for physical buttons.

Both the glass-fronted displays offer haptic feedback, while other interior switches – such as those for the lights and air vents – are replaced by touch-sensitive panels.

At the rear it is equally impressive. Electrically adjustable seats with heating, cooling and massage functions are available. All of which are controlled by a removable 5.7-inch tablet which is housed in the central armrest.

Rear-seat passengers can also control the audio, multimedia, climate and ambient lighting plus the full suite of electric sun blinds.

The A8 costs from £69,100 and offers a similar BIK tax proposition to user-choosers as a Mercedes-Benz S350d. Both will set a driver back around £8,500 per year.

SEAT ATECA

Ateca comes out top in all comparisons – except price tag

FR 1.4 TSI 150



By Matt de Prez

Seat's sales have gone from strength to strength since the launch of its first SUV, the Ateca, in 2016. Fleet volume increased by 30% last year making Seat the fastest growing car brand in the UK.

Now it has added a new 1.4-litre petrol engine and a sportier FR trim to the Ateca, further enhancing the car's appeal.

At launch, the 1.6-litre diesel was the fleet pick of the range, thanks to its low CO₂ emissions.

When we tested the car over a six-month period, we found the engine a little lacklustre. At motorway speeds it was noisy and the fuel economy was behind expectations.

The new 1.4-litre turbocharged unit develops 150PS, the same as the 2.0 TDI, and employs cylinder deactivation technology to boost economy.

While we were not expecting it to beat the diesel, it managed an impressive average of 46mpg during our test. The 1.6 TDI rarely achieved more in our hands.

The 1.4 TSI FR emits 123g/km of CO₂, so a company car driver should pay around £99 per month in benefit-in-kind (BIK) tax.

Comparatively, a 1.6 TDI Ateca SE Technology will cost the driver the exact same amount.



In the FR trim the Ateca has a chunkier steering wheel

"While we were not expecting it to beat the diesel, it managed an impressive average of 46mpg during our test"

Based on our experience of the two, we would choose the petrol for all but the highest mileage drivers, as the cost differences are so small and the TSI is a far more refined engine.

In FR trim the Ateca takes on a sportier demeanour than the existing Ateca line-up. It has more aggressive styling, larger alloy wheels and a chunkier 'FR' steering wheel.

The suspension is stiffer, so there is less body roll and the car has precise and predictable handling.

With the more potent TSI engine the FR offers a more engaging drive than the standard car, without losing any of the Ateca's comfort or practicality.

On very light throttle applications, or when coasting, the engine switches into two-cylinder 'eco' mode to save fuel. The transition is seamless with instant pick up when you need to accelerate.

Standard equipment includes sat-nav, climate control, LED headlights and folding mirrors. The car can be enhanced with a range of options such as keyless entry, a panoramic sunroof and a full leather interior, for modest prices.

The FR trim is available with the 1.4-litre and 2.0-litre TSI petrol engines and the 2.0-litre diesel. The FR range starts at £25,290 for the 1.4 or £26,670 if you want it with a seven-speed DSG transmission.

Currently its biggest rival is the Ford Edge ST-Line, although with a comparative 1.5-litre petrol engine the Ford has much higher CO₂ emissions of 145g/km making it a less likely fleet choice.

Renault has also added a petrol engine to the Kadjar range. The 1.6 TCe develops 165PS but doesn't come in a sporty trim variant to compete with the Ateca FR.

THE RIVALS

■ Ford Kuga 1.5T 150 ST-Line
■ Nissan Qashqai 1.6 DIGT 163 N-Connecta
■ Renault Kadjar 1.6 TCe 165 Signature

P11D PRICE

| | |
|---------|---------|
| Kadjar | £24,760 |
| Qashqai | £24,970 |
| Ateca | £25,075 |
| Kuga | £27,490 |

CO₂

| | |
|---------|---------|
| Ateca | 123g/km |
| Qashqai | 134g/km |
| Kadjar | 139g/km |
| Kuga | 145g/km |

MPG & FUEL COSTS

| | |
|---------|------------------|
| Ateca | 52.3mpg/10.49ppm |
| Qashqai | 48.7mpg/11.26ppm |
| Kadjar | 45.6mpg/12.03ppm |
| Kuga | 44.8mpg/12.24ppm |

DEPRECIATION

| | |
|---------|----------|
| Ateca | 20.38ppm |
| Kadjar | 22.04ppm |
| Qashqai | 22.28ppm |
| Kuga | 23.58ppm |

SMR

| | |
|---------|---------|
| Ateca | 4.19ppm |
| Qashqai | 4.22ppm |
| Kadjar | 4.46ppm |
| Kuga | 5.01ppm |

RUNNING COSTS

| | |
|---------|----------|
| Ateca | 35.06ppm |
| Qashqai | 37.76ppm |
| Kadjar | 38.53ppm |
| Kuga | 40.83ppm |

VERDICT

The SUV sector offers plenty of choice and the Ateca is a standout product in our eyes. Enough for it to be named Best Mid-size SUV at the 2017 Fleet News Awards. The FR trim and TSI engine further enhance the car's appeal, without harming its great fleet credentials.

Winner: Seat Ateca

Running cost: KeeResources (4yr/80k)

VOLKSWAGEN ARTEON

2.0 TDI 150 ELEGANCE

With many popular features as standard, Arteon shapes up well



By Matt de Prez

When we first tested the Volkswagen Arteon in Germany last year we were won over by its striking looks, yet disappointed by its lack of a fleet-friendly engine choice.

Fortunately, as the car is introduced in the UK, Volkswagen has decided the 150PS 2.0 TDI engine will be included in the line-up, making the £33,255 Arteon a far more attractive fleet choice.

In Elegance trim and with a manual gearbox, the Arteon emits 112g/km of CO₂ and promises average fuel consumption of 65.7mpg.

We applaud Volkswagen's modest fuel economy claims because during our test we achieved an indicated 67.3 mpg during an 85-mile journey and found the trip computer rarely read below 60mpg during the week we had the car.

It was not the first time the group's 2.0 TDI engine has surpassed our fuel consumption expectations, as we managed a similar feat in our long-term Škoda Superb – which used the same engine.

Added to the impressive economy is the Arteon's comfortable ride. The Elegance model has softer suspension than the more sporty R-Line, which we tested before, but still delivers an engaging drive.

It covers motorway journeys quickly, quietly and efficiently which makes it ideal for the high-mileage driver.



The Arteon has an eight-inch glass touchscreen

THE RIVALS

■ Audi A5 Sportback 2.0TDi 150 SE
■ BMW 420d Gran Coupe SE
■ Škoda Superb 2.0TDi 150 SE L

P11D PRICE

| | |
|--------|---------|
| Superb | £27,145 |
| Arteon | £33,040 |
| A5 | £33,445 |
| 420d | £33,900 |

CO₂

| | |
|--------|---------|
| A5 | 109g/km |
| 420d | 111g/km |
| Arteon | 112g/km |
| Superb | 113g/km |

MPG & FUEL COSTS

| | |
|--------|-----------------|
| A5 | 67.3mpg/8.33ppm |
| 420d | 67.3mpg/8.33ppm |
| Arteon | 65.7mpg/8.53ppm |
| Superb | 65.7mpg/8.53ppm |

DEPRECIATION

| | |
|--------|----------|
| Superb | 24.56ppm |
| 420d | 28.59ppm |
| A5 | 29.94ppm |
| Arteon | 30.02ppm |

SMR

| | |
|--------|---------|
| Superb | 4.16ppm |
| 420d | 4.39ppm |
| Arteon | 4.74ppm |
| A5 | 4.87ppm |

RUNNING COSTS

| | |
|--------|----------|
| Superb | 37.25ppm |
| 420d | 41.31ppm |
| A5 | 43.14ppm |
| Arteon | 43.42ppm |

VERDICT

The Arteon just misses out in most categories to at least two rivals, although we must consider the fact it comes with more equipment as standard. However, the Škoda Superb surpasses all three with significantly lower costs and the most space.

Winner: Škoda Superb

Running cost: KeeResources (4yr/80k)

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OUR FLEET

BMW 5 SERIES

520D M SPORT

Car makes pockets bulge, but not necessarily with cash



The 5 Series leads its sector – in our opinion

COSTS

P11D price £39,620
BIK tax band 24%
Annual BIK tax (40%) £3,804
Class 1A NIC £1,312
Annual VED £160 then £140
RV (4yr/80k) £13,200/33%
Fuel cost (ppm) 8.19
AFR (ppm) 11
Running cost (ppm) 47.19

SPEC

Engine (cc) 1,995
Power (PS) 190
Torque (Nm) 400
CO₂ emissions (g/km) 114
Manufacturer mpg 65.7
Real-world mpg* 48.6
Test mpg 45.5
Max speed (mph) 146
0-62mph (sec) 7.5
Current mileage 15,375

Running cost data supplied by
KeeResources (4yr/80k)
* Data supplied by Equa Index

By Stephen Briers

So as I am to wave goodbye to our brilliant 5 Series, at least my pockets are not bulging as much. Let me explain...

We opted for the Technology package, a £1,245 extra, which includes head-up display, wireless charging, gesture control for the touchscreen and Wi-Fi hotspot. It also comes with Display Key (note the caps).

In addition to the conventional functionality (lock/unlock/start the car), this 'super key' has a coloured LCD touchscreen which shows whether the vehicle is secured (doors, windows and alarm) and remaining fuel range via the BMW Connected app. However, if you're halfway to London on the train, you can't remotely lock the car unless you have the £60 phone app.

The best function is the ability to remotely set the temperature, either instantly or on a timer.

For an additional £395, you can add a remote parking feature (we didn't). This allows you to park the car while standing outside. The car can only move in a straight line and it should only be used when parking

in garages rather than getting too close to another parked car.

While some question whether this is technology nobody asked for (doesn't most technology fit this description?), it is a talking point.

However, the 2.2-inch screen is bulky, hence the bulging pockets. A smartphone app would surely be a better solution.

During its time with us, the 5 Series has averaged mid-40s mpg. That is slightly better than the comparable Mercedes-Benz E-Class we tested for a week (42mpg) but not as good as our Jaguar XF long-term (52mpg).

Performance has been faultless, as noted in previous reviews. For the settings, comfort means comfort and sport means sport (weightier steering, firmer suspension, more responsive gearbox), or hit the adaptive button and the car adjusts according to the road ahead.

There are minor niggles – for example, you have to hold the boot release button down for too long; the XF is a quick press – but, for us, the 5 Series is the clear sector leader. We'll have to wait a few weeks to find out if the Fleet News Awards judges concur.

TEST TIMELINE

Start End

AT A GLANCE – THE REST OF OUR FLEET



Vauxhall Insignia



Škoda Octavia



Ford S-Max



Jaguar XF



Renault Koleos

MAZDA 6 2.2D SE-L NAV



Winter was in full swing as I took the keys to our long-term Mazda 6 and, after brushing off a modest covering of snow, I was disheartened to learn that our SE-L spec car doesn't come with all-important heated seats.

Mazda doesn't offer optional extras across the 6 range so the only way to enjoy a warm bottom is to opt for a range-topping Sport Nav – costing £2,500 more.

While it may seem inconsiderate of Mazda to expect drivers to manage without such 'crucial' equipment, this is a sales model we should expect to become commonplace as manufacturers have to battle with revised emissions testing.

All new cars must be tested for each configuration of equipment, potentially leading to hundreds of tests required for a single model. Seat has just announced a similar 'trim-only' choice for its new Arona model for this reason.

Once I'd warmed up using the 6's climate control system I started to get a feel for what Mazda calls 'Jinba Ittai' or 'car and driver in perfect harmony'.

At first I thought the car's steering was far too light, but after settling in for a few miles it became apparent that the Mazda is a really great car to drive.

It isn't particularly fast or sporty and the limits of grip in the wet are relatively easy to uncover, but for outright 'feel' there is very little that can compete.

The car is very easy to predict and very precise, so you can always judge perfectly how it will respond – be it braking distance, acceleration or cornering ability.

Mazda says you should feel at one with the car, like a horse and rider, and you really do.

This isn't about driving like a 'hooligan' either, the sense of attachment is there at all speeds making for a relaxing and enjoyable ride – even if it starts off a bit cold.

Matt de Prez

JOHN MASON

FOUNDER OWNER AND MANAGING DIRECTOR OF i247 GROUP

Mason has always harboured the wish to build his own beach buggy. He is yet to realise it. He thanks his wife and children – ‘they ain’t cheap’ – for giving him his ambition to succeed

The most pivotal moment of my life was leaving the comfort of a job for life with Pirelli to follow a hunch, calling or the paranoid delusion of bringing innovation to the UK fleet market. Rollercoaster that it is and has been.

The advice I would give to my 18-year-old self is to live your dream, take time out to discover what really matters, chase rainbows and let your dad pick up the tab...oh and start paying into a pension.

My favourite films are the *Fast & Furious* franchise, as my kids think I’m cool watching them, because I am a petrolhead and because I’ve listened to advice from my 18-year-old self.

I want to be remembered as a reliable chap, passionate and enthusiastic about his businesses, a great dad and ok for a fiver if need to borrow it.

A book I would recommend to others is Alan Sugar’s *Unscripted: My Ten Years in Telly*. He should be admired, but fired.

My hobbies and interests are spending time with my five children, nearly six grandkids and a lovely wife along with cycling, paddleboarding, getting sand between my toes and riding my new Ducati Urban Enduro.

If I were made Prime Minister for the day I would up the speed limit to 80mph, nationalise safety cameras and ensure all the speeding fines and driver awareness fees are given to community care and the NHS.

The three vehicles I would like in my garage are a Ferrari F430 Spider, a 1970 Citroën Mehari 602cc soft top pick-up and that damned beach buggy (see ‘childhood ambition’).

My first memory associated with a car is eating a box of Maltesers in the back of dad’s car while out for a Sunday drive.

My pet hate is people who don’t keep their promises.

First fleet role My first automotive role was as an apprentice at Westover Motor Group, but my fleet initiation came through my role as UK national accounts manager – car fleets for Pirelli. I stay because I understand the industry and love it.

Career goals at i247 Group As managing director it is vital I allow our robust, experienced team to flourish and innovate in this now dynamic market, by capitalising on the group’s reputation for delivery, service and return. I hope they do; it’s my retirement fund!

Biggest achievement in business To provide a legacy for my family, my loyal staff and all my great mates and customers in our industry who have allowed me to get away with murder over the past 35 years.

Biggest career influence My wife and children because they ain’t cheap.

Leadership style Relaxed, empowering and inspiring (most of the time), but watch out if you don’t deliver.

If I wasn’t in fleet A barrister, or is that a barista?

Childhood ambition To work as a mechanic so I could design and build my own beach buggy ... still don’t have the buggy! I never had an ambition to get married and have five children, just shows how ambitions can change.

Most memorable driver moment It is either the three car convoy with my family, driving the length of the Florida Keys accompanied by the sounds of Eric Clapton and Bob Marley. Alternatively, there was the time I had to change a flat tyre on my Austin 1100 at 3 in the morning. I had no jack, so located bricks and a scaffolding pole. It was all going well until the pole went through the rust on the subframe, which then punctured the hydroelastic suspension – abandon car!

Next issue: Gary Batchelor, group road risk manager, PHS Group



The bold new design of the Ford Transit Custom

New Transit Custom sets one-tonne van standard

The new Transit Custom sets a new standard for the one-tonne van segment, with bold new design, and an all-new interior. It is available to order now, for delivery early this year.

Powered by the Dagenham-built Ford EcoBlue 2.0-litre diesel engine, the Transit Custom has been re-engineered to offer significant new features and capabilities, including a new EConetic variant, delivering improved fuel efficiency and 148g/km CO₂ emissions.

The state-of-the-art Ford EcoBlue diesel

engine is available with 105PS, 130PS and 170PS power ratings; it delivers significant cost of ownership and performance benefits compared to the previous 2.2-litre diesel, with fuel-efficiency improved by up to 13% and low-end torque enhanced by 20%.

The 105PS EConetic variant, which will be available for the 300 Series short wheelbase van, returns a combined 49.6mpg, a further 6% improvement over the most efficient current vehicle.

A completely new cabin offers improved comfort and ergonomics, and easy

connectivity with SYNC 3 or MyFord Dock options. Further technologies introduced to commercial vehicles for the first time include Intelligent Speed Limiter.

The new Transit Custom continues to offer commercial vehicle operators the same breadth of capabilities from a vehicle line-up that includes two roof heights, two wheelbase options, a gross vehicle mass range from 2.6 tonnes to 3.4 tonnes offering payloads up to 1,450kg, and bodystyles including van, kombi and double-cab-in-van.

NEW TRANSIT CONNECT WILL BE AVAILABLE TO ORDER IN MARCH/APRIL

Transit Connect’s upgraded cabin includes new seat trims and new audio systems with DAB as standard.

Six-inch colour touchscreens with satellite navigation and wireless charging are available.

Powertrains include Ford’s 1.5-litre EcoBlue diesel engine, with six-speed manual or eight-speed automatic transmission, and 1.0-litre EcoBoost petrol engine featuring significant

changes for further fuel efficiency.

Service intervals have been extended, with manual diesel vehicles offering variable intervals of up to two years/25,000 miles.

Segment-first features include Intelligent Speed Limiter, Pre-Collision Assist with Pedestrian Detection, Side Wind Stabilisation and Active Park Assist.

Short and long wheelbase options provide load volumes up to 3.6 cu m

(VDA), and bodystyles include van and double-cab-in-van.

The new Transit Courier, with payloads up to 600kg, load volumes up to 2.4 cu m (VDA), and a choice of van and kombi bodystyles, has a redesigned centre console, with six-inch colour touchscreen with SYNC 3 available on higher series.

Its updated powertrain line-up offers fuel-efficient 1.5-litre TDCi diesel and 1.0-litre EcoBoost petrol engines.



Go Further

For further information on any Ford Fleet products or services call the Ford Business Centre on 03457 23 23 23, email flinform@ford.com, or visit ford.co.uk/fordfleet

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TIME TO BEND THE RULES



NAYSAYERS, MEET THE CLASS-DEFYING E-PACE

On the one hand, an out and out performance car. On the other, a capable and compact SUV. But, more importantly, a Jaguar through and through.

Designed to satisfy the driver in you, with agile performance, dynamic looks and a driver-focused cockpit, the interior features connected technology* and class-leading stowage to appease your more practical side.

And an OTR price from £28,500 (P11D price from £28,285) makes the Jaguar E-PACE even more palatable from a business perspective.

There you go naysayers, a little something to chew over.

jaguar.co.uk/E-PACE

THE ART OF PERFORMANCE

Model shown: E-PACE First Edition 2.0D D180 Auto AWD OTR price £47,800 (P11D price from £47,545). Official fuel consumption for the E-PACE range in mpg (l/100km): Urban 29.1-50.4 (9.7-5.6); Extra Urban 40.4-67.3 (7.0-4.2); Combined 35.3-60.1 (8.0-4.7). CO₂ Emissions 181-124 g/km. Official EU Test Figures. For comparison purposes only. Real world figures may differ.

*All in-car features should be used by drivers only when safe for them to do so. Drivers must ensure they are in full control of the vehicle at all times.

**FLEET MANAGERS,
MAKE THE NAYSAYERS
EAT THEIR WORDS.**

