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OTHERS DRIVE IT.**



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THE NEW ALL-ELECTRIC JAGUAR I-PACE



THE NEW ALL-ELECTRIC JAGUAR I-PACE

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Instant torque and all-wheel-drive traction gives I-PACE the acceleration of a sports car. It takes you from 0-60mph in only 4.5 seconds.



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THE NEW ALL-ELECTRIC JAGUAR I-PACE

IT'S ALWAYS THE QUIET ONES YOU NEED TO WATCH.



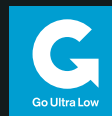
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THE ART OF PERFORMANCE

Fuel consumption: N/A. CO₂ Emissions: 0 (g/km). EV Range: Up to 298 miles. EV range figures are based upon production vehicle over a standardised route. Range achieved will vary dependent on vehicle and battery condition, actual route and environment and driving style.

OTR before OLEV PiCG: £63,495. Model shown: 90kWh EV400 First Edition AWD with optional Corris Grey metallic paint, 22" 5 spoke 'Style 5069' in Gloss Black with Diamond Turned finish and Carbon inserts. OTR price £83,795. 90kWh EV400 First Edition AWD from £81,495 OTR (P11D price from £81,440) with BIK from 13%.

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

*WLTP (Worldwide harmonised Light vehicle Test Procedure) is the new process that has been phased in from 2017, which measures fuel, energy consumption, range and emissions in passenger vehicles in Europe. This is designed to provide figures closer to real-world driving behaviour. It tests vehicles with optional equipment and with a more demanding test procedure and driving profile. **Loadspace volume is reduced by 18 litres with Active air Suspension, increased by 10 litres with Panoramic Roof and 1,453 litres with the rear seats folded. †Actual charge times may vary according to environmental and battery conditions and available charging installation.

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CONTENTS

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produced from post-consumer waste.

NEWS

- 4 CO2MPAS results under fire
- 7 Scotland urged to copy car park levy
- 8 Semi-autonomous cars 'less safe'
- 11 More flexible use of kerbside tested
- 12 Clean air plans 'baffle' ClientEarth
- 15 Mobile offences down, but why?
- 17 Tougher sentences delay criticised

REGULARS

- 18 Letters and editor's Big Picture
- 21 Opinion: Company cars/Mobility
- 48 Award winner: TrustFord
- 58 Last word: Steven Gregory

CAR/VAN REVIEWS

- 52 Citroën C5 Aircross
- 54 Jaguar I-Pace
- 56 Volkswagen Touareg
- 57 Long-term reports



28

Cover feature Altro Group

Andrew Houston knows that safety is a major consideration for Altro's fleet but predicting future priorities is not so easy



32

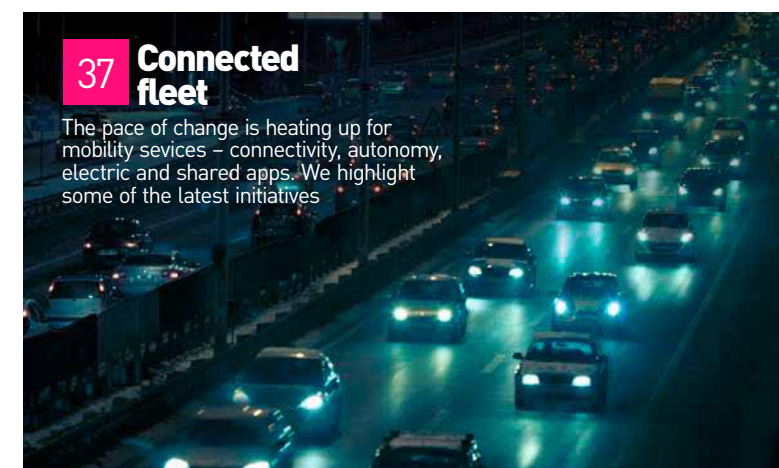


In the spotlight: Mazda UK

Mazda UK head of fleet and marketing Steve Tomlinson believes 'well-to-wheel' gives petrol/diesel the advantage over electric

37 Connected fleet

The pace of change is heating up for mobility services – connectivity, autonomy, electric and shared apps. We highlight some of the latest initiatives



24

Fleet News Roundtable

WLTP's different CO₂ figures are taxing the minds of decision-makers, increasing indecision and confusion for managers already under the cosh



**MERCEDES-BENZ E
220D 194 SALOON
AMG LINE**

	NEDC	NEDC-correlated
P11D	£39,800	£39,800
CO ₂	112	127
BIK tax band 2018/19	27%	30%
Annual BIK tax (20%/40%)	£2,149/£4,298	£2,388/£4,776
Annual VED	£165 then £450	£205 then £450
Class 1A NIC	£1,483	£1,648

**TOYOTA PRIUS HYBRID
BUSINESS EDITION**

	NEDC	NEDC-correlated
P11D	£24,945	£25,035
CO ₂	70	78
BIK tax band 2018/19	16%	19%
Annual BIK tax (20%/40%)	£798/£1,596	£951/£1,903
Annual VED	£15 then £130	£95 then £130
Class 1A NIC	£551	£656
London congestion charge discount	Yes	No
100% write down allowance	Yes	No

**VAUXHALL INSIGNIA
GRAND SPORT 1.6 CDTI
136 SRI VX LINE NAV**

	NEDC	NEDC-correlated
P11D	£23,195	£24,205
CO ₂	114	124
BIK tax band 2018/19	27%	29%
Annual BIK tax (20%/40%)	£1,253/£2,505	£1,404/£2,808
Annual VED	£205 then £140	£205 then £140
Class 1A NIC	£864	£969

CO2MPAS has lost its way when calculating real CO₂ emissions

Sector unhappy as correlated values are 'typically' 10% higher than original test

By Simon Harris

Fleet operators and company car drivers face increases in tax after CO₂ emission values generated under WLTP (Worldwide Harmonised Light Vehicle Test Procedure) start to be published.

All cars are undergoing a transition to the new measurement for fuel consumption, with newly type approved models subject to the test since last September, while all other new cars are being rehomologated by this September.

The changes will only apply to vehicles registered after the new figures are published, where the higher CO₂ value is shown on the registration document.

WLTP has replaced NEDC (New European Drive Cycle), which had been criticised for failing to represent real-world fuel consumption. NEDC had been in use since the early 1990s.

WLTP, in its true form, will come into circulation this autumn, but its CO₂ figures are not scheduled to be linked to vehicle tax until April 2020. Confirmation is expected in November's Budget.

Until then, every car that undergoes the test has a new 'NEDC-correlated' value, using a tool called CO2MPAS, which was formulated to create a figure close to the old NEDC figure.

But research by Cap HPI has found that the figures are typically 10% higher under NEDC-correlated values, effectively pushing up the benefit-in-kind (BIK) tax bands by several percentage points.

For drivers changing their company cars this

"Someone needs to explain why there is such a variance between NEDC and NEDC-correlated figures"

Caroline Sandall, ACFO



year, it is likely to mean a significant increase in BIK tax liability, and fleet operators are calling for an explanation of why car CO₂ emissions have increased substantially under the new rules.

Caroline Sandall, deputy chairman of fleet representative body ACFO, said: "I think many members are concerned that the WLTP/NEDC correlation has resulted in the same vehicle coming out of the matrix with a much higher CO₂ value than under the previous NEDC calculations."

"This was not expected and many cannot understand why there would be such a variance – the expectation was, quite rightly, that the

correlation would return a result very close to the old NEDC calculation.

"Unfortunately this leaves fleets with few options as the future is unknown until Government makes a decision about how we will migrate to WLTP as the measure for BIK.

"In the meantime, I do think someone needs to explain why there is such a variance between NEDC and NEDC-correlated figures. The whole thing has been badly managed and implemented."

Car manufacturers are also reportedly unhappy with the new system, which makes a similar vehicle in 2018 potentially much less attractive for a company car driver.

But the Society of Motor Manufacturers and Traders (SMMT) says it is working with the European Commission alongside other EU car industry associations to urgently update CO2MPAS.

Mike Hawes, SMMT chief executive, said: "WLTP and RDE (Real Driving Emissions) are the world's toughest-ever emissions tests, much more representative of on-road driving than NEDC which, as the industry acknowledged, was outdated and needed reform."

"The CO2MPAS tool represents a short-term solution to evaluate the performance of new vehicles tested under WLTP on a comparable basis to existing NEDC vehicles, and so align measures such as tax rates."

Asked if an update to the system would mean vehicles having to undergo new tests to create new CO₂ emissions figures, the SMMT said it was a matter for the European Commission.

The British Vehicle Rental and Leasing Association (BVRLA) told *Fleet News* it is in discussions with the Treasury and will be asking for any distortion caused by the transition to the new regime to be eliminated.

"Policymakers need to recognise the vital role played by the company car sector and rebalance the BIK tax thresholds to ensure drivers are not hit by unfair and disproportionate rate increases," said a spokesman.

The study of more than 600 models by Cap HPI, across all vehicle sectors, examined emissions data between September 2017 and May 25, 2018. The data shows diesel vehicles increased by 12.6%, petrol 7.3%, petrol plug-in hybrid by 27.3% and petrol hybrid 7.8% on average.

Andrew Mee, senior forecasting editor at Cap HPI, said: "The industry is already seeing the impact of WLTP as some models are removed from the market and options are rationalised. While we expect to see the fleet mix change over the coming months with drivers shifting away from models with large CO₂ and BIK increases, we don't expect to see a significant spike in overall sales ahead of WLTP changes in September."

During the past decade, manufacturers have become more skilled at optimising vehicles for NEDC tests, adding features like idling stop/start, reducing vehicle weight with new generation models as well as making improvements to aerodynamics. Drivers choosing their next company cars carefully have been protected from big increases in BIK through vehicle improvements.

EXAMPLES OF CHANGE

The Vauxhall Insignia *Fleet News* currently has on its test fleet is a 136PS diesel and has CO₂ emissions of 114g/km. But the same car registered now has CO₂ emissions of 124g/km – an increase of two BIK tax bands.

Costs have increased significantly since this car was delivered last summer, including the annual tightening of the BIK tax threshold, and the increase in the supplement for diesel cars, which went up to 4% in April from 3%, putting this

Insignia in the 29% bracket for BIK tax compared with the 24% bracket for an identical model in 2017/18 registered a year ago.

Drivers will now pay £80 per year (20% taxpayer) more, while businesses will have to contribute an extra £105 per year in National Insurance Contributions (NICs).

For some models, this level of increase has come purely as a consequence of changing from pre-WLTP to post WLTP. For example, the Mercedes-Benz E 220d saloon AMG Line that *Fleet News* also has on test has increased by three BIK tax bands since delivery, with CO₂ emission rising from 112g/km to 127g/km.

This rise will hit a 40% taxpayer by £478 per year, with a business paying £165 extra in NICs.

It had been possible to choose a Toyota Prius with CO₂ emissions of 70g/km when specified with 15-inch wheels, which entitled the car to be registered for the London congestion charge discount.

The lowest CO₂ emissions possible with the standard under the revised system is 78g/km, which would not only make it subject to the congestion charge, it takes it above the threshold for a 100% write down allowance.

These factors could make the difference in whether or not a car remains on a fleet choice list.

A number of popular fleet models now exceed the commonly applied 130g/km CO₂ cap. These include certain derivatives of the Ford Mondeo, Vauxhall Astra, Jaguar XE and XF, and Mazda 6.

Some of the changes to fuel consumption and CO₂ emissions have been introduced at the same time as model year updates, which has also seen P11D prices increase.

ACFO chairman John Pryor added that the changes could now cause more people to give up their company cars and take a cash allowance instead, which risks a reduction in the revenue the Government takes from company car tax.

He said: "I suspect the issue is there is no clear way to go forward. But this is a sword of Damocles hanging over all current and future sales. As always, drivers do not look at the whole picture as we see people cashing out and claiming AMAP (approved mileage allowance payments) or the tax differences."

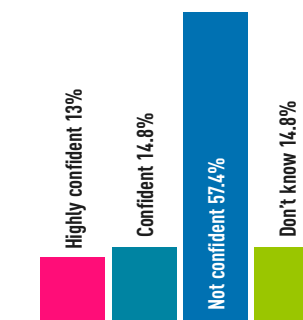
FLEET FACTS AND FIGURES

OPINION POLL

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Are you confident your fleet policy is fit for purpose in light of electrification and WLTP?



FleetNews view:

A new vehicle emissions testing regime and a growth in hybrid and pure electric models has left a majority of fleet decision-makers (57.4%) unsure fleet policies are fit for purpose. Fleet operators need urgent clarification from the Government on how WLTP will be applied to tax as well as its future treatment of diesel vehicles.

This week's poll: Do you think your fleet policy meets the needs of your employees?

fleetnews.co.uk/polls

MOST COMMENTED ONLINE

All new diesel cars fail EU NO_x emissions standards in real-world driving

fleetnews.co.uk/news



Diesel (ppL) 130.65 ↑
Unleaded (ppL) 127.27 ↑

fleetnews.co.uk/costs/fuel-cost-calculator

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P11D	BIK	CO ₂	COMBINED MPG
£28,630 - £17,730	28% - 22%	123-91g/km	55.4-80.7



Official fuel consumption figures in mpg (l/100km) for the All-New Ford Focus range: urban 45.6-74.3 (6.2-3.8), extra urban 62.8-85.6 (4.5-3.3), combined 55.4-80.7 (5.1-3.5). Official CO₂ emissions 123-91g/km.

The mpg figures quoted are sourced from official EU-regulated test results (EU Regulation 715/2007 and 692/2008 as last amended), are provided for comparability purposes and may not reflect your actual driving experience. Information correct at time of going to print.

NEWS

The Scottish Parliament will soon consider the third transport bill since the turn of the century

Report presses Scotland to mimic Nottingham's works car park levy

Scottish Government is due to publish its transport bill in the next few weeks

By Gareth Roberts

The Scottish Government is being urged to follow Nottingham's lead and introduce a workplace parking levy to cut congestion and improve air quality.

Councils in England can force employers to pay a levy on parking spaces provided for staff at their premises.

Sustainable transport group Transform Scotland wants Scottish councils to have the same powers as their English counterparts.

Nottingham was the first English city to introduce a workplace parking levy scheme in 2012, and remains the only local authority to employ the charging regime although others are considering them.

Employers that provide 11 or more workplace parking places are required to pay an annual charge for each space on their premises.

However, spaces used by fleet vehicles parked at an employer's premises, which are not used to travel to and from work, along with vehicles used to deliver or collect goods, are exempt from the charge. Other exemptions include customer parking and disabled spaces.

The levy, which is invested in public transport projects, is set at around £400 per parking space.

Transform Scotland cites the success of the Nottingham scheme in its report, Getting the Bill Right, published ahead of the Scottish Government's Transport Bill which is expected to be unveiled in the next few weeks.

It says that as a result of the workplace parking levy, Nottingham has seen a significant increase in public transport, walking and cycling, a 33% reduction in carbon emissions and has raised millions of pounds to invest in the city's transport infrastructure.

Professor Tom Rye of Edinburgh Napier University's Transport Research Institute contributed to the Transform Scotland report. He told *Fleet News*: "Parking levies are one of the most effective ways to control the use of private cars in urban areas."

"Nottingham's scheme has resulted in a significant modal shift to public transport, walking and cycling, and has raised more than £25 million for the city's transport infrastructure. "At a time where local authority budgets are increasingly stretched and funding for sustainable transport infrastructure is limited, parking levies offer a clear solution to fund improved transport infrastructure while simultaneously tackling issues with air pollution, carbon emissions and congestion."

Transform Scotland claims previous transport legislation passed by the Scottish Parliament in 2001 and 2005 has been ineffective.

"Above all else," says the report, "they failed to meet their stated objectives to deliver sustainable and integrated transport, tackle congestion, or reduce carbon emissions".

Statistics show that the share of journeys

made by public transport, walking and cycling is the same today in Scotland as it was in 1999.

Furthermore, carbon emissions from transport decreased by only 1.1% between 1990 and 2015, while congestion increased by 0.9% between 2003 and 2016, and bus usage has declined by 14% since 2001.

Transform Scotland director, Colin Howden, said: "It is by now clear that the previous transport bills passed by the Scottish Parliament in 2001 and 2005 were ineffective in cutting congestion or pollution, or reversing the decline in bus use. This year's transport bill provides an important opportunity to start turning round some of these problems."

Transform Scotland sets out a number of recommendations, in addition to the workplace parking levy, which it would like the bill to include.

They include: creating a new decriminalised offence to enforce bus lanes and cycle lanes; allowing local authorities to take on lane rental powers and permit schemes (in order to cut disruption from road works); introducing a nationwide smart ticketing scheme; and a ban on pavement parking.

The report argues that poor enforcement of bus lanes means that one ineligible vehicle can significantly affect journey times. Static bus lane cameras are useful, it says, but they need to be either much more numerous, or to be complemented by on-bus cameras.

Meanwhile, it says smart ticketing is increasingly important in light of potential future disruptive technologies, such as Mobility as a Service.

However, Transform Scotland says any scheme must be fully integrated with all modes of public transport, and convenient and easy to use. It must also provide value-for-money and seamless travel on public transport.



"Parking levies offer a solution to fund improved transport infrastructure"

Tom Rye, Edinburgh Napier University

Semi-autonomous cars might make driving 'less safe, not more'

Risks could increase when autonomous systems hand control back to driver

By Andrew Ryan

Equipping vehicles with autonomous or advanced safety technology could make "driving less safe, not more" in the short term, safety experts have warned.

Multiple studies have found that more than 90% of incidents are caused by human error and it is widely expected that autonomous technology will largely eliminate these and reduce the number of collisions.

However, before vehicles become fully autonomous, cars will be on the road which are self-driving part of the time, but must still be driven by humans at other times.

It is this handover to humans which could lead to a period of increased risk.

Lisa Dorn, associate professor of driver behaviour at Cranfield University, which together with the University College of London is researching this transition, told the Brake Fleet Safety Conference: "We know drivers change their behaviour and response to those systems in all sorts of complex and perverse ways.

"Vehicles (driven autonomously) take drivers out of the loop and we know it can lead to slower reactions. It can take some time before they are re-engaged. Studies have shown that sometimes it can take several seconds.



"Vehicles (driven autonomously) take drivers out of the loop and we know it can lead to slower reactions"

Lisa Dorn, Cranfield University



Driver handover reaction times are under scrutiny

"We also know that when you give people more capacity for doing things other than their primary task then they are much more likely to engage in secondary tasks."

Research has shown that drivers tend to complete more than two-and-a-half times as many tasks when travelling in a highly-automated car than when manually driving, reducing their attention to the road.

"One of the problems (with high-automated cars) is that drivers will have the capacity to do other things and as soon as you do other things you are distracted and that is potentially where the danger is," Dorn added.

Her sentiments were echoed in a report issued last month by the International Transport Forum which said claims self-driving cars could avoid 90% of road deaths by eliminating these errors is an "untested and uncertain hypothesis".

The report added: "Shared responsibility between robot and human drivers can, in fact,

lead to more complex driving decisions.

"The unintended consequences might make driving less safe, not more. In situations where humans take over control from robots, more crashes might occur among 'average' drivers."

The report added that many crashes involving human error also involve other factors which may still have led to that collision even if the human had not committed an error in judgment or misperception.

These could include poor roadway design or faulty vehicles. "Human error can also be non-driver-related errors by pedestrians, cyclists and motorcyclists," added the report. "Since they won't be automated, their errors will probably not be eliminated by automation."

"These considerations do not likely impact the general finding that automation may continue to significantly better safety outcomes, but it may temper the assessment of automation benefits versus disbenefits."

ADVANCED SAFETY ASSISTANCE SYSTEMS CAN RESULT IN OVER-CONFIDENCE

Cranfield University's Lisa Dorn warned that advanced driver assistance systems such as forward collision warnings may also have a negative effect on safety, despite having an overwhelmingly overall positive impact on the number of collisions.

The European Commission last month announced that it wants 11 advanced safety features fitted as standard to all new cars and vans launched from 2020, and on all

new vehicles sold from two years later (*Fleet News*, May 31).

Experts believe that AEB alone has the potential to save 1,100 lives and more than 120,000 casualties in the UK over the next 10 years, with research showing that cars fitted with the technology have a 38% reduction in rear-end crashes.

However, Dorn said the technology may also make some drivers over-confident.

She added: "If the technology makes them feel safer, they will take more risks. For example, people may feel they can drive faster when an ABS is in use."

"I'm sure fleet managers have stories about how drivers are using forward collision warnings and how annoyed they get with them, how they rely on parking assist and then crash into something because they go too close."

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Fuel consumption information is official government environmental data, tested in accordance with the relevant EU directive. Grandland X range fuel consumption figures mpg (litres/100km): Urban: 44.1 (6.4) – 64.2 (4.4), Extra-urban: 57.6 (4.9) – 74.3 (3.8), Combined: 51.4 (5.5) – 68.9 (4.1). CO₂ emissions: 128 – 108g/km.

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. 2018/19 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 1.2 (130PS) Turbo Start/Stop model illustrated (P11D of £26,885) features Topaz Blue two-coat metallic paint (£565), silver-effect roof rails (£150), Premium LED Adaptive Forward Lighting Pack (£1,100) 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 (June 2018).



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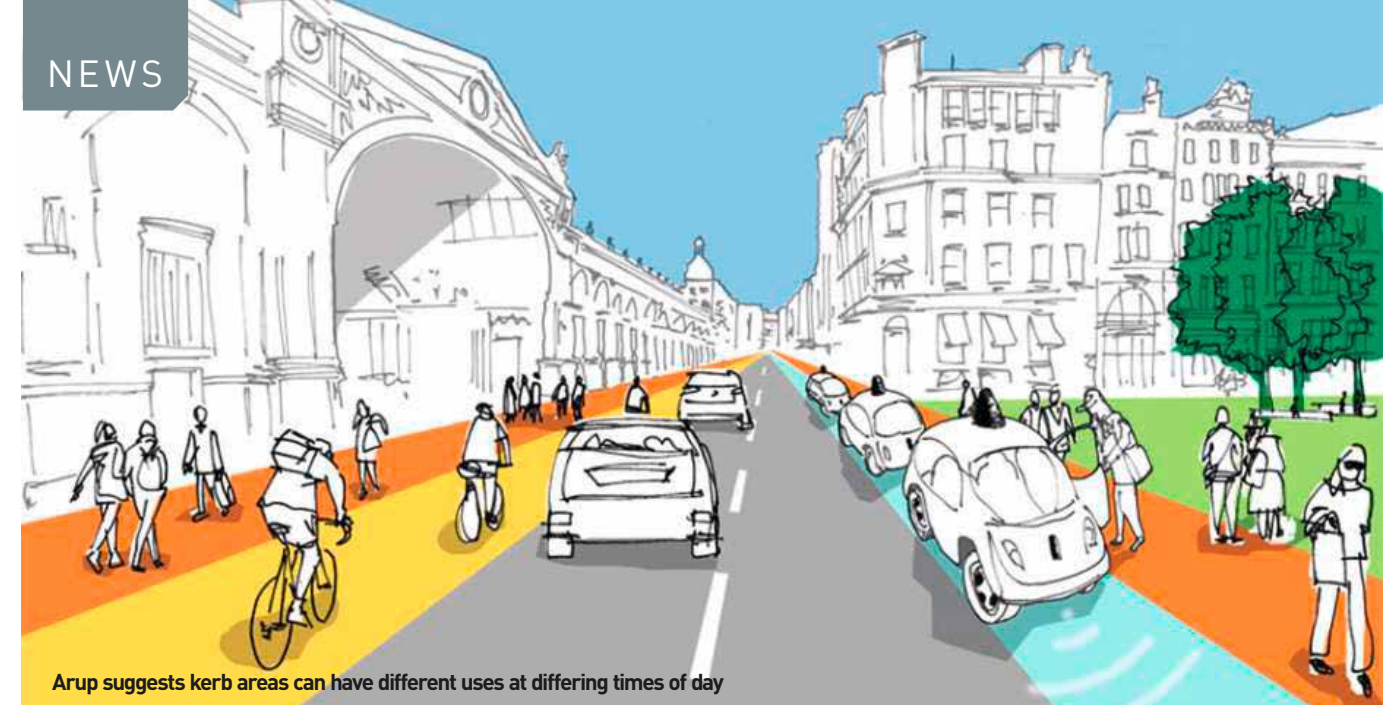
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*Calls are free of charge from all consumer landlines and mobile phones. If you are calling from a business phone, you should check with your provider whether there will be a charge for calling an 0800 number. [^]BIK 2018/19 tax year. ^{^^}MPG and CO₂ figures quoted apply to New C3 Aircross Compact SUV 1.6 BlueHDI 100 versions. Model shown is New Citroën C3 Aircross Compact SUV PureTech 82 manual.

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NEWS



Arup suggests kerb areas can have different uses at differing times of day

Changing with the times – could kerbside usage be more flexible?

It's one of five schemes shortlisted by the National Infrastructure Commission

By Tom Seymour

A new project is under way to test how a changeable system of kerbside markings could prepare the UK's road network for the future needs of connected and autonomous vehicles (CAVs).

Arup, an independent firm of designers, planners and engineers, is one of five companies each awarded £30,000 to test their ideas as part of the National Infrastructure Commission's Roads for the Future competition.

The winning project will be given an additional £50,000 in funding to further develop the idea.

Arup explained to *Fleet News* that, over the course of a day, what it calls a FlexKerb segment could function as an autonomous vehicle rank in rush hours, a cycle path at lunchtime, a pedestrian plaza in the evening and a loading zone overnight.

FlexKerb, it said, will use real-time data from traffic and air quality information to adjust kerbside uses throughout the day and week.

It is unclear at this stage how the unpredictable nature of a system changing at the whims of the city would affect motorists looking for a parking space or cyclists wanting a dedicated cycle route.

This is something Arup acknowledges. Its spokesperson said: "There are challenges the next stage of the submission will look at. For example, if access to a street changes in a dynamic way, how will sat-navs and other navigation devices cope? There is a lot to think about and explore further."

The Arup team now has three months to develop a feasibility study to demonstrate how it could benefit cities once CAVs are introduced, using the funding to simulate the scheme on a typical London high street.



Sir John Armitt,
National Infrastructure Commission

"We need to make sure the technology on our roads keeps up"

This will include an illustrative FlexKerb schedule, using traffic modelling software, for one weekday and one weekend day to show how flexible use of a busy street's kerbside can enable CAV pick-up and drop-off alongside pedestrians, cyclists and other transport users.

Given the feasibility study is yet to be completed, Arup can't give exact details on how FlexKerb would be implemented.

However, the spokesperson said it is likely to be a mixture of physical and digital infrastructure, including LED displays and smart bollards, to indicate changes on the kerbside.

He said: "This submission aims to ensure that pavements continue to benefit all street users. This includes people walking, cycling and using public transport, as well as those travelling in CAVs or by taxi and car – and also freight – by giving priority to different users at different times of the day and between weekdays and weekends."

"There is also potential that it could also help the shops and businesses on our busy high streets, by identifying optimum delivery and

loading times and by encouraging footfall and people to dwell."

FlexKerb would also respond to real-time air quality issues by closing off vehicular traffic as a potential response. FlexKerbs could also give priority to ultra low emission vehicles as a way to boost adoption.

Launched in January with Highways England and Innovate UK, Roads for the Future sought ideas for preparing the road network for the growth of connected and autonomous vehicles.

The commission received 81 entries in total before choosing five to progress.

The four other Roads for the Future projects include a scheme from AECOM, which examines how smart signals could advise drivers and vehicles on speed to improve traffic flow. The concept will be tested using a simulation model of the A59 in York.

Leeds City Council is also looking at how data generated from digitally connected cars could be used to improve traffic light systems, allowing highway authorities to better manage traffic on their roads and reduce tailbacks. The team will use models of roads across Leeds to test this.

The other two schemes are from City Science, which is examining how existing roads could be dedicated to driverless cars in Exeter, and Immense, which is looking at how artificial intelligence could help sat-navs to learn better routes to avoid congestion in Oxfordshire.

Chairman of the National Infrastructure Commission Sir John Armitt said: "We can see for ourselves the progress in developing cars for the future, with trials of driverless cars taking place across the country – we now need to make sure the technology on our roads keeps up."

■ See Connected Fleet feature on P37.

Environmental law firm 'baffled' by Government's clean air plans

Views sought on how 33 councils can tackle pollution in shortest possible time

By Gareth Roberts

The removal of speed bumps and the rescheduling of deliveries are among potential pollution-cutting measures outlined by the Government in a new consultation.

The Joint Air Quality Unit (JAQU) is asking for views on how 33 councils should reduce nitrogen dioxide (NO₂) emissions in the shortest possible time to meet their legal requirements.

Environmental law firm ClientEarth said the move smacked of desperation and showed a lack of new ideas.

Legal action taken by the firm in February saw the Government ordered by the High Court to take stronger action to improve air quality in areas not compelled to introduce clean air zones (CAZs) or submit local action plans (fleetnews.co.uk, February 21).

London will introduce its ultra-low emission zone (ULEZ) next year, and has also confirmed that the zone will be extended to the North and South Circular roads from October 2021 (fleetnews.co.uk June 8).

Five other cities – Derby, Leeds, Nottingham, Birmingham and Southampton – have been ordered to introduce CAZs before 2020.

A further 23 local authorities, where breaches of NO₂ legal limits are expected beyond 2021, are required to set out local action plans for tackling air quality.

However, in February's ruling, the High Court said the Government's plan, published in July 2017, was unlawful as it did not compel 45 other local authorities in England, where pollution is a problem, to comply with the law as soon as possible.

Taking into account that 12 of the 45 are projected to have legal levels by the end of 2018, the judge ordered ministers to require local authorities to investigate and identify measures to tackle illegal levels of pollution in the remaining 33.

Included in the 33 local authority areas are Liverpool, Leicester, Bradford, Oxford, Reading, Wolverhampton, Walsall, Peterborough and Portsmouth.

Oxford City Council is already planning to ban all petrol and diesel vehicles from the city centre by introducing a zero emissions zone.



The plans – which are out for consultation – suggest the ban would be introduced in phases, starting with preventing non-zero-emitting taxis, cars, light commercial vehicles and buses from using a small number of streets in 2020.

The zone will gradually extend to cover all non-electric vehicles, including HGVs, in the whole of the city centre by 2035.

However, the Government has ruled out recommending the introduction of CAZs in the consultation for this 'third wave' of councils.

The consultation says: "All local authorities have the power to introduce a charging zone to tackle air quality locally, should they wish to do so. However, for the purpose of this consultation, we are seeking evidence about measures which will speed up compliance in any of the third wave local authorities and, therefore, in shorter timeframes than charging zones can be implemented."

Instead, it is suggesting local authorities work with fleet operators, which operate in their areas, to change current delivery patterns and reduce pollution.

Van and truck operators, it says, might reduce their environmental impact by changing the timing of deliveries or the route, improving

loading options, or upgrading to ultra-low, zero emissions or alternatively fuelled vehicles.

It also claims in the consultation that poor traffic flow can contribute to congestion in city and town centres, which, in turn, increases emissions and air quality problems.

"NO_x emissions are typically higher when an engine is under higher loads, such as during acceleration," it says. "Measures to tackle road congestion, which reduce stop-start traffic and thus acceleration events, can also have air quality benefits."

Such measures could include optimising traffic signals to reduce traffic at a particular problem area or installing intelligent traffic management systems to speed up traffic flow.

Local authorities could also consider traffic signalling strategies to highlight pollution levels and suggest alternative routes.

It also says councils could improve junctions or consider removal of speed bumps or develop bus priority schemes to improve reliability and journey times.

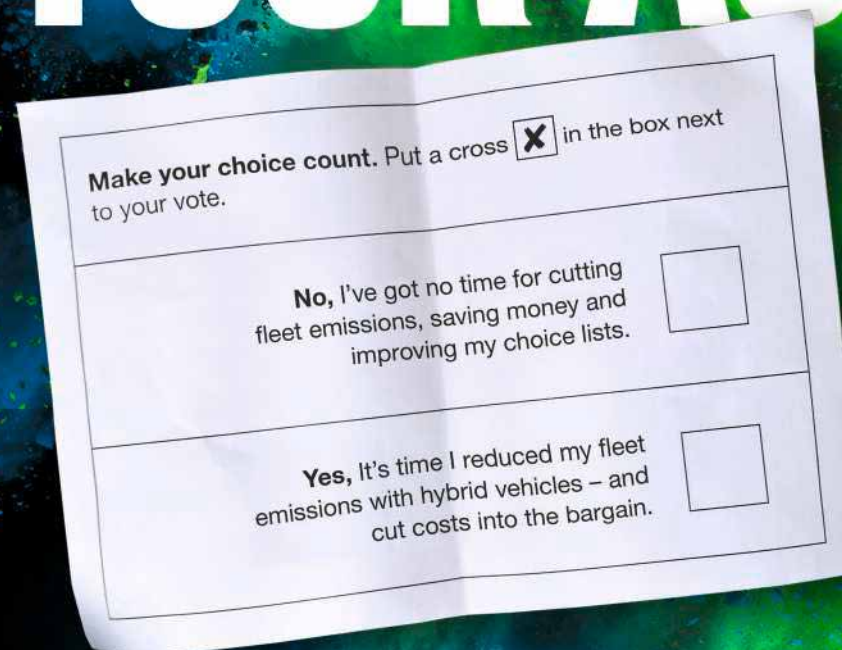
However, ClientEarth said it was 'baffled' by the Government's consultation. "The Government seems to have run out of ideas," claimed ClientEarth lawyer Katie Nield.

"This consultation does not fill us with hope for the final plans due out in October. We will be examining them very carefully when they do come out."

The consultation closes on June 26, while local authority environmental studies need to be submitted to the Government by July 31.

The Government will consider the results from the consultation, and will publish a supplement to the UK plan for tackling roadside nitrogen dioxide concentrations by October 5.

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"This consultation does not fill us with hope for the final plans due out in October"

Katie Nield, ClientEarth





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NEWS



Many motorists polled admit they continue to use a mobile phone while driving

Mobile phone offences down, but not necessarily for right reasons

Fewer traffic cops to spot offenders rather than stiffer fines 'probably' behind dip

By Tom Seymour

A combination of fewer traffic police, increased fines and improved connectivity in new vehicles is likely behind a 30% drop in motorists being charged with using their mobile phone while at the wheel.

The latest statistics for England and Wales, from the Ministry of Justice (MoJ), show the number of offences dropped from 13,000 in 2016 to 9,000 in 2017.

However, the decline doesn't tally with the sentiment of UK drivers expressed in numerous surveys, where a significant minority admit to regularly using their phone while driving.

In a recent survey of 2,000 drivers carried out by SmartWitness, one in five said they are still prepared to flout the law.

John Pryor, ACFO chairman, told *Fleet News* that if the numbers from the MoJ are correct, a reduction in mobile phone offences is a development that should be applauded.



"The message that phones are illegal to use when driving is not completely getting through"

John Pryor, ACFO

However, he said: "The reduction is probably due to a number of factors.

"Fewer traffic police undoubtedly means there is less chance of being caught using a handheld mobile phone. It is also true that more vehicles have Bluetooth and so increased connectivity [allowing hands-free] is also playing a part; similarly the increase in penalties, if caught, may also be influencing a reduction in handheld mobile phone use."

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

Pryor says he regularly sees drivers using their phone. "The message that they are illegal to use when driving is not completely getting through," he said.

"Maybe once all vehicles are 'connected' will be the time when drivers using handheld mobile phones while motoring will be confined to history."

Fleet operators employ a range of different policies to manage mobile phone use, including the banning of hands-free devices. However, some argue that it is essential drivers are contactable while on the road.

From March 1, 2017, penalties for drivers using a mobile handset were doubled to a £200 fine and six penalty points, giving the UK the highest level of fine for the offence in Europe, alongside the Netherlands.

Yet, a populus survey by The AA of 18,000 drivers in April, reported that 98% had seen a driver using a mobile at the wheel, 48% said they see this on a regular occurrence and 99% said using a mobile at the wheel is dangerous.

"The trouble is mobile phone offences can be

difficult to be picked up by the police," said a spokesman for The AA. "If it's happened after a crash, they can check your mobile phone usage, but, other than catching you in the act, it's difficult.

"There has been a decline in highways policing but, when there is a concentrated effort to crack-down, it comes with a harvest of convictions."

Neil Greig, IAM Roadsmart policy and research director, would like to think that drivers have got safer and the police more active, but admitted there is conflicting evidence either way.

He said: "Road deaths are flatlining, suggesting that our roads are not improving at the pace we have got used to, and traffic police numbers are in decline.

"In our view, ever-increasing penalties have little effect unless they are directly connected to an increased fear of being caught."

Research from the RAC shows that, while there has been a "slight reduction" in drivers that admit to using a mobile at the wheel, it estimates there are still around nine million motorists routinely flouting the law in the UK.

"Eye-witness accounts from our members and colleagues also suggests that illegal phone use remains a serious problem in the UK, which is why we fear the drop in prosecutions is likely to be just the result of fewer drivers being caught in the first place," said an RAC spokesman.

"The fact a police officer has to observe someone using a handheld phone at the wheel in order to convict them of the offence makes it an extremely labour-intensive task and one made all the more difficult with a sharp reduction in the number of dedicated roads policing officers."

However, he added: "We believe police are doing what they can to enforce the law under difficult circumstances."



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NEWS

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Government criticised for not introducing tougher sentences

Commitment to road safety is extended but laws to back it up are bogged down

By Stephen Briers

Jesse Norman, parliamentary under secretary of state for transport, has announced that the Government is to extend its commitment to road safety as it bids to reduce the number of killed and serious injured, particularly among younger drivers.

Speaking at last week's Brake parliamentary reception, Norman said Government schemes had seen 40,000 drivers undertake mentoring programmes through RoSPA, implement journey logbooks, boost awareness on the road and share telematics data on their performance.

"I can announce that we will continue this work," he said. "I have a specific concern about younger drivers who are over-represented in the killed and serious injured figures. There is tremendous scope to improve our engagement with them."

Norman outlined a number of initiatives the Government was already "making good progress on", including tackling drink- and drug-driving and the use of mobile phones.

However, he faced criticism from Labour MP for Heywood and Middleton Liz McInnes for the lack of progress on introducing jail sentences for those who kill through dangerous driving, following the Government announcement of the tougher sentences last year.

Acknowledging that the delay was actually being caused by the Ministry for Justice, McInnes said: "They keep telling me it will happen in due course. I hope the minister will help to put pressure on them to change this anomaly in the law."

"If we brought in tougher sentences, it would make drivers think twice before they got into a vehicle and break the speed limit or get in under the influence of drinks or drugs. They might think twice if they knew they could go to jail."

Norman reiterated his commitment to tougher sentences and also raised the prospect of graduated driving licences, a system that allows newly-qualified drivers to build up their driving skills and experience gradually. This has already been launched in Northern Ireland and the Government is watching with interest.

"We want to see what progress we can make in these other areas but we are monitoring developments (in Northern Ireland) and we are looking at how we might implement it if it proves to be effective," Norman said.

The Government is also using the Department for Transport's innovation challenge fund (ICF) to see how virtual reality and other new technologies could help to improve hazard awareness skills among younger drivers.

"We have to help to prepare young drivers on how they perform on the road," Norman said.

"We have a raft of things happening to generate



Jesse Norman spoke at the Brake parliamentary reception

"We have to help to prepare young drivers"

Jesse Norman, DfT

real progress in road safety and in the killed and serious injured statistics."

Norman also backed calls for safety to be taken seriously at the highest levels of business, agreeing with the view that board directors should install telematics in their company cars if they expected their van and truck drivers to do likewise.

"I share the view that if you ask your employees to do it, then you should too," he said, promising to look at the issue with his officials.

Brake chair of trustees Deborah Johnson, senior personal injury solicitor at Slater and Gordon, countered Norman's positive spin on safety progress by saying that, while the UK had

a record to be proud of, there was "much more we can all do".

She added: "Progress has stalled over the past five years. Our wish is simple: all road deaths and serious injuries are preventable."

Brake urged the Government to take action in a number of key areas, including: safer speed limits in urban and rural areas, graduated licence scheme, segregated cycle lanes and zero tolerance to drink- and drug-driving.

It also revealed that road safety week this year (November 19-25) would focus on cyclists and motorcyclists with the theme 'Bike Smart'.

Brake's parliamentary of the year award, for the MP who has done the most for road safety over the past year, was presented to Judith Cummins (right), MP for Bradford South.



THE BIG PICTURE

By Stephen Briers, editor, *Fleet News*



NEDC-correlated fuel and emissions figures are now filtering through ahead of the September deadline and they are not making pretty reading for fleets and their drivers.

Some cars have been hit with huge increases and it's unbalancing company car choice lists. Bandings are in disarray and CO₂ caps are eliminating large numbers of models. What do you do about it?

The best advice seems to be either pause all activity or temporarily increase bands and loosen caps until the Government makes a decision about taxation levels.

"A few people in fleet have suggested the Chancellor might not reveal future BIK"

A number of companies we've spoken to have done the latter – increasing CO₂ caps by 10-15g/km to ensure the same cars are available at the same bands. Their logic is that these cars are not throwing out any more emissions or consuming any more fuel than they were a few months ago, so why penalise employees by removing them.

Such is the level of uncertainty over the full impact of the new WLTP testing regime on fuel/CO₂ figures, a few people in fleet have suggested to me that the Chancellor might not reveal future BIK rates as expected in November's Budget. Indeed, he might hold off announcing them until next year to be able to implement a structure that makes sense to the new car figures.

There's some logic to that, but it would be disastrous for fleets and drivers who need sight of BIK rates past 2020/21. Without them, there is no chance to plan for the future.

In August, *Fleet News* will celebrate its 40th birthday with a bumper anniversary edition packed with features celebrating the past 40 years in fleet (as well as the usual news, insight and best practice you've come to expect). We're looking for contributions, so if you have any ideas for features or wish to get involved, please email me – stephen.briers@bauermedia.co.uk

YOUR LETTERS

ROAD TAXES

Fuel duty increase is not cure for congestion

EDITOR'S PICK



Edward Handley wrote:

Having read 'Government must increase fuel duty to curb congestion and emissions' (fleetnews.co.uk, June 1), UK fuel duty is among the highest in Europe and road taxes have long been seen as a cash-cow to be used to pay for whatever schemes are seen as politically expedient at the time.

The money is never used to support the infrastructure.

The increase in traffic is not the result of frozen fuel duty. It is the result of a strong economy (more economic activity equals increased journeys) and increased population, far more than a movement away from public transport.

The drift away from public transport is a direct consequence of the disruption caused by engineering works, strike actions and the

outrageous cost of tickets. I can fly from Heathrow to Geneva and return for less than the cost of a return rail ticket from Reading to Paddington – and I am guaranteed a seat.

The whole 'dirty diesel' business plus the extra tax on new diesel vehicles has discouraged companies from buying new vans and cars resulting in older and more polluting vehicles being run for much longer.

Euro 6 vehicles are incredibly clean but it appears the (Greener Journeys) report has played this down. It also appears to ignore the increasing use of electric cars.

Yes, there will be an increase in traffic – it is called economic development. Get over it. Economic growth is good, because the alternative is economic stagnation, and that, as we all know, is really bad.

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

Overtaxed motorist added:

Thousands of trains cancelled daily due to new timetable chaos. This Greener Journeys pressure group, funded by the

train and bus oligopolies, should ask its funders to put their own house in order before calling for increased taxation of the only reliable, viable alternative.

HONDA CONCEPT

Back street chop shop job

Bobby Botcher wrote:

Having read 'Honda showcases Civic Type R pick-up truck concept' (fleetnews.co.uk, May 24), is it just me that thinks this looks like a back street chop shop job?

Where is the finesse in execution?

The rear arches not corrected for the lack of rear doors or the B-Pillar not being finished off to create the rear cab window.

However, Nigel Boyle added:

Please Honda put it in production. This would be so much fun. Also a diesel version would plug a large gap in the market.



EMISSIONS DATA

Stalled by BIK doubts

The Engineer wrote:

Having read 'Having the correct data is essential for fleets' (fleetnews.co.uk, June 4), I am supposed to be in the vehicle replacement cycle at the moment, but it's a nightmare.

Vehicles keep disappearing from the lease quoting system while the numbers are up in the air and model year changes mean re-evaluations.

Some reappear the next day with BIK up to 5% higher, but, due to lead times, there is no guarantee that what I order today, with an affordable BIK, won't by the time it actually arrives have a far worse BIK due to re-assessment.

In fact, I have decided to stall until it stabilises a bit.

ROAD SAFETY

Price of technology certain to fall

Gordy wrote:

Having read 'Price increase fears if Europe mandates more safety features on vehicles' (fleetnews.co.uk, June 4), don't forget the manufacturers have already developed these systems and so the R&D is paid for.

They are also not stupid so they took out patents on them, too.

They are fitted to a fraction of the production fleet at the moment. This means if they are mandated on all vehicles the price will plummet and all manufacturers would profit having paid the initial patent fees.

If the parts companies got their heads together like the computer manufacturers do, then standard size and production issue units would slash costs further.

You must be very careful when writing these articles that you are not inadvertently helping manufacturers push their prices up without real justification.

People will choose cars for a number of reasons but safety equipment should not be a choice item.

AUTONOMOUS CARS

Government will press on

Derek Webb wrote:

Having read 'Autonomous cars could make driving less safe' (fleetnews.co.uk, May 29), I fear our Government is determined to press on, knowing there will be car crash fatalities involving autonomous cars and hoping they are less than those in conventional vehicles.

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Burning question:
What was the first money you earned, and how?

Editorial
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Aged 12, ripping out perforated sheets in accounts ledgers for 1p per book. There were thousands. Earned quite a bit later 'freelancing' job to my grandparents).
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COMMENT

FLEET OPINION

COMPANY CARS

Tax uncertainty is killing company cars

By Paul Hollick

Company cars – both perk and job-need – are becoming history as employees drive employers towards giving them cash to fund their own vehicle.

The move away from company cars into, notably, personal contract hire (PCH), is due to a range of factors, but all centred on the amount of benefit-in-kind (BIK) tax employees believe they could be paying in the coming years.

Essentially, Government policy has resulted in a complete lack of clarity as to how much BIK company car drivers will pay due to uncertainty over CO₂ figures with the switch to the Worldwide harmonised Light vehicles Test Procedures (WLTP); tax thresholds from April 2020 being unknown; and the 'demonisation' of diesel.

While fleet decision-makers may hold their hands up in horror that the death of the company car will trigger a massive rise in 'grey fleet', the reality is that the only change will be in the way a car is funded.

Cash is less toxic in terms of occupational road risk management than it was a decade or more ago. Employers can overlay the car funding route with their existing fleet policy thus dictating what is – and is not – allowed, avoiding employees opting out of a company car scheme and buying a 10-year-old 'dirty' model lacking the latest safety features.

A decade ago, there was a widespread move to end 'grey fleet', because of concerns over duty of care compliance. But smart fleet decision-makers can use the same rigour in occupational road risk management policies to cash opt out policies. The big differences will be the sourcing of the correct type of motor insurance and ensuring business use policies are in place.

Employees are discovering they can fund a new vehicle out of a cash allowance appropriate to their company car grade and potentially make a saving over their tax bill.

Employees – and employers – want long-term financial certainty and the ability to budget for the future. Government company car policy around taxation does not currently allow this so cash is increasingly becoming king and it signals the end of the road for what has historically been a favourite employee benefit, which is sad.

"The reality is that the only change will be in the way the car is funded"



Paul Hollick
chairman, ICFM



By John Pryor
chairman, ACFO

MOBILITY

Greater mobility is gaining momentum

By John Pryor

Employee mobility is the new catchphrase for decision-makers in a sector in which I have worked for more than 30 years. That is not to say it is the end of the road for fleet managers and the company car, although the latter will become more niche.

However, the Government's lack of taxation clarity around company cars plus the introduction of clean air zones in towns and cities, coupled with uncertainty around other issues impacting on vehicle operations is driving the journey to mobility.

What's more, mobility features – on-demand transport, car-pooling, car-sharing, smart parking etc. – all sit comfortably with millennials. Unlike the older generation, the company car for that group is not necessarily a 'favourite benefit'.

Therefore, in this new world of mobility, businesses must focus on the most cost-effective and fit-for-purpose method for employees to move from A to B.

Additionally, as the recent ACFO seminar heard, cost areas relating to fleet and travel – for example, hotel accommodation, meals, car park charges and taxi bills – fall into silos within businesses with no single employee necessarily having a clear overview of the expense.

The emergence of mobility managers means they must have a complete overview of the total cost of a journey from start to finish. Only then can businesses truly understand the price of staff travel and budget accordingly.

The company car will remain part of the mobility solution, but it is critical that businesses – as well as employees – embrace all forms of travel in a world in which the focus is on improving air quality, reducing congestion and moving to an ultra-low emission and electric vehicle future.

Employees, particularly millennials, will increasingly demand a travel benefits package rather than expecting a car to be a major 'perk' within their overall remuneration.

Add in the proliferation of fast-emerging technologies that enable access to the most appropriate solution for whatever business journey employees are planning and, not forgetting the 'connected car', they should be empowered to make the most applicable choice.

"Employees will increasingly demand a travel benefits package rather than a car"



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Fleet operators don't know whether to stick or twist on vehicle replacement cycles

By Elizabeth Howlett

Fleet operators are finding the introduction of the Worldwide harmonised Light vehicle Test Procedure (WLTP) is affecting driver fuel choice. The test was criticised by editor-in-chief Stephen Briers (*Fleet News*, April 19) for the lack of clarity on company car tax that has resulted because it produces different CO2 figures upon which the tax levels are based.

Those thoughts were echoed by delegates at the latest *Fleet News* roundtable, sponsored by SG Fleet. Attendees discussed how the new fuel test regime has left both operators and drivers in the dark about the best fuel choice and how changes in legislation, combined with the demonisation of diesel has increased apprehension surrounding carbon-based and alternative fuels.

How are the new fuel testing regime and the Government focus on air quality affecting you?

Chris Connors, group facilities and fleet manager, Countryside Properties: We've got a double whammy with the tax approach changing in a couple of years' time and WLTP coming in, drivers have no certainty that what they're signing

up for now is necessarily going to be effective. With our drivers, they sign up for the car and if the tax changes it is down to them. Now we can't even give them basic information to make an informed choice. They'd probably favour a hybrid or something that might get the tax down, but the availability of these vehicles is not there now.

Jerry Ward, manager – legal operations, John Lewis Partnership: It is a bit of a different game for vans and commercial vehicles. We've looked at where clean air zones are going, and what the Government is, or is not, going to do. I think for those companies that lease their fleets, certainly with Transport for London's ultra-low emission zone, there is probably one or two that are going to be sending back their fleet earlier than intended. And there's penalties involved.

London's mayor Sadiq Khan has said he won't help those companies out with cost subsidies, so it's going to be a bit of an issue. Certainly on the primary fleet, we have gone over to CNG, the bio methane-based fuel. We've since seen fuel returns improvements and CO2 improvements.

One of the biggest problems was range as there are not that many CNG stations about. But they're becoming more popular so we can now pick routes with gas stations on them. Everyone says go for electric but CNG is a good product within its own right. For vans and commercial vehicles, gas is a viable option.

What do you think entices drivers towards hybrid cars?

Chris Connors: I think it boils down to not wanting to pay the Government any tax, but drivers can't make a decision without having clarity on what they're basing the decision on.

Ryan Coles, group travel and fleet manager, Aviva: It's also

not knowing about what will happen in a few years' time with HMRC taxation breaks. You know you're going to get stung if you go with a hybrid, but it won't be as bad as if you have a petrol or a diesel.

Chris Salmon, commercial director, SG Fleet: There is a disconnect between drivers and employers' fleet policies which promote hybrid vehicles as they are cleaner and have lower BIK, but potentially are not fit for purpose for someone who does high mileage. They won't use the electric part of the engine and will end up with higher fuel costs.

Are any fleets running pure EV? How are you finding it?

Ryan Coles: People take EVs on trial and then don't order them because the list pricing is too high, the charging infrastructure is not great, or the car parking location for where the charger is isn't as good as a normal parking space. Little things like that can have an impact on your journey. If the car is for personal use, there is also the question of how are you going to fit your kids and your dog into an i3?

Has anyone considered removing diesels yet?

Ryan Coles: It used to be really easy when it was just petrol or diesel. Now you've got PHEV, battery hybrid, full electrics with different range levels and it's got an unknown element to it.

Steve Smith, fleet manager, Oxfam: Our problem is the more economical a car or more impressive its CO2 reductions, the more expensive it is to buy. From a charity point of view, we have a real perception issue and have to be very particular with what we go for.

To get the best for the driver is actually the most expensive for the charity, so it's difficult. I have thought about changing the cars, but I'm certainly going to wait until WLTP sorts itself out before I change any models we have got.

Chris Connors: We need to get to the stage where a driver addresses what is the best car and the best fuel for them. Right now the focus is on BIK and tax. I think it should be about educating drivers based on their set of circumstances what will work best.

Are you seeing more drivers going for petrol?

Chris Connors: We've seen an upward trend of people taking petrol, roughly one in every five cars that we put through are petrol, whereas before it would have been one in maybe 20. They are generally taking the lower-sized engines and when you look at the information you can see why drivers have made that choice. The emissions are quite low and they are perk users rather than business need so they have lower mileage. But I think looking up diesel in Google and seeing all the information about it has got something to do with it.

What can you do if a high-mileage driver makes the 'wrong fuel choice' and how can you ensure they chose wisely?

Ryan Coles: It depends on how you finance the fuel. If you do it on a pence per mile basis then drivers tend to be pretty savvy and will do the wholelife cost themselves. We give them access to tools through our intranet so they can work it out on their mileage.

When people chose cars they do tend to look at BIK and how much tax they will have to pay, and the next thing is they look at how much money they will spend on a journey and whether they will break even. They don't want to have to supplement driving for work by claiming for mileage. We don't give them any advice, we tell them to work it out themselves on average mileage.

Sometimes getting a train is cheaper than taking the car. This is where the role of the fleet manager has moved from being just cars to mobility. We are now informing on the right mode of transport at the right cost for the right reasons with the right benefit. You've got to get the right balance.

In what other ways has the role of fleet manager changed over the years?

DELEGATES



Toni Archer
supplier relationship manager, NHBC



Jonathan Ayton
assistant sustainable development manager, Willmott Dixon Re-Thinking



Ryan Coles
group travel & fleet manager, Aviva



Keith Cook
senior manager – group finance operations, Computacenter



Andrew Houston
head of fleet, Altro Group



Valentina Tsygikalo
transport & plant co-ordinator, Trueform Engineering



John Rimmer
group health and safety manager, Dunhelm



Steve Smith
fleet manager, Oxfam



Jerry Ward
manager – legal operations, John Lewis Partnership



Peter Weston
fleet manager, Arcus Solutions



Peter Jardine
group fleet director, Countrywide (wide or side?)



Chris Connors
group facilities & fleet manager, Countryside Properties



Chris Salmon
commercial director, SG Fleet



Dave McDonna
UK sales manager, SG Fleet

"I'm going to wait until WLTP sorts itself out before I change any models we have got"

Steve Smith, Oxfam

Andrew Houston, head of fleet, Altro Group: There is more legal stuff and more legislation than ever before. We are having to ask when is it fleet, when it is HR and when is it the line manager's responsibility. I find myself in the middle of everything and questioning where do I push this.

Sometimes it is appropriate to go directly to the driver and say, "just stop this" and sometimes it needs to go further. It's a whole new level of operation and communication between fleet managers, mobility managers and travel managers.

Steve Smith: I am looking at the grey fleet side of things more than ever before. A few years ago the term grey fleet was fairly unheard of and the industry certainly didn't look at the corporate responsibility side of it.

I think general awareness has grown and that has been the biggest change that I've seen in my role, aside from the environmental side.

"Now we can't even give them [drivers] basic information to make an informed choice"

Chris Connors, Countryside Properties



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WHERE? NEC, Birmingham
DETAILS fleet-live.co.uk

HOW TO PREPARE FOR ELECTRIC VANS

Don't miss the chance to hear one of the UK's leading fleet managers explain the analysis and processes he undertook before trialling eLCVs

As the pressure on diesel emissions mounts, delegates to Fleet Live will have the chance to hear how one of Britain's most progressive and environmentally-aware fleets is evaluating the use of electric vans (EVs).

Anglian Water is about to engage in a trial after using insight from telematics data to access mileage patterns and identify vehicles that could operate within the range of battery power.

"Analysing that information has allowed me to dispel any hearsay about how far people travel," said Anglian Water head of fleet services Stewart Lightbody. "I can now see on a daily basis what work travel in our commercial vehicles looks like."

The results revealed an annual mileage of 10,000 miles per year is not uncommon, a headline figure well within the range of battery power. That said, it's not the total distance, but the journey patterns, that will make the difference to the success or failure of EVs.

Lightbody will speak at Fleet Live about the data he has gathered and the processes he has undertaken to prepare for a trial of electric vans, and, if deliveries go to plan, about the company's initial experiences of running zero-emission vans.

Anglian Water technicians drive their vans home in the evening, ready to go directly to their first job in the morning, but have no private use of the vehicles. The company wants to avoid any complications from employees having to recharge EVs at home overnight, so Lightbody has focused on the movement of the vans during the working day.

"If we can build the recharging infrastructure on our own sites, which is where a lot of these vehicles visit, then we could create a network where EVs could do their job without any range anxiety, and without having to charge at home," he said.



**"IF WE CAN BUILD
THE RECHARGING
INFRASTRUCTURE ON OUR
OWN SITES, WE COULD
CREATE A NETWORK WHERE
ELECTRIC VEHICLES COULD
DO THEIR JOB WITHOUT
ANY RANGE ANXIETY"**

STEWART LIGHTBODY, HEAD OF
FLEET SERVICES AT ANGLIAN WATER

KEY FEATURES

MORE THAN 100 EXHIBITORS
8 STRATEGY SEMINARS
8 OPERATIONAL SEMINARS
FREE ADVICE CENTRE
FUTURE OF FLEET ZONE
MOBILITY ZONE
TECHNOLOGY HUB
ZERO EMISSIONS HUB

"If they have access to charging points during the day, then recharging just becomes an at-work activity while they are doing other work."

Electrification will come initially to the smaller vans on the water utility's fleet, where payload and capacity are less of an issue. Lightbody said this project is not a signal that Anglian Water will replace all vehicles with electric versions, and said the bigger mobile workshop vans with heavy equipment on board will still be diesel-powered.

He has, however, found managers and engineers eager to be part of the 'proof of concept' trial.

"It's all very well me looking through all the possibilities that telematics say on paper will work, but what we have not yet done is give a vehicle to an individual to see if it works in reality – what if he forgets to charge it at site A, will he still make it to site B?" said Lightbody.

"We won't be treating the vehicles with kid gloves. We'll find out if the 100-mile range manufacturers are quoting is real. And does it enable us to go to work and deliver our service to customers without compromise?"

He's keen to explore the practicality of whether the company can build and rack a van with everything its engineers need, while leaving adequate payload for other equipment. And to find out how much that blunts the performance of the battery.

"We will start with six vans, build them, weigh them and then spend six months evaluating the feedback, the performance data, the charging data, how much it's costing to charge them, what kind of return we are getting and then build the information into a business case for the volumes of vehicles we could deploy," said Lightbody.

If successful, there's the potential to roll out electric power to as many as 200 vans, although this would involve other significant investment.

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'I BROKE MY CRYSTAL BALL LAST WEEK'

Predicting what the future holds for Altro Group's fleet is not easy. But, in the present, Andrew Houston knows safety is paramount. *Matt de Prez reports*

At the core of the Altro Group business – responsible for inventing safety-enhancing flooring – is a mantra that none of its employees or customers should ever be harmed.

Despite having a modest fleet of 136 vehicles, the business rightfully extends its “zero-harm” philosophy from the factory floor to the road.

Responsibility for the company's fleet falls on Andrew Houston and he says there is nothing else he'd rather be doing.

Having spent 20 years working in supply chain, warehousing and distribution, the second chapter in Houston's career was in IT. It was during this time – some 16 years ago – that Houston got his first taste for fleet.

He took over the IT department and later encompassed procurement, which, at the time, included cars.

Six years later the business recognised the need for a fleet manager role and assigned it to Houston, alongside his existing IT responsibilities.

“I was happy to take fleet on,” he recalls. As a self-confessed petrol head, Houston says his interest in cars was one of the key aspects that attracted him to the role.

“Some people were born with a silver spoon in their mouth, I was born with a spanner,” he adds.

Houston's background in IT and supply chain gave him the skills to implement policy and drive efficiency. He likens fleet management to implementing GDPR; it's about having the right processes in place and the necessary proof.

“The most dangerous thing you do day-to-day is drive, but you don't think about it as dangerous at all.

“No matter the size of the fleet, exactly the same rules apply,” he says. “Just ignoring something isn't good enough – you have to be upfront, ask questions and put processes in place.

“Have you got everything in place and are you actually doing what you are saying you are doing? Where's the proof? We've tried to approach things in that way.

“Whatever it is that leads to safe driving in a safe vehicle – that is the number one priority.”

Altro Group is almost 100 years old. It is made up of two distinct businesses. Altro – short for aluminium trioxide, a key ingredient in making flooring grip better – manufactures a range of floor and wall coverings, from its factory in Letchworth.

The other business, based at the same location, is the Auto Glym car valeting brand.

When Houston took over the group's fleet,

there were a number of challenges that he set about rectifying.

Cars were bought outright. He promptly switched to contract hire with maintenance packages to manage choice and costs and set about re-writing the policy to have tighter controls.

Having initially opted for a sole-supply arrangement, within two years Houston realised he could get more competitive rates for the same cars by working with multiple companies. Now he uses a broker to find the best deals.

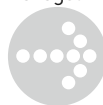
The number of bands has shrunk from 15 to just five, for sub-director level employees.

“Our user choice list has a range of cars in every single band that allows somebody with a big family to have a MPV or SUV, for example, and someone who is a singleton to have a little BMW 1 Series. There is a whole choice of vehicles to fit different roles.”

Starting with a list of every car that has a Cap HPI code, Houston writes the choice list.

“I look list-on-list to see if we are going in the right direction. Are we keeping the same sort of cars? Are we reducing the choice? We want the list to be comparable or getting better year-on-year and we've managed it every year so far,” he says.

The culture at the family-run business means Houston knows all his drivers individually.



Andrew Houston recently dropped the IT part of his role to concentrate on fleet



FACTFILE

Company: Altro Group
Headquarters: Letchworth
Fleet manager: Andrew Houston
Fleet size: 136 vehicles
Replacement cycle: 4yrs/95k
Brands on fleet: all major brands
Funding method: contract hire



"We try to get it right, the key thing for us is safety – that is absolutely key. The second thing is keeping people mobile. If they aren't mobile they can't do their job," he says.

Houston does everything from contacting drivers when their car is due for renewal to quoting, procuring, supplying and then managing the vehicle in-life.

Support partners are used to carry out licence checking, accident management and risk assessments.

"Everything else is done internally. We feel we are small enough and it's cost-effective," says Houston.

"Should we be outsourcing more? I often ask myself the question whether the role of the fleet manager is dead.

"But, if you outsource something you have to control it. You have to set the parameters and the contractor will apply those parameters. If it falls outside of those they will ask you what to do. It still needs someone inside to instruct and manage the contractor.

"There is always a view to how could we do something better or different and I play a part in that. I often ask the question. We have outsourced three things already and over time we might push a bit more out if it's sensible."

He adds: "Altro Group has 127 cars, eight vans and one HGV. Around 25% of the car fleet is used by Auto Glym, plus all the vans. The HGV is used to move goods from the factory

"Ignoring something isn't good enough. You have to be upfront, ask questions and put processes in place"

Andrew Houston, Altro Group

to a distribution centre a mile up the road."

There are a further 70 vans written to Auto Glym's specification. They belong to franchisees who are entitled to operate as 'Auto Glym'. Houston doesn't control these vehicles but their franchise contract includes clauses stating that the vans must be kept clean and presentable and sign written in a specific way.

"Some of the cars and people I don't see from year to year as they are based regionally," explains Houston.

Around 80% of the fleet is job need and can cover up to 30,000 miles per year in the hands of salespeople.

To maximise fleet visibility, Houston asks each driver to complete a short form that includes end of month mileage and a checkbox list based on the FORS (Fleet Operator Recognition Scheme) standard.

"Every month they have to confirm the tyres and fluid levels are OK and the service

is up to date – it's all the key things about checking your car," he says.

Maintenance and tyres are looked after by the contract hire company, so Houston only comes into contact with the driver if they have an incident or are due a replacement.

"I did a survey of the last 20 people that had any contact with fleet, asking about all the aspects of fleet and it came back pretty glowing. The feedback is that it's working. I know it's cost-effective because I've done the modelling."

Despite having a small turnover of cars Houston has managed to develop strong manufacturer support.

"I deal with them all personally and they are excellent at supporting us with demos and terms – which is very useful," he says.

"We value those relationships – virtually every manufacturer on our list we have support from. That's a key part of what makes it work."

The fleet achieved FORS Bronze standard three years ago and every driver has to undergo a Cardinus risk assessment.

"If they get a low score they go through more intensive online training. After that, we would put them on the road," Houston says.

Accidents are taken seriously and if, following an incident, it is deemed necessary by the group health and safety advisor, specific training will be provided.

"We've not had many serious accidents over the years," explained Houston, "but the



Andrew Houston will consider outsourcing more fleet tasks in future



driver would be interviewed by a professional interviewer and a report written up for the company."

A CPG (car policy group) consisting of two group board directors, the HR director, the HR manager and Houston, meets quarterly to discuss accidents, incidents and issues.

Houston said if a particular driver is demonstrating a trend of poor driving, the group will intervene as necessary.

Total reported incidents have reduced by 30% in the past five years and in cases where the driver was present (50% of total), only 37% were found to be at fault.

To reduce the risk of minor knocks and scrapes, Houston specifies all cars with parking sensors.

However, when asked what his fleet will look like in two or three years Houston replies: "I broke my crystal ball last week."

He believes everyone in the industry is in a state of disarray as a result of the lack of clarity of future benefit-in-kind taxation and confusion over new WLTP (Worldwide harmonised Light vehicle Test Procedure) emissions figures.

"Essentially, I'm holding the list – at the moment we are saying we'll meet the equivalent car that we had last September, until we can cut a new list when all this stuff washes through and we have some visibility."

While the fleet includes some hybrid vehicles, Houston says most of them are too expensive to fall into the bandings and it's not something

the business has ever pushed employees towards. He says: "Moving forward we are looking at how we can construct the list in a different way. When we have WLTP info, should we construct lists by something other than cars we want, lease value and CO₂?"

"Should we make it freer to people? There are lots of models out there, should we give them a criteria and let them do as they like?"

"There may be a possibility to incentivise truly green cars. As a company we have won green awards. Should we be driving the fleet? It's 6% of our energy usage."

Houston has been using a guideline CO₂ cap of 130g/km, but has allowed models above this to give greater choice. "A cap of 99g/km is no good for families," he said.

Still, the company's average fleet emissions are less than 120g/km, including vans. Houston believes this is down to drivers making a conscious decision to decrease their tax outlay.

"Some 85% of the drivers 10 years ago were looking for the bigger engine cars. Now, the same percentage of people get the list and sort it by CO₂ first then filter out the cars they don't like," Houston said.

Five years ago he introduced a cash allowance, expecting a small percentage of perk drivers to take the option.

Already, 21 people have ditched their company car in favour of the money, including some job-need drivers. Houston believes more may take this decision when their next car is due as a result of increasing costs.

"The reality is they are looking to buy a used diesel car because the tax on a new one is so high now," he says.

"Combined with the tax changes last year, drivers who choose a small economical car don't get the tax advantage anymore. The system is not driving the behaviour that the Government says it wants to achieve."

Drivers who do take a cash allowance still have to meet strict criteria set by Houston.

"Do we say here is some money, off you go? No we don't.

"We authorise the car, we check the insurance, the servicing, everything about them. All the duty of care you expect for a contract hire car is applied exactly the same to the allowance car," he explains.

Cash allowance drivers are also only entitled to claim the advisory fuel rate rather than the AMAP rate when travelling for business; the same as contract hire drivers.

Whatever the next few years bring, Houston is content on seeing it through. He recently retired from his IT responsibilities for personal reasons and looks after the fleet on a part-time basis.

"I've never avoided a challenge and I'd like to see this through," he says. "I am excited by fleet and I'd like to influence it if I can."



For more fleet profiles, visit:
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'WELL-TO-WHEEL' GIVES ICE THE ADVANTAGE OVER ELECTRIC, CLAIMS MAZDA

Change the debate to get true global picture on emissions says manufacturer as it continues to examine powertrain technology options. *Stephen Briers* reports

Sometimes, sticking to your beliefs means taking the difficult route. Hello, Mazda. At a time when most of its rivals are distancing themselves from diesel by publicising their 'holier-than-thou' aspirations to move to electrification – albeit in many cases still using petrol/diesel as the core component – Mazda remains defiantly pro internal combustion engine (ICE).

The company believes there are significant opportunities to improve the emissions and fuel efficiencies of both diesel and petrol and it wants to switch the conversation back to a well-to-wheel debate.

Well-to-wheel was the popular argument against electric and hybrid vehicles a decade ago. Manufacturers pounced on academic

studies that claimed the methods used to extract the minerals required to produce batteries, and the coal-fired power stations providing much of the electricity to recharge them, meant that when considering the entire emissions released over the life of the car – from production to destruction – ICE came out pretty well.

The assertions have quietened in recent years as the calculations changed with the move to wind- and solar-powered electricity sources but, when taken at a global level, Mazda believes the environmental arguments for ICE remain robust.

So much so that the company has set a challenging target to reduce its global emissions as an average corporate well-to-wheel by 50% by 2030 over 2010 levels, and by 90% by 2050.

Developing highly efficient petrol and diesel engines will play a central role in achieving

Mazda's 'Sustainable Zoom-Zoom' strategy, supported by a gradual move to electrification – but only in markets where demand justifies their introduction.

"Electric vehicles are probably the solution in the long-term, but not the short-term," says Mazda UK PR director Graeme Fudge. "So, we are looking at a suite of technologies and deploying the technology where it's relevant to the market."

Next year, Mazda will launch a mild hybrid battery car and will begin talking about its first fully electric car but it has not confirmed which markets will receive it. However, based on its 'relevancy' criteria, countries such as Norway, where incentives have created high demand, will be first.

A plug-in hybrid is slated for 2021 as Mazda continues a steady build-up to 2035 when it expects most of its models to include some form of electrification. However, ICE will still



Head of fleet and remarketing Steve Tomlinson says strong wholelife costs put Mazda in a good position

FACTFILE

Company Mazda UK

Head of fleet Steve Tomlinson

Time in role six years

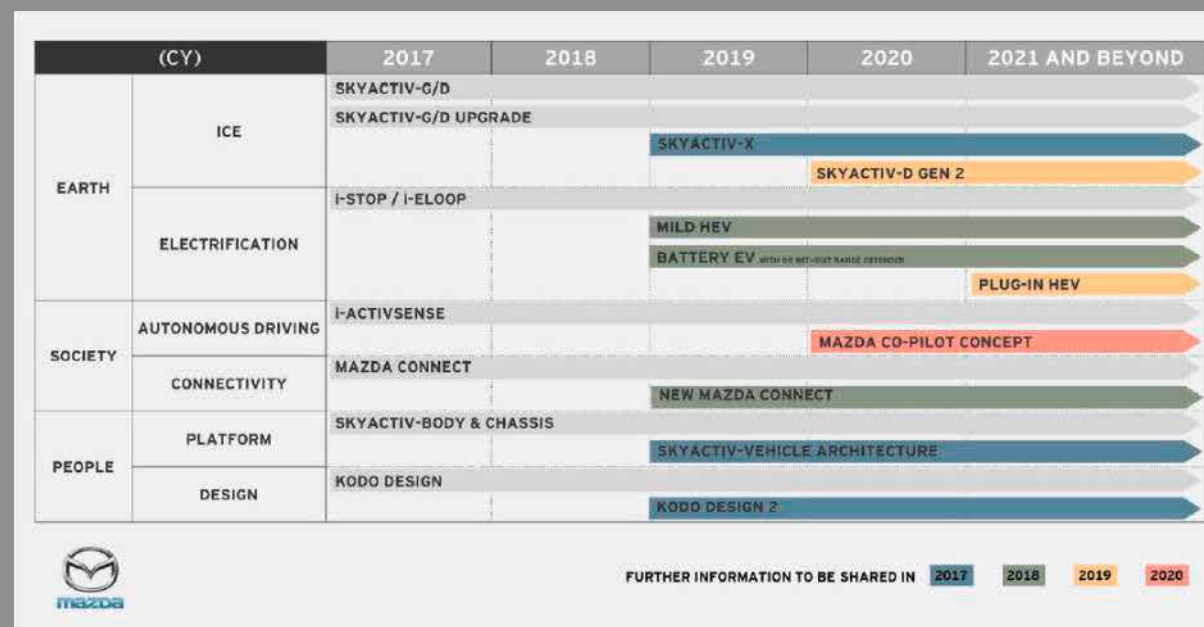
Total fleet sales (YTD) 5,879 (↓13%)

True fleet (Q1) 4,056 (↓7.7%)

Rental Q1 301 (↓38.5%)

Most popular fleet car CX-5

TIMELINE: MAZDA NEXT-GEN TECHNOLOGY LAUNCH PLAN



be a dominant feature; Mazda believes 85% of cars will still have it at their heart.

Mazda makes a compelling case for petrol and diesel with its SkyActiv engine technology (*Fleet News* March 8). The first generation 'G' engine reduced CO₂ emissions by 20%; the forthcoming 'X' version will slice another 20%, while also improving torque.

It will be available next year, initially in the Mazda 3 before being rolled out across the range. A diesel version, promising similar reductions in CO₂ emissions, will be launched in 2020. It will also prioritise reductions in NO_x and particulates.

"We are balancing the need to respond to the environment with cars that people enjoy driving. We believe we can get well-to-wheel emissions to a level equivalent to an electric car, with electricity from both coal-powered or any other source," says Fudge.

"We want to improve ICE as much as possible then go for electrification. There is still a lot of development and improvement to be made for both petrol and diesel."

Nevertheless, Mazda faces an uphill task in tackling the growing perception that diesel is bad, formed after a series of damaging news stories, from dieselgate to the ClientEarth court cases.

It's exacerbated when people are more concerned about the local impact of NO_x and

"Electric vehicles are probably the solution in the long-term, but not the short-term"

Graeme Fudge, Mazda UK

particulate emissions from the exhaust than they are about the global warming implications from well-to-wheel. It's classic Nimbyism – move the problem elsewhere.

Despite the negativity, and the year-on-year reduction in diesel registrations, Mazda reports demand from end-user fleets has remained relatively strong. And, it adds, residual values have also held up well.

"As an industry, we have to ensure the Government is behind diesel and that we are promoting it as the right fuel for certain uses," says Fudge. "If you have a Euro 6 diesel car, you can go into low emission zones; the diesel debate lobbying could be having an effect."

The angle of discussion has altered, though, according to Steve Tomlinson, Mazda UK head of fleet and remarketing.

"The first question we are asked by a prospective customer is 'do you have any hybrid solutions?'," he says. "But what's interesting is that our solution with SkyActiv X is exciting a lot of those customers as a viable alternative because it ticks the environmental credentials and also provides the company car performance drivers want."

However, both existing and prospective customers are becoming more circumspect when it comes to vehicle replacement. Their cautiousness is not purely about diesel; there are plenty of other concerns persuading them to put orders on hold.

"There is an element of nervousness and holding off, but it's more about WLTP (the new fuel testing procedure) and its potential impact on tax, not diesel," Tomlinson says.

"Few manufacturers are ready to provide finalised figures and also beyond 2021 we don't know the tax brackets. Enough companies are deferring for us to notice."

WLTP and the CO₂MPAS calculation intended to convert the figures back to an NEDC-equivalent are casting a long shadow over fleet sales with CO₂ emissions showing 10-15% increases for those manufacturers that have already released figures.

Mazda, which will have all its figures signed off by the September deadline (WLTP-tested models will be labelled with a '+' after the trim name for clarity), believes it could actually be a beneficiary from WLTP.

"Mazda 2 is already in the market with a like-for-like 7g/km increase on the correlated figures and we think the Mazda 6 will have a slight increase but it will also have changes in technology and specification," says Tomlinson. He suggests that the CX-5 might even register a slight reduction in CO₂.

Why is Mazda bucking the trend? "Our philosophy when we launched SkyActiv was right size, not downsize. Larger engines can be more efficient because they require less power to be used," Tomlinson says.

"Also, we built the CX-5 with real-world economy in mind."

He adds: "We expect our competitive position will improve."

Fuel efficiency and CO₂ emissions are not the only comparative improvements versus competitors. Residual values have also risen this year across all model lines.

Tomlinson attributes this to the "consistent long-term approach to managing our volume and the channels in which we operate".

Rental registrations fell by 50% in the first quarter of the year and Mazda, which positions itself as a "credible alternative to premium", plans to do no short-term business for the rest of the year. The majority of its factory allocation will head to end-user fleets, with the balance to Motability and internal channels.

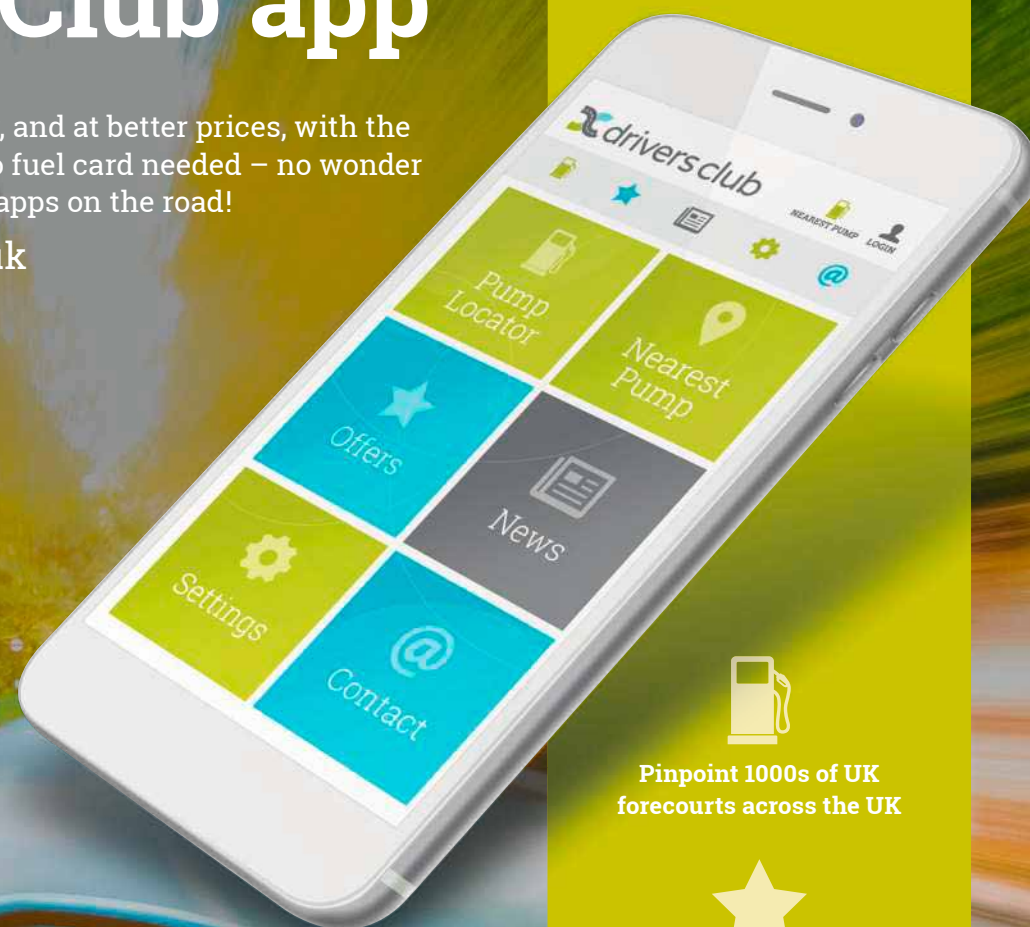
"Our plan for the fiscal year is to be marginally lower than last year and we are on track to deliver that," Tomlinson says.

"When you add in our CO₂ position with our enhanced RVs, our wholelife costs and our high levels of standard equipment, we are in a good position."


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Advertisement Feature

fuelcard services
service | savings | security

How Fuel Card Services is keeping fleets in the fast lane

Every day, Fuel Card Services (FCS) helps fleets control their diesel and petrol costs by matching the best fuel card solutions to the needs of those businesses. Working as agents for every major oil supplier – from BP and Esso to Shell and Texaco – FCS have also been working hard on a new suite of products offering complete fleet management control.

My Fleet Hub

Managing a commercial fleet is not a job for the faint-hearted. Today, no matter the fleet size, it's more challenging than ever. Fleet managers are expected to ensure cost-efficiency, compliance, emissions control, duty of care, and more every day. It doesn't stop. That's why FCS is proud to be launching a one-stop solution: My Fleet Hub. Their new customer portal offers an impressive line-up of integrated fleet management products that will make fleet management a lot more manageable.

Designed to deliver “fleet management anytime, anywhere”, My Fleet Hub will replace their current e-Services online system when the hub goes live this summer.

More service, more savings, more security

Users will not just be able to manage old and new fuel cards more easily, but also view up to two years of account or card transactions, see detailed reports on fuel spend to spot anomalies, download up to six years of invoices and statements, find the next nearest pump to avoid unnecessary detour and costs by downloading the **Drivers Club App**, and discover deals on other business essentials with **My Business Advantage**. All with the latest online security.

All your fleet solutions, all in one hub

For several years, Fuel Card Services have offered several other popular solutions in addition to market-leading fuel cards. These include **CO₂Count** to help monitor and control emissions, **Card Protect** insuring your cards against fraud or misuse, **MileageCount** for recording and reporting every mile of every journey, and **Fleet Toolbox** a package of fleet control services (from fuel efficiency tracking and license checking to whole life vehicle costs) and Cloud document storage.

With My Fleet Hub, all these solutions are collected and managed in just one place. It's a compelling package.

New products, new services

As if all that wasn't enough, FCS are also announcing some great new products and services that will also be offered and managed within My Fleet Hub. These include **MyService.Expert** granting you access to a nationwide garage network with average savings of 30%, **MyDriveSafe.Expert App** for paperless vehicle checking and defect resolution, **Tele-Gence Telematics** which shows every vehicles' every move and how they're driven in real-time, and **Claims Management** offering accident support, vehicle removal, repairs, claim handling, and recovering uninsured losses.

And now supporting fleets in Europe, too

Just as Britain prepares to leave Europe, FCS has expanded to support it with products now available to fleets on the continent, delivering service, savings and security, to the UK and beyond.

Check out this sneak peek of My Fleet Hub and get ready to move your fleet management into top gear: www.myfleethub.co.uk





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The Eagle F1 Asymmetric 3 – NOW FOR SUV
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TESTED BY



* Compared to the next best tested competitor. Tested by TÜV SÜD Product Service GmbH in Oct 2017 by order of Goodyear Dunlop. Products tested: Goodyear Eagle F1 Asymmetric 3 SUV, Bridgestone Dueler H/P Sport, Michelin Latitude Sport 3, Pirelli P Zero Rosso. Tyre Size: 255/50 R19 107 Y. Test Car: BMW x5; Test Locations: Mireval (F), Papenburg (D), Garching (D); Report No. 713117618G accessible under <https://www.goodyear.eu/content/dam/gdyu/page-assets/TUV-SUD-Tire-Test-2017-Report-No-713117618G-Goodyear-Eagle-F1-Asym-3-SUV.pdf>.

CONNECTED FLEET

The pace of change is heating up for mobility services – connectivity, autonomy, electric and shared apps. Here, *Jonathan Manning* highlights some of the latest initiatives

- 38** | Uber changes gear by buying bike-sharing company
- 39** | Fleets indicate interest in Whim integrated transport app
- 40** | Radical new mobility concept for courier teams
- 41** | LeasePlan catches a Lyft with partner deal in the USA
- 42** | Autonomy needs more excitement to increase interest
- 45** | Not a work of friction – Hyperloop is nearing reality



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UBER GETS ON ITS BIKE

Ride-hailing pioneer steps up its mission to offer transport alternatives to the private and company car with acquisition of bike share business

Uber has announced plans to buy an electric, dockless bike-sharing company called Jump Bikes.

Jump's dockless system avoids the heavy cost of installing bike station infrastructure which affects schemes such as the London bike scheme. Instead, the technology is applied to GPS-enabled bikes, which have an integrated bike lock that is unlocked via an app.

Riders are still required to secure the bikes to existing communal bike racks at the end of their hire, but Uber believes the u-bar lock avoids the problem of 'bike litter' that has beset other dockless bike systems where users have simply abandoned the bikes.

Now, at least, bikes will be left secured to something, even if it's only railings.

Initial trials in San Francisco indicate that electrifying the bikes with a battery-powered motor extends the length of the average journey and bridges the gap between pedal-powered bikes and ride-hail taxi rides.

Uber is expected to roll the technology out to all markets where it is present, including the UK, over the next couple of years.

The average distance travelled per e-bike ride is 2.7 miles, compared to one mile for normal Boris-style bike share trips, while the average ride-hail journey is about five miles.



Jump's u-bar lock should stop bikes being abandoned

Dara Khosrowshahi, Uber chief executive officer, said: "We're committed to bringing together multiple modes of transportation within the Uber app – so you can choose the fastest or most affordable way to get where you're going, whether that's in an Uber, on a bike, on the subway, or more."

Meanwhile, Uber is investing €20 million (£18m)

in a new Advanced Technologies Centre in Paris, tasked with building artificial intelligence and airspace management systems to support Uber Elevate, a project to create a network of all-electric, vertical take-off and landing aircraft.

The company aims to demonstrate the possibilities of electric air travel by 2020.

IKEA GIVES CUSTOMERS MEANS TO CARRY OUT OWN DELIVERIES

Renault Mobility is installing an all-electric fleet of cars and vans for the use of Ikea customers in France. The vehicles will be available for hire by the hour and be based in the car parks of Ikea's 33 stores to help customers make their way home with their shopping.

Initially, the fleet will be a mix of electric motors and internal combustion engines, dependent on the charging infrastructure available at the stores, but it will be entirely zero emission by 2020.

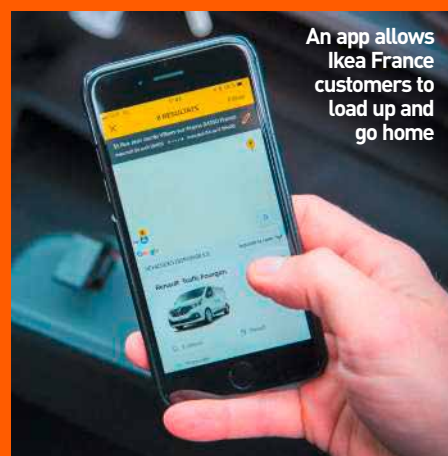
Vicente Cubells, director of customer relations at Ikea France, said: "Fast, easy-to-use and at an attractive price, this new rental service allows users to adopt a simple mode of transport with, eventually, a fleet comprising 100% electric vehicles."

"This demonstrates our commitment to a more sustainable way of life."

Rates start at €7 (about £6) per hour, which includes insurance and a 60-mile range. Customers access the vehicles via an app.

Philippe Buros, Renault France sales director, said: "This mobility solution is based on a 100% digital customer journey."

Ikea has started to look for ways to reduce the carbon emissions of its own fleet, which is responsible for 4% of the total greenhouse gases created by the furniture giant.



An app allows Ikea France customers to load up and go home

Ideas include the more efficient packaging of its products, which has enabled it to fit more products into the same space, thereby reducing the number of road journeys, and it is also exploring electric vehicles.

"We recently completed a pilot project using electric trucks to transport goods from the Port of Los Angeles to a nearby warehouse. Additional electric transportation projects are being investigated for 2018," said the Inter Ikea Sustainability Summary Report 2017.

FLEETS RESPONSIBLE FOR SAFETY SOFTWARE UNDER NEW EV BILL

Fleet managers will have to ensure the safety software on their vehicles is updated in order to maintain the validity of their insurance cover, when the Automated and Electric Vehicles Bill is passed into law.

The bill lays out a new compulsory insurance framework for 'out of loop' automated driving, said DAC Beachcroft partner Peter Allchorne.

Motor insurers will have the right to limit or exclude their liability where the policyholder or person in control fails to keep an autonomous vehicle's safety-critical software up to date, or if unauthorised modifications are made.

"However, in order to exclude or limit liability in respect of an insured person who is not the policyholder, that person must have knowledge of the fact that the vehicle was operating with out-of-date safety-critical software, or that an unauthorised modification had been made," added Beachcroft.

FLEETS FIRST IN LINE FOR MAAS ALTERNATIVE

Leasing and fleet management companies express interest and enthusiasm for new app-based multi-modal transport solution

Early interest in the UK's first Mobility as a Service (MaaS) operation has overwhelmingly come from the corporate sector, and, in particular, leasing and fleet management companies.

Maas Global launched its Whim app in the West Midlands in April, offering a multi-modal transport alternative to car ownership.

Within the first month, there were almost 3,000 downloads of the app, which combines access and seamless payment for public transport, taxis and car hire (with bike rental to follow). Whim offers three options:

- No monthly fee; pay-as-you-go.

- A £99 per month package that includes all public transport within the West Midlands, pay-per-ride taxi fares provided by Gett and car hire costing a maximum of £49 per day.

- Whim Unlimited, which for £349 per month includes unlimited public transport in the region, unlimited taxi rides of up to three miles and unlimited car hire.

Note, both monthly subscription services are currently 'introductory prices'.

'Unlimited' appears to mean unlimited use of a rental car (a three-door economy model); individuals could potentially use it everyday as a replacement for a private-owned or even company car. However, there are likely to be BIK implications if a business decides to replace its company cars with the Whim service.

Whim appears to be banking on customers using public transport Monday to Friday, and car hire at the weekend, when rental providers have spare capacity.

It is possible the scheme, which is supported by Enterprise Rent-A-Car, could run at a loss during the pilot to test interest levels. In comparison, to hire an economy car as a private individual for a month would cost around £500.

In addition, there appears to be nothing to prevent someone from keeping hold of a hire car while they take a bus or taxi, so it could be open to exploitation.

The launch phase targeted retail customers, but it's corporate clients who have expressed the greatest interest, said Chris Perry, who is leading the UK expansion team for Maas Global.

"What's really interesting is that we've been approached by a number of players all saying they would like to work with us to help develop a B2B offer," he said.

Perry sees fleet managers becoming mobility managers, and said the days of a big leasing company putting thousands of cars into an organisation, servicing them, changing the tyres and taking them away three years later are over.

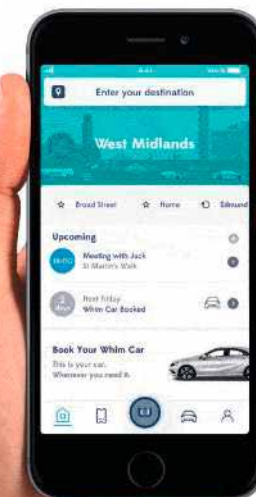
"These companies are into providing a service and a solution for their customers, bringing together the company car offer with a mobility service," he said.

Maas Global's next step is to work with leasing and fleet management partners to develop a business offer, and to understand the potential tax implications.

"We would like to work with HMRC to see if the new offerings we are looking to develop can be treated favourably from a taxation perspective if it can be demonstrated we are moving people from company cars into more sustainable forms of mobility," said Perry.

In Helsinki, where Whim launched in 2016, use of public transport increased from 48% to 74% of all journeys made by members; car journeys halved from 40% to 20%.

Other local authorities and cities are keeping a close eye on Whim, with Maas Global already outlining plans to expand into Edinburgh and/or Glasgow among other UK cities.



SPONSOR'S COMMENT

By David Morris, business account manager, Goodyear Tyres



As shared mobility continues to grow in popularity, we are seeing applications where miles driven per vehicle will increase substantially in the years ahead. For fleet operators, proactively managing tyre service

issues is critical to both the customer experience and the business model.

Remaining at the forefront of innovation is at the heart of Goodyear. Earlier this year, we showcased the latest advances in our intelligent tyre prototype. This is a complete tyre information system that includes the tyre, sensors and cloud-based algorithms that all work together to communicate in real-time with fleet operators via a mobile app.

The Goodyear intelligent tyre prototype allows for continuous connectivity and real-time data sharing, enabling optimal tyre usage for safer and more cost-efficient mobility and maximised uptime.

The sensors in the tyre, together with the vehicle and third-party information, provide real-time data to Goodyear's proprietary algorithms.

Thanks to these algorithms, information on tyre ID and status – including wear, temperature and pressure – is continuously updated and shared with fleet operators.

Tyre performance and wear information provide a real-time signal for when a tyre needs service to extend its life, fuel economy and performance attributes.

This kind of proactive maintenance allows fleet operators to precisely identify and resolve tyre-related and potential service issues before they happen.

As the face of mobility continues to evolve, so will the needs of consumers and fleet operators. Goodyear is anticipating the products, services and experiences that will deliver the mobility consumers and fleet operators need.

GOODYEAR

The DHL Cubicycle can carry a container with a load of up to 125kg

RADICAL NEW MOBILITY CONCEPT FOR COURIERS

Major logistics businesses will share a depot in a year-long project

Five of Europe's largest logistics firms have started an innovative trial this month in Berlin, sharing a depot and making deliveries by bicycle or e-bike.

The year-long experiment is an attempt to find sustainable solutions to urban congestion and air quality for an industry that relies on being able to make last mile deliveries. It also presents a vision of how courier businesses might overcome the shortage of city centre real estate for warehousing.

DHL, DPD, Hermes, GLS and UPS will share what's billed as a micro depot in the Behala area of Berlin. They will each have one container to receive and store consignments, and they will then be individually responsible for dispatching the parcels and packages with their own company-owned cargo bikes.

The depot itself is run by the port authority, Behala, which is independent of all the couriers, and the German government is keeping a close eye to see whether the system can be exported to other cities.

Regine Günther, senator for the Environment, Transport

and Climate Protection, described the project as "a building block for a new mobility in Berlin, but also far beyond Berlin".

Manoella Wilbaut, head of global commercial developments and sustainability at DHL, said the depot, nicknamed KoMoDo, "really saves space". Speaking at the Movin'On mobility conference, she added that, "it does not make sense for each company to have its own depot".

It does, however, force logistics firms to be absolutely clear about their core business if they are going to share resources, said Wilbaut. DHL will use e-bikes and e-trikes for its deliveries from KoMoDo, and said that, with favourable conditions, a cargo bike can adequately replace a conventional commercial vehicle in city centres.

Michael Peuker, KoMoDo project manager at Hermes Germany, said the cargo bikes would be able to use cycle lanes, so would not be held up in traffic. They are also allowed to travel in both directions along many one-way streets, a convenience denied to vans.

Counter-intuitively, the e-bikes may reduce the legwork for couriers because the battery pack takes most of the strain and the bikes can get much closer to the actual delivery address than vans forced to park wherever there's an available space.

The bikes also present a sound economic business case – they are cheaper than LCVs and, given they don't require a licence to drive, there's a wider recruitment pool in which logistics firms can find couriers.

The success of pedal-powered last mile deliveries does depend, however, on being able to start from a depot within the delivery zone. Historically, logistics firms have chosen out-of-town locations to make them easily accessible for HGVs and then ferried the packages in by LCV.

"The absolutely crucial and decisive fact is that deployment of cargo bikes will not work without micro depots. Before we are able to contemplate using e-cargo bikes extensively, we first need space – and this is scarce and expensive, particularly in cities," said Peuker.



The five delivery companies involved in the trial will each be responsible for their own cargo bikes

LEASEPLAN CATCHES A LYFT

New partnership offers ride-hailing solutions

Leasing and fleet management company LeasePlan USA has partnered with ride-hailing firm Lyft to offer its corporate clients a broader mobility solution in the United States.

Lyft has 1.4 million drivers and claims to be the fastest growing hailing firm in North America, but it has not yet launched in Europe.

The new partnership will enable LeasePlan drivers to book a Lyft ride when their company car is in for a service or repair without the hassle of expense reporting.

Jeff Schlesinger, president and chief executive officer at LeasePlan USA, said:

"Our fleet clients are looking for ways to better control each aspect of their budgets, including ride-hailing.

"Many are also incorporating policies to address the ever-changing point-to-point service, and they need a partner to help manage it."

The arrangement is a further step towards LeasePlan USA's stated goal of becoming a mobility hub.

Ben Sternsmith, area vice president of Lyft Business, added: "We're looking forward to providing thousands of organisations with better alternatives to traditional fleets – creating more flexibility and convenience, alongside better access to data."



Car in for service? Get a Lyft

MASTERCARD MASTERS FUEL PURCHASES

New fuelcard technology in the United States will automatically read a company car's registration plate and mileage as the vehicle drives onto a petrol station forecourt.

Global payments specialist Mastercard has developed the technology which works either via a dongle installed in the car or syncs directly with a connected vehicle.

The service aims to eliminate errors in mileage capture and give fleet managers more accurate and more immediate data on the usage of their vehicles.

Kiki Del Valle, senior vice president, Commerce for Every Device, Mastercard, said: "Combining digital payments capabilities with data from connected vehicles allows banks to give fleet managers a unique view into the inner workings of their business."

The new system can alert fleet managers if drivers spend more on fuel than the volume required by their vehicles, but it's also flexible enough to allow employers to relax controls so drivers can make purchases other than fuel.



VOLVOS USED AS SAFES

Volvo aims to solve the hassle of customers waiting in for a courier delivery by turning its cars into safes.

Through a partnership with Amazon, Volvo drivers in the Nordic countries, Switzerland and USA will be able to designate their car as the delivery address for online shopping.

The system only works with newer, connected Volvos, syncing the Amazon Key app with the Volvo On Call account. Drivers expecting a delivery simply park at their delivery address, either home or work.

The courier driver will be able to unlock the car boot via the app, leave the consignment and relock the car, automatically sending a notification to the customer. It's an unsigned delivery so there is only the courier's word that the parcel was left in the boot, much the same as any unsigned package left in a 'safe location' designated by the customer.

"Receiving a package securely and reliably in your car, without you having to be there, is something we think many people will appreciate," said Atif Rafiq, chief digital officer at Volvo Cars. "This mix of car and commerce is starting the next wave of innovation and we intend to be at the forefront."

OEMs SEEK DATA REVENUES

Vehicle manufacturers will be earning more than \$700 million per year (£522m) by 2023 from the datasets of millions of connected, sensor-equipped vehicles, according to new industry estimates. Parking and traffic management services will be prime customers for this information, whose value could eventually outstrip revenues from new vehicle sales, according to ABI Research. "As OEMs transition into mobility service providers, their revenues will shift from product sales to monetisation of fleet-based assets," said James Hodgson, senior analyst at ABI Research.

EV RESCUE HELP

Insurance giant Allianz Partners has launched a training scheme to help independent roadside recovery operators deal with electric, hybrid and plug-in hybrid vehicles. It is working with the Institute of Vehicle Recovery (IVR) to deliver the courses, which "will provide attendees with a basic, but much needed, overview of EV and hybrid vehicles and the associated health and safety requirements as it affects them and anyone else at a breakdown scene", said IVR chairman Chris Hoare.

AUTONOMY NEEDS MORE EXCITEMENT

Car manufacturers need to present the full range of benefits presented by driverless cars to overcome consumer doubts

Carmakers need to start building excitement around the possibilities presented by autonomous vehicles to overcome public uncertainty about entrusting their journeys to driverless cars, according to a cognitive psychologist.

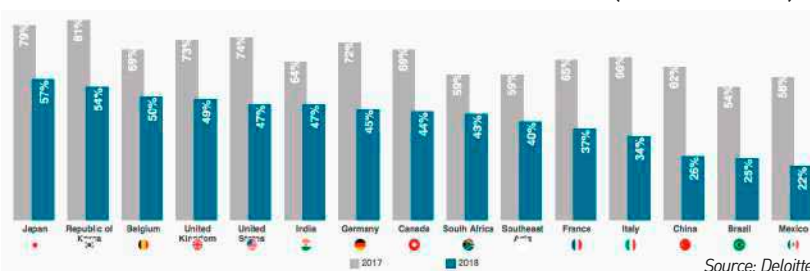
Citing the example of early roller coaster rides, which appeared hair-raisingly dangerous, yet compellingly thrilling, Dr Angela Weltman said it didn't take long for the excitement of the early adopters to transmit to a wider audience.

Weltman, who has worked with Ford and Nissan in examining underlying motivations of behaviour to inspire automotive product design, said the motor industry needs to identify easy winners among the early adopters of autonomous vehicles.

Speaking at Movin'On, a mobility conference, she said it was normal for sensational events, such as the first road traffic death caused by an autonomous vehicle, to linger long in the public consciousness. The newsworthy shock of such incidents make them easy to recall, said Weltman, which then convinces people that such events are likely to happen more frequently.

Yet research published earlier this year indicates significant moves in public opinion in favour of autonomous cars, although 40-to-50% of people are still sceptical at best (down from two-thirds in 2017).

PERCENTAGE OF CONSUMERS WHO THINK FULLY SELF-DRIVING VEHICLES WILL NOT BE SAFE (2018 Vs. 2017)



The challenging new technologies that succeed are those that people 'fall in love with', said Weltman, highlighting how the convenience and price of Uber convinced customers to overcome doubts and climb into a stranger's car.

"OEMs need to find early adopters, whether top executives or old people or the young generation, and identify pockets where autonomous vehicles can create huge benefits," she said. "Once the early adopters start, others will follow."

FIAT CHRYSLER SELLS 62,000 CARS TO DRIVERLESS FLEET

Google's self-driving car project, Waymo, has placed an order for up to 62,000 additional Chrysler Pacifica Hybrid minivans, with the first deliveries due later this year.

The cars will join Waymo's self-driving fleet, which already has 600 Pacificas. Waymo already has a fleet of self-driving cars on trial on public roads. Later this year it plans to launch a self-driving travel service that will enable passengers to summon a ride via Waymo's app.

John Krafcik, chief executive officer of Waymo, said the company's goal had always been "to

build the world's most experienced driver and give people access to self-driving technology that will make our roads safer".

He also revealed that Waymo and Fiat Chrysler Automobiles US have started discussions about FCA licensing Waymo technology to make a self-driving car available to the public.

Sergio Marchionne, chief executive officer, Fiat Chrysler Automobiles, said: "FCA is committed to bringing self-driving technology to our customers in a manner that is safe, efficient and realistic."



Waymo has many more minivans on order



Is VUF the urban delivery answer?

LE BIKE SOLUTION IN CITIES

A French bicycle firm has presented its vision of urban courier delivery vehicles with the VUF. The three-wheel bike has electrical assistance and a neatly engineered tilt system to make it easier to ride on cambered roads and around roundabouts.

The frame is modular, allowing for different cargo options on the trailer, including safe boxes and even a refrigerated unit, with loads and volumes of up to 300kg and 1,500 litres respectively. An 85cm wide compact version, with smaller payload and space, makes it easier to navigate narrow gaps in traffic.

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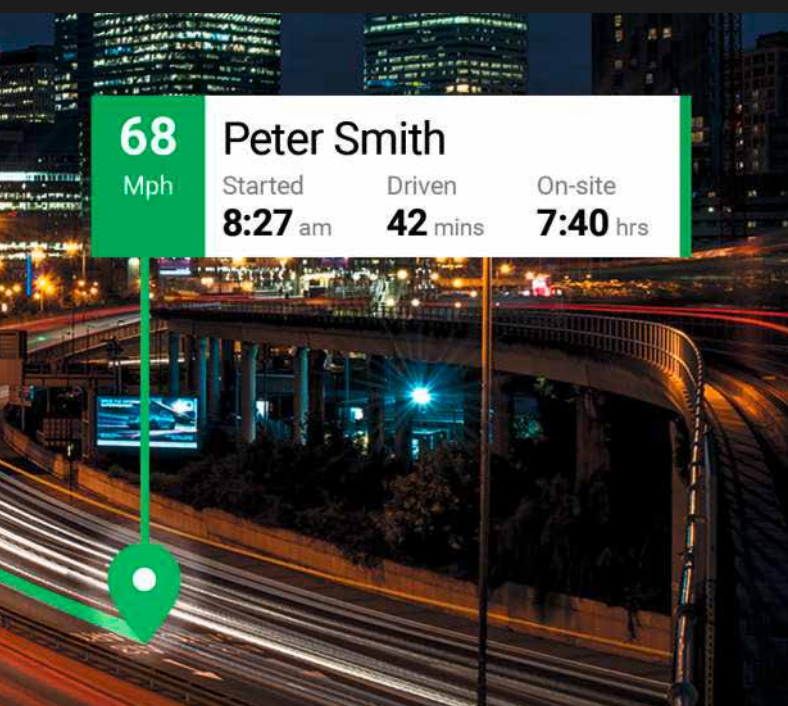
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NOT A WORK OF FRICTION – HYPERLOOP NEARS REALITY

Idea of sci-fi travel for passengers and freight at 745mph is gaining traction



The Zeleros Hyperloop exterior

Radical plans to transform intercity travel for passengers and freight are taking shape as the world's first ultra-fast hyperloop systems take a step closer to reality.

A hyperloop is a hybrid of air and train transport. Pods or carriages 'float' in tubes, raised by magnetic levitation to overcome friction, and flying through virtual vacuums to avoid air resistance.

Ten routes around the world are conducting feasibility studies for a hyperloop, including London to Edinburgh and Glasgow to Liverpool in the UK, as well as cities in the US, India, Mexico and Canada.

Last October, the Virgin Group invested in



Zeleros Hyperloop tube and vehicles

Hyperloop One and, according to Sir Richard Branson, "this groundbreaking technology will change transportation as we know it and dramatically cut journey times". The current working record for a hyperloop is nearly 240mph which

was set in Nevada, USA, by Virgin Hyperloop One.

The Spanish start-up, Zeleros, claims its system will be capable of 1,200kmh (745mph), cutting the journey time from Paris to Madrid to around an hour. It also sees huge opportunities for the hyperloop to deliver freight, and envisages lines connecting the commercial ports of north and southern Europe.

The electric-powered system is greener than traditional fossil fuel-powered transport systems and has the possibility to function on demand, rather than to a timetable like traditional rail and air travel.

The concept of hyperloop travel is the idea of Elon Musk, of Tesla fame, who first advanced his ideas for it in 2012.

ROBOT TO THE RESCUE

A new Chinese robot has the potential to solve one of the biggest worries for fleet managers – compliance with vehicle inspections.

The ARIS-Vehicle from Youibot Robotics has the capacity to carry out the daily routine checks that HGV drivers or operators have to undertake.

It's a fully autonomous robot, works in the night time as well as the day, and uses lasers to measure tyre tread depths, with the ability to detect uneven wear patterns. It can also recognise registration plates.



ARIS uses lasers to measure tyre tread depth

PARKING APPS

APPYPARKING

Westminster City Council is undertaking a ground-breaking trial of new parking technology in partnership with technology firm AppyParking and Vodafone. The smart, connected system allows drivers to pay for parking with a single click. The AppyParking app connects to Vodafone's in-car sensor (plugged into the car's diagnostics port). The app uses GPS data to identify the driver's location, and when the vehicle leaves the parking space, the sensor automatically stops the parking session, so drivers only pay for the precise minutes their vehicles are parked.

The app shows the nearest and cheapest vacant on- and off-street parking spaces and navigates drivers to them.

PARKME

This comprehensive parking database includes more than 200,000 locations in 15,000 cities in seven countries.

The app reveals the cheapest and closest parking spaces in real time, including some for which drivers can pre-pay to guarantee a space, and navigates to the car park.

PARKOPEDIA

Covering more than 60 million parking bays in 8,000 cities, Parkopedia is the brains behind many OEM parking systems, including BMW, Jaguar Land Rover, Ford, Toyota, GM and Peugeot.

The app helps drivers find the closest parking to their destination, tells them how much it will cost and whether space is available.



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Official fuel consumption for the Volvo T8 Twin Engine range in MPG (l/100km): Urban N/A, Extra Urban N/A, Combined 134.5 (2.1) – 141.2 (2.0). CO₂ emissions 49 – 46g/km. MPG figures are obtained from laboratory testing intended for comparisons between vehicles and may not reflect real driving results.

ADVERTISING FEATURE



Volvo's comprehensive electrification strategy continues to set the standard



What's New?

Volvo delivers on its 'move towards electric' promise

From next year every Volvo model launched will be available as a plug-in hybrid, pure electric car or mild hybrid.

Between 2019 and 2021, Volvo will launch three fully-electric models, while the Polestar brand will deliver two more (spearheaded by the stunning Polestar 1 coupé already unveiled). These new models will give Volvo one of the broadest ranges of electrified vehicles on the market.

Volvo's plug-in hybrid vehicles are branded Twin Engine – because they have two power sources that combine an efficient internal combustion engine and an electric motor. The electric motor drives the rear wheels via a high voltage battery mounted in the transmission tunnel to offer optimised weight distribution for better ride and handling characteristics.

Volvo currently offers four plug-in hybrids for sale in the UK – the XC90 T8 Twin Engine, the XC60 T8 Twin Engine, the S90 T8 Twin Engine and the V90 T8 Twin Engine.

Plug-in hybrids offer companies and their drivers the best of both worlds with the ability to operate in zero-exhaust emission mode in towns and cities, yet also operate as a regular petrol-engined vehicle on longer business journeys.

This gives plug-ins a distinct advantage for business drivers.

Data from the Commission for Integrated Transport in its 'Medium-length Trip Patterns' report found that 42% of car mileage was driven on medium-length trips (defined as between five and 25 miles), enabling Twin Engine drivers to travel four in every 10 trips in Pure mode.

Thanks to their ultra-low emissions, plug-in

hybrids qualify for lower benefit-in-kind (BIK) tax brackets, spelling financial savings for switched on customers.

And these savings are not confined to just one year – their low emission performance guarantees some of the lowest BIK tax bands for several years to come, giving added peace of mind to drivers and easing pressure on their wallets.

When you choose a Volvo, you benefit from more than our range of premium cars. We believe it's our job to not only understand the demands of fleet, but also ensure the car is designed around your driver.

Our aim is to deliver technology that makes drivers' daily lives easier and, importantly, to include a high number of safety features to help fleets meet their duty of care responsibilities to staff when they are driving on company business.



To find out more about the Volvo plug-in hybrid range, call the Volvo Car Business Centre on 0345 600 4027 or visit www.volvocars.co.uk/hybridforbusiness



Sponsored by



Santander Consumer Finance was delighted to sponsor the award for Fleet Dealer of the Year at the 2018 Fleet News Awards. It was a memorable evening, which we thoroughly enjoyed. We were encouraged by the amount of interest shown in our fast-growing contract hire proposition, which sparked many interesting discussions around the shift in customer behaviour and increasing interest in usage rather than ownership.

But the night really belonged to the many remarkable people in the industry and we were delighted that the award for Fleet Dealer of the Year went to TrustFord.

We fully concur with the judge's observation that their mobile and twilight servicing 'is a big help to fleets who need vehicles back on the road as quickly as possible'.

TrustFord has made a significant investment in fleet, including expanding its central leasing hub and logistics team, and it offers bespoke SLAs and contracts. The judges also praised the virtual handover for saving time and ensuring drivers know everything about their new vehicle.

Congratulations again to TrustFord!

WINNER: **TRUSTFORD**

A good reputation and the right offer are key to TrustFord progress

Since the 60 dealerships joined under one name, it's been a story of increased success for Ford's largest dealer group

By **Jeremy Bennett**

Build it and they will come, is the movie-inspired phrase used by TrustFord fleet and commercial vehicle director Mark Wilkie as he reflects on successive years of growth for the business since he joined in 2014 to head the operation.

Total annual sales have grown by a third in that period, but he stresses success has been based on "getting the offer right" and being the best in the business with volume growth coming as a bi-product.

TrustFord is the world's largest dedicated Ford dealer group, with 60 dealerships in the UK. Its winning entry in the 2018 Fleet News Awards was based on five key attributes: the focus on customer care, based on having the right staff to meet their needs with training at an induction academy from two days to two weeks, dependent on the role; the unmatched scale and infrastructure; its industry knowledge and expertise; the Ford product; and the operation's longevity in the fleet market.

Here, Wilkie sheds light on these pillars of success in the business.

Fleet News: Is there a continuous drive for growth at TrustFord, or are there limits to the scale of the business you are targeting?

Mark Wilkie: We haven't deliberately gone out to grow volume, but we have tried to be strong and successful at what we do and the volume has come as a result. We want to be the best in the business and so have invested a lot of money in infrastructure and our people – and worked closely with leasing companies to get our offering right.

And, let's not forget the influence of convertors, such as Tevo and Bri-Stor, as some customers come via them.

We get a lot of business on our reputation. We're not chasing a growth target every year, but with fleet representing such a significant part of the business there is, naturally, a desire to grow in the sector.

FN: When you started in your role did you know how you would grow the business or have you learned along the way what needs to be done?

MW: Most of my background had been in operational dealer management. I was initially asked to act as a caretaker for my current role while it was under review. In the period before getting the job full-time we did something

potentially risky which was to ask for our customers' opinion of us and how they would like to be dealt with.

The major learning was coincidental to what was already happening in the group. On June 1, 2014, the group rebadged as TrustFord. Prior to that we had been known through a whole range of names. We didn't appear to operate to the scale we were doing. From a national fleet point of view, one name worked as a brand and many customers didn't want to continue talking to multiple contacts, but rather a hub and spoke relationship, with one central contact, which we organised internally.

FN: In late 2015 you opened a leasing company hub in Bradford. What has been its impact?

MW: It started as a pilot with three people. It now has 10 handling all leasing company communication for the group which has made us significantly sharper in response times, evident in our service level agreement (SLA) scores. Three years ago, we were taking about two hours to respond. The benchmark now is less than half an hour, but we achieved an average of 14-16 minutes for a personal response by adding capacity in the hub in 2017.

FN: During your time in the role, how have you seen fleet's requirements change and what are the decision-makers most concerned about?

MW: There's been two aspects. First, fleets want to have conversations about aftersales as opposed to product and price – and they want to have it through a single relationship at a senior level. We have strong product and we're competitive on price, but of concern was our ability to minimise downtime. We've got aftersales resource in my team, our mobile servicing operation now has 10 Smart repair vehicles and an expanded fleet of 17 servicing vehicles for on-the-spot repairs. And under the name 'Twilight

"We have tried to be strong and successful at what we do and the volume has come as a result"

Mark Wilkie, TrustFord



Mark Wilkie (back row, far right) celebrated the win with other members of the TrustFord team

Servicing' many sites are open for extended hours in the week and open over the weekend.

Second, future drive lines is a major concern – what is going to power our vehicles? We've not seen any massive move away from diesel following the press controversy last year and it will continue to be the fuel of choice for the foreseeable future. But some fleets are looking at petrol, particularly those operating in cities with smaller vans, but not in great numbers.

Ford of Britain is running a plug-in hybrid electric vehicle (PHEV) Transit Custom trial in London with some of our major customers and that might feature in the range, following on from Mondeo PHEV which is available now. Longer term, we might see electric alongside PHEV.

And discussions on fuel type take place often alongside transmission type since, in the past 18 months, many of Ford's commercial vehicles have become available as automatics, opening up delivery markets to us as fleets define the transmission and fuel requirements based on a vehicle's application.

FN: How has the relationship between leasing companies and end-user fleets been evolving?

MW: Very frequently there will be a leasing or fleet management company involved in a decision around a transaction. It's increasingly unusual for an organisation to just asset purchase a vehicle. Even if they are just purely funding there is a relationship involved somewhere.

It's important for us to remember that, while we traditionally look after the end-user, the leasing company is writing the cheque. This helped inspire the creation of the central leasing company hub as we wanted to manage both relationships to best of our ability. Our nine business centres manage the end-user relationships and the hub deals with the leasing companies, with two teams working together on the same accounts.

FN: What opportunities lie untapped in the business that you are working on now?

MW: Much of the effort is on improving the customers' experience, improving communication and on them having more visibility on the lead and delivery times of their vehicle and knowing where it is in the process online, regularly and in almost real-time.

We've got to have conversations with customers about the appropriate level of visibility for the leasing company, fleet and drivers.

We've come to this conclusion by assessing not only what is happening in fleet and retail around visibility, but the broader digital space. Purchase tracking is normal in other markets, so how can we translate the expectation into our business? We hope to introduce the changes this year.

We also are always looking to new markets. The increase in automatic transmission vehicles is an example.

Wilkie and Ford are acutely aware of the pace of change in the fleet market and the pressures put on fleet decision-makers to understand the complexities to benefit both the companies they work for and the drivers in their charge.

Wilkie says he's aware more drivers are being offered a cash-for-car allowance putting them in the personal lease market, so it's become a key area of growth for Ford.

And while a decline in commercial vehicle sales is unlikely, Ford's 'last mile' solution at March's CV Show showed how electric self-driving vans and drones collect and deliver goods in city centres, as restrictions on access by traditional means seem more likely.

Wilkie says Ford Motor Company will position itself as a provider of mobility, not just vehicles.

So, Ford owns a San Francisco-based start-up, the London Chariot, and is supplying it with 14 Transit minibuses to take people on the first and last mile of their commute in areas underserved by public transport, booked through a smartphone app.

Ford is at the forefront of investigating alternative approaches, a mindset matched by TrustFord.

FACTFILE

Fleet and commercial vehicle director Mark Wilkie
Annual sales (2017): 48,000 cars and commercial vehicles
Fleet sector sales (2017): 39,000 cars and commercial vehicles

JUDGES' COMMENTS

TrustFord impressed the judges with its mobile and twilight servicing – many dealers could offer this but don't. Its virtual handover is also "a big bonus for time-poor managers and fleet drivers", the judges said. It has made significant investment in fleet, including expanding its central leasing hub and central logistics team and it offers major fleets bespoke SLAs and contracts, covering every aspect from ordering to aftersales management and centralised billing.

Think big and drive change to stay ahead of the game

TomTom Telematics hosts and sponsors Let's Explore 2018 in Birmingham to look at the role of fleet management for today and tomorrow

Fleet decision-makers must 'think big and drive change' if they are to survive and thrive in an ever-more connected world. That was the key message from TomTom Telematics managing director Thomas Schmidt at 'Let's Explore: Fleet management for today and tomorrow' in Birmingham in May. The event, hosted and sponsored by TomTom Telematics, and held in association

with ACFO, welcomed numerous industry expert speakers, as well as a 200-strong group of delegates. A wide range of industry issues were explored, including new legislation, ultra-low emission vehicles and grey fleet management. But the common theme was the prominent role technology and data is playing in the world of fleet management today, not just in the future.



The future's connected

The emphasis is shifting from fleet management to smarter mobility, empowered by an explosion in vehicle connectivity.

TomTom Telematics is proud to have spearheaded the development of connected fleet applications by creating stable, open application programming interfaces and robust software development kits, which allow third-party developers to create highly-tailored solutions quickly and efficiently.

Connected car innovations built on the telematics platform are not only promising to make life easier for motorists, but also have the potential to help fleets become much more efficient through smarter use of data.

Apps, for example, are now available that can help businesses create more accurate HMRC mileage claims by automatically logging trips and allowing drivers to validate them from their smartphone or driver terminal.

Fleet management data can also be combined with CRM data to help sales teams compare trip data with opportunities, leads and closed deals.

Vehicle check apps allow drivers to conduct vehicle safety checks at the start of every day, with all details updated in the back-office system.

Leased fleet customers can stay one step ahead of vehicle maintenance needs with vehicle diagnostics data enabling notifications to be automatically sent to them when maintenance tasks are required.

Telematics-led insurance products use vehicle and driving performance data to help them manage risk and gain greater control of their costs. As an example, building contractor Breyer Group realised fleet insurance savings of £60,000 in just 12 months using TomTom Telematics to highlight and address poor driving and keep a lid on premiums.

Key takeouts from the industry experts who spoke at Let's Explore 2018



1. "Think big to drive change". TomTom Telematics managing director Thomas Schmidt:

In a climate of transformational disruption, the biggest risk is to not think big enough. Disruption innovation is happening all around us and we, as decision-makers, are responsible for our people, for our businesses, to consider this in the right way. The best way to predict the future is to create it, with the preparation and transition to becoming a fully digitised business. Connectivity and data-mining will drive your business forward.



2. "Telematics is driving behavioural change." Dr Lisa Dorn, associate professor of driver behaviour and director at Driving Research Group, Cranfield University:

Telematics is a very effective way of changing driver behaviour to improve fleet safety and driver interventions are key to achieving behavioural change. Telematics has a big role to play, by monitoring behaviour, setting goals and giving evaluative



3. "Anticipate and react to trends now", George de Boer, leader of connected car initiatives at TomTom Telematics:

We need to not only anticipate trends, such as electrification of cars, connected car technology, and Mobility-as-a-Service, but react to them, too, in order to future-proof the industry. With connected car technology, cost-saving is not the main and overriding motivator – instead it allows mobility managers access to 'powerful new insights', as well as significantly improving the driver experience.



4. "Wipe the slate clean", TomTom Telematics customer Alison Moriarty, fleet risk and compliance manager at Skanska UK:

Fleet managers need to wipe the slate clean and use data to rewrite procedures. We need to go back to square one and put new policies in place, so that technology is not chasing us

down the road, but we are using it to transform our fleet. Targeted training is key to changing driver behaviour. We have the data in our arsenal to measure, evaluate and monitor what is actually happening on the ground.



5. "Experienced fleet managers still crucial", John Pryor, ACFO national chairman:

Technology has never supported fleets to the degree it does today, but the wealth of information it creates, along with the changes in how employees travel, make it even more imperative that experienced fleet managers are retained.



6. "Embrace change – or get left behind", Craig McNaughton, corporate director of Lex Autolease:

Telematics and data analytics are key in the transition to a sustainable future. Working smarter and being able to analyse and improve operational areas will be the route to efficiencies and keeping the company car fit for the future.

Getting drivers to think green and safe

Using telematics to influence driving behaviour is not new, but recent innovations have brought a new level of sophistication which can have an even more powerful influence on mpg and fuel efficiency.

TomTom's WEBFLEET OptiDrive 360 functionality, for example, gives drivers live in-cab feedback and advice on a number of key indicators affecting fuel efficiency, including speeding, idling, sudden braking and harsh steering.

The technology has helped utilities giant SGN improve fleet mpg by 11%.



cut mileage by 16% and reduce both idling and speeding time by 68% and 15% respectively.

"Telematics is encouraging our employees to drive carefully on business, which not only delivers operational benefits and aids compliance, but has also led to employees changing their driving style when on private journeys"



TomTom Telematics customer Graham Short, fleet and facilities manager at Zip Water UK

For more information visit telematics.tomtom.com; or call 0208 822 3605

TomTom
TELEMATICS

LAUNCH: LATE 2018

CITROËN C5 AIRCROSS

Second model in European line-up with Citroën Advanced Comfort programme

By Simon Harris

Citroën has unveiled a new member of its growing SUV family, with the European version of the C5 Aircross.

A rival for the Nissan Qashqai and Kia Sportage, the C5 Aircross is similar to a car that went on sale in China last year, and the brand's new flagship for Europe is the second model in the line-up to come with the Citroën Advanced Comfort programme.

Launching late in 2018 with petrol and diesel engines, the C5 Aircross will become the first Citroën to be offered with a plug-in hybrid powertrain in 2019. Prices are expected to start at around £22,700 for petrol versions and less than £25,000 for diesels.

ENGINES AND TRANSMISSIONS

Mechanically similar to the Peugeot 3008 and the DS 7 Crossback, the C5 Aircross will launch with a choice of 130PS 1.2-litre six-speed manual or 180PS 1.6-litre eight-speed automatic petrol engines, both turbocharged.

There is also a 130PS 1.5-litre diesel engine, with a choice of six-speed manual or eight-speed automatic, or a 180PS 2.0-litre with an eight-speed auto.

The eight-speed automatic transmission makes its Citroën debut on the C5 Aircross, and offers 7% better fuel efficiency compared with the six-speed auto on other models.

A plug-in hybrid, due later in 2019, will offer up to 37 miles of battery range.



Shades of brown and grey dominate the interior themes

INTERIOR

A clean and simple interior design reflects the latest Citroën styling preference, with a minimalist approach to dashboard buttons, and many functions contained within a touchscreen display.

There is a digital instrument display, enhancing the upmarket feel of the car as well as many soft-touch materials around the cabin.

The C5 Aircross is available with a broad choice of materials, ranging from cloth to Nappa leather, while the upholstery of the Advanced Comfort seats puts the emphasis on soft and warm materials.

There are five different interior themes to choose from – Standard, Wild Grey, Metropolitan Beige, Metropolitan Grey and Hype Brown.

There are three rear seats available that can slide, recline and fold independently. Luggage space ranges from 580 litres to 720 litres up to window height, dependent on the position of the rear seats. It rises to 1,630 litres up to roof height with the seats folded.



SAFETY AND TECHNOLOGY

The C5 Aircross is offered with a suite of safety and driver assistance technologies including autonomous emergency braking, lane-keeping assistance, blindspot alert, traffic sign recognition and others.

Adaptive cruise control and lane-keeping assistance form the basis of semi-autonomous features that help reduce fatigue on the motorway and in heavy stop-start traffic.

The car is available with keyless entry and start, parking assistance and 360-degree cameras on higher specification versions.

For those who need off-road ability, Grip Control (which enhances front-wheel drive traction by braking the individual wheel that is slipping and sending torque to the one with more grip) is available with a hill descent control.

In standard mode, Grip Control works automatically. But drivers can also select between modes using a thumbwheel on the central console, choosing Sand, All-Road, Snow or 'ESP off'. It's available with optional mud and snow tyres on 18-inch wheels.

A mirror screen function, compatible with Android Auto, Apple CarPlay and MirrorLink, allows occupants to use smartphone apps on the dashboard.

Citroën Connect Nav, a latest-generation 3D connected navigation system, comes with connected services such as TomTom Traffic, for real-time traffic info, weather information, and a local point-of-interest search function.

Wireless smartphone charging can be used to induction-charge a wide range of smartphones or devices compatible with the Qi standard with a charging mat built into a dedicated storage space in the central console.

ConnectedCam is a camera system built into the stem of the interior rearview mirror, independent of the car's multimedia system and using full HD GPS technology. The camera can be used to take a photo or video of the environment in front of the vehicle. The content can be downloaded in the event of an accident.

EXTERIOR

The C5 Aircross is clearly an SUV in design. It comes with a choice of 17-inch, 18-inch or 19-inch wheels, dependent on specification, and its ground clearance of 230mm is greater than most other cars in its class.

Two tier lighting units and colours inserts retain the family appearance of the C3 hatchback, C3 Aircross, revised C4 Cactus and the new Berlingo, while wheel-arch trim and Airbump cushion inserts help with its robust appearance.

Customers can choose from seven main body colours and there is the option to add a contrasting roof.

THINKING CAP



By Martin Ward, manufacturer relationships manager

cap hpi

Monday I'm reading an article in *Fleet News* about legislation that may mandate that 15 safety features will have to be standard on cars, vans, trucks or buses. These include autonomous emergency braking, built-in breathalysers and drowsiness detection, to name but a few.

These items will certainly add cost to the vehicle – especially those at the budget end – and will almost certainly put up BIK for company car drivers as list prices increase.

Adding all these safety devices will no doubt help safety, but the root cause of accidents is generally the driver.

The previous Saturday night I nipped to our local supermarket and was astounded to see not one, but three cars in the car park having their number plates changed. The 'replacements' were being stuck on quite blatantly in front of other people. I can only assume this was being done to cover up an offence or three.

Instead of hitting the poor old company car driver and companies with added expense, maybe the real answer is to fit those with a bad history with tracking devices. That should make our roads safer, not fitting lane departure warning as standard.

"These (safety) items will certainly add cost to the vehicle and put up BIK"

Thursday Down to Millbrook for the annual Society of Motor Manufacturers and Traders (SMMT) test day which is mainly for journalists. Getting into the facility was more difficult than in previous years as security was stringent.

There were 36 manufacturers showing their latest models and a few even had some classic and historic vehicles there to drive. Although many cars (157 in total) were there to be tried, the day was more about catching up with the manufacturers and having a chat with other visitors to find out what was going on in their world, which is always interesting and informative.

Credit to SMMT for a great event.

EV400 HSE

JAGUAR I-PACE

Its appearance at the Los Angeles motor show served to whet our appetites. Now, 18 months on, the I-Pace is set for summer delivery



Absence of an engine has allowed the cabin to be moved forward



Upper of the two touchscreens controls most I-Pace functions



Boot space ranges between 656 and 1,453 litres

By Simon Harris

Jaguar's uncanny ability to hold the attention of the automotive media (especially in the UK) by offering early glimpses of a new model is perhaps rivalled only by Tesla.

We first saw a concept version of the new electric I-Pace at the Los Angeles motor show in November 2016, and while it is now available to order with customer deliveries this summer, it has a feeling of being launched some time ago.

Perhaps this is because Jaguar's last two major new vehicle launches have been SUVs, and in just two years we are welcoming a third member of the 'Pace' family.

But there should be no doubt that the I-Pace is absolutely competitive where it matters when it comes to the latest EV technology, performance and space.

The production car remains remarkably close to the concept one we saw more than 18 months ago, with its huge 2,990mm wheelbase, bonnet scoop to aid airflow over the car, and an additional aerodynamic rear wing that directs air down the rear window, eliminating the need for a rear wiper.

Jaguar design director Ian Callum said work began on the

298

miles is the quoted maximum range



For full running costs, visit fleetnews.co.uk/running-costs

"With a power output of 400PS and a maximum torque of 696Nm from a standing start, the I-Pace is a fast car"

car more than four years ago, and his department was instructed to start with a clean sheet of paper, carrying over no significant components from other models.

Although broadly speaking the I-Pace is a crossover, Callum says he was able to use styling cues from Jaguar's C-X75 mid-engine supercar concept.

The use of a crossover silhouette ensured no packaging compromises compared with finding space for electric powertrain components in a saloon or hatchback, while the absence of an engine allowed the cabin to be moved forward, maximising interior space.

Battery cells are contained within the floor of the vehicle, and this low-mounted mass helps reduce the car's centre of gravity by 130mm compared with an F-Pace.

There are three equipment grades, S, SE and HSE, with the entry level car starting at £63,495 on the road, while the limited run First Edition is priced at more than £80,000. All models qualify for the maximum £4,500 plug-in car grant.

With a power output of 400PS and maximum torque of 696Nm available from a standing start, the I-Pace is a fast car, despite its 2,100kg-plus kerb weight.

Power is deployed via two electric motors, giving the I-Pace the traction advantage of all-wheel drive, and the 0-62mph sprint is achieved in 4.8 seconds.

Maximum range of the I-Pace is 298 miles under WLTP measurements, and it should comfortably achieve more than 200 miles without a charge in normal driving.

It has been engineered to accommodate 100kW charging when it becomes available (allowing 0-80% in 40 minutes), but with a 7kW wallbox can be charged from empty in around 12.5 hours and, from a 50kW rapid charger, to 80% capacity in around 80 minutes.

We drove the I-Pace on a variety of roads, where it

COSTS

P11D price £74,390

BIK tax band (2018/19) 13%

Annual BIK tax (20%/40%)

£1,934/£3,868

Class 1A NIC £1,335

Annual VED £0 then £310

RV (4yr/80k) £38,525/52%

Fuel cost (ppm) 5.26

AFR (ppm) n/a

Running cost (4yr/80k) 100.46ppm

SPEC

Power (PS/torque (Nm)) 400/696

CO₂ emissions (g/km) 0g/km

Top speed (mph) 124

0-62mph (sec) 4.8

Range 298 miles

KEY RIVAL

Tesla Model X 75D

P11D price: £75,850

BIK tax band (2018/19) 13%

Annual BIK tax (20%/40%)

£1,972/£3,944

Class 1A NIC £1,361

Annual VED £0 then £310

RV (4yr/80k) £40,925/54%

Fuel cost (ppm) 4.48

AFR (ppm) n/a

Running cost (4yr/80k) 101.26ppm

Running cost data supplied by

KeeResources (4yr/80k)

performed effortlessly. Silent in slow traffic, savagely fast on the open road when needed for overtaking; always comfortable, even on the 20-inch wheels of the road-going test cars.

We also tried it on the track, where the car felt remarkably composed. With an electric motor front and rear, the I-Pace manages torque independently at each axle, improving stability and traction.

Regenerative braking can be set in two stages, and on the highest setting eliminated the need to use the brake pedal unless you need to stop the car suddenly.

We drove the I-Pace on an off-road route that would have been too challenging for a conventional car. The I-Pace is available with air suspension, and can increase ground clearance for obstacles. The car is also rated for a wading depth of 500mm.

There is plenty of legroom and luggage space, with a 10-litre cubby in the centre console and a 27-litre compartment at the front, in addition to the 656 litres minimum in the luggage compartment and 1,453 litres with the rear seats folded.

Interior quality is typical of a Jaguar, perhaps without the bulletproof feel of an Audi, but extremely tastefully appointed. It has a dual touchscreen in the dashboard, with the upper screen for most functions and lower screen and rotary controls for temperature and seat settings.

Jaguar insists that some tactile controls were maintained for ease of use instead of containing them behind sub-menus on the upper screen.

There are few immediate rivals for the I-Pace. It's a little smaller than the Tesla Model X, and the latter is a little faster in its higher specification, if not quite enjoying the same consistent build quality we expect from most car manufacturers.

By the end of the year, we will see a challenge from Audi in the new e-tron electric car, and other premium manufacturers have EVs in the pipeline.

The I-Pace is a welcome addition to the premium EV sector. It's capable and impressive in many areas. The timing of its launch should give it a head start over premium rivals.

VOLKSWAGEN TOUAREG

3.0 TDI 286 SEL

Flagship SUV showcases the best of VW brand's technological advances



The new Touareg is longer and wider than its predecessor

By Tom Sharpe

There must be some disappointment that Volkswagen UK is unable to launch the brand's flagship Touareg SUV with the fanfare of a low-emission hybrid option.

The more stringent emission regulation demands of China and the allure of a market where the brand sold 1.01 million vehicles during Q1 was clearly enough to determine that the 367PS plug-in hybrid version of the new flagship C-segment SUV should be diverted there.

The Touareg, which went on sale in the UK earlier this month, is powered by a 286PS 3.0-litre V6 turbodiesel which delivers 40.9mpg fuel economy on the combined cycle and CO₂ emissions from 182g/km.

Volkswagen claims a 6.1 second dash to 62mph and 146mph top speed are also possible with the assistance of the standard 4Motion system's all-wheel-drive traction.

A more frugal version with 231PS is likely.

Prices, which should be confirmed later this month, are expected to start at around £49,000.

Sales are expected to be split 40:60 in favour of fleet, compared the previous model's 85% fleet sales.

Measuring 77mm longer (4,878mm), 44mm wider (1,702mm) and with a 810-litre boot, the new model is built on Volkswagen's modular longitudinal matrix (MLB) platform – shared with the Audi Q7 and Bentley Bentayga – it weighs 2,070kg but reins in its mass with the help of technology.

Four-wheel steering guides the rear wheels five degrees in the opposite direction to those at the front below 27mph to aid agility around town and help achieve a 11.2 metre turning circle (just 20mm greater than a Golf).

Above 27mph the rear wheels turn in unison with the front by the same small measure to aid stability.

Air suspension and active anti-roll bars, which tense when cornering forces are detected, and a locking centre differential capable of channelling up to 70% of the 600Nm of available torque to the front axle, or 80% to the rear, further assist traction and dynamic stability.

Volkswagen's chassis settings can tune the Touareg's demeanour through a variety of on- and off-road settings,

COSTS

P11D price	£49,000 (est)
BIK tax band (2018/19)	37%
Annual BIK tax (40%)	£7,252 (est)
Class 1A NIC	n/a
Annual VED	n/a
RV (4yr/80k)	n/a
Fuel cost (ppm)	n/a
AFR (ppm)	13
Running cost (4yr/80k)	n/a

SPEC

Power (PS)/torque (Nm)	286/600
CO₂ emissions (g/km)	182
Top speed (mph)	146
0-62mph (sec)	6.1
Fuel efficiency (mpg)	41

KEY RIVAL

Jeep Grand Cherokee 3.0 Overland
P11D price: £51,325
BIK tax band (2018/19) 37%
Annual BIK tax (40%) £7,596
Class 1A NIC £2,621
Annual VED £1,240 then £450
RV (4yr/80k) £13,725
Fuel cost (ppm) 14.17
AFR (ppm) 13
Running cost (4yr/80k) 69.71ppm

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



Touareg has a huge 15-inch touchscreen

meanwhile – Off-road+ raising the springs by 70mm, Sport dropping the ride 15mm.

Volkswagen's new Innovation system brought the dramatic topography of the Touareg's Austrian launch location into the cabin during our drive.

Combining a huge 15-inch touchscreen with a 12-inch digital instrument binnacle to deliver Google Maps' sat-nav imagery into the cockpit, the new system is as intuitive as anything we have come to expect of VW's infotainment systems and was coupled to a new Dynaudio sound system which delivers 730 watts of Dolby 7.1 surround sound.

A thermal imaging camera, ushering in Night Vision and pedestrian detection capabilities; Traffic Jam Assistance, delivering automated driving; Trailer Assist, which will help even novice drivers become caravan site superstars; and Front Cross Traffic Assist, to prevent collisions when emerged from a concealed entrance, will also feature.

The Touareg is available in SEL, R Line and R Line Tech trims from launch. Full trim details have yet to be published but it is clear that Volkswagen's flagship SUV is being positioned as a technological showcase for the brand.

It's just a shame that – initially, at least – the innovation doesn't extend to that hybrid drivetrain.



Octavia is a practical and enjoyable drive

ŠKODA OCTAVIA

1.0 TSI SE TECHNOLOGY

Many pluses in six month test, especially on efficiency

COSTS

P11D price	£18,805
BIK tax band	21%
Annual BIK tax (20%)	£790
Class 1A NIC	£545
Annual VED	£140
RV (4yr/80k)	£4,950
Fuel cost (ppm)	9.31
AFR (ppm)	11
Running cost (ppm)	29.37

SPEC

Engine (cc)	999
Power (PS)	115
Torque (Nm)	200
CO₂ emissions (g/km)	110
Manufacturer mpg	58.9
Real-world mpg*	44.7
Test mpg	53.4
Max speed (mph)	126
0-62mph (sec)	9.9
Current mileage	7,352

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

By Sarah Tooze

We have bid farewell to arguably the most practical vehicle on our long-term test fleet, the ŠKODA OCTAVIA.

During the six-month test it has:

- Helped me through a house move (thanks to its 1,580-litre boot, with seats folded);
- Provided both front and rear passengers with ample room (the first comment a colleague made when she stepped inside was how spacious it was);
- Made mundane tasks like displaying parking tickets and securing shopping bags easier thanks to its 'simply clever' features.

Its technology has also impressed. The SmartLink+ system means Apple CarPlay and Android Auto connectivity is standard and on the fleet-friendly SE Tech trim we tested drivers also benefit from an eight-inch touchscreen navigation system, Wi-Fi hotspot, adaptive cruise control and front parking sensors.

ŠKODA has recently made it possible for a number of its models, including the Octavia, to interface with Amazon's Alexa virtual personal assistant, meaning drivers can ask Alexa to check things such as the car's current fuel level, whether they have left the headlights on and where the car is parked.

Our Octavia clocked up 7,000-plus miles trouble-free during our test and its 1.0-litre, three-cylinder petrol engine proved efficient on longer journeys, with fuel economy peaking at 55mpg (just 3mpg below the official combined figure).

It averaged just shy of this towards the end of our test (53.4mpg – more than 10mpg better than the 44.7mpg real-world driving figure recorded by the Equi Index).

A minor irritation was the noticeable wind noise at speed from the driver's door, but, otherwise, the Octavia was an enjoyable drive.

I'll now find out how Volkswagen Group's 1.0-litre engine performs in our Seat Ibiza.

TEST TIMELINE

Start ————— End

AT A GLANCE – THE REST OF OUR FLEET



Renault Koleos 1.6DCI Signature Nav

Time to enjoy another Koleos feature – its full-length glass sunroof, which retracts to offer limitless headroom.



Seat Ibiza FR 1.0 TSI 115 DSG

Start-stop on the Ibiza is a little eager, making quick decisions at junctions and roundabouts sometimes difficult.



Volvo S90 D4 Inscription

Despite being longer and wider than its key rivals, the S90 is surprisingly easy to manoeuvre and park.

VAUXHALL INSIGNIA GRAND SPORT 1.6 CDTI 136 SRI VX-LINE NAV



Had you taken delivery of an Insignia Grand Sport as your company car at the same time as us last spring, you would have chosen a large family hatchback with competitive CO₂ emissions of 114g/km.

At the time, the Insignia fell into the 24% BIK tax band. And, if it will be your company car for the next few years, your BIK tax will rise progressively, with a spike for 2018/19 because of the change in the diesel supplement from 3% to 4%.

Essentially, the first year BIK tax bill for a 40% taxpayer was £2,183.53 for the car without the options fitted.

However, were you to take delivery of an identical model now, you'd be facing a significantly higher tax bill.

This is because the car has now been recalibrated under the new WLTP test cycle, with a correlated CO₂ emissions figure. It now has emissions of 124g/km and falls into the 29% bracket for BIK.

Inflation and a five percentage point higher BIK tax band as the starting point will give a 40% taxpayer a first year bill of £2,813.15 – more than £50 extra a month.

Under WLTP, intended to be more reflective of real-world driving, the car now has an official fuel consumption of 60.1mpg on the combined cycle.

But, during the past few days, I've more or less matched the old NEDC figure of 65.7mpg. This means CO₂ emissions would have been more in line with the original 114g/km.

The Insignia's fuel consumption has been impressive for such a large car that never feels lacking in performance. It's a surprise that it has been reaching the old NEDC figure, let alone bettering the more 'realistic' WLTP data.

Simon Harris

STEVEN GREGORY

COMMERCIAL DIRECTOR, BUSSEY VEHICLE LEASING

Lotus – and its founder Colin Chapman – have had a big influence on Gregory, but it is the birth of his son that he singles out as the moment where everything changed for the better

The pivotal moment in my life was my son's birth. It changed everything about my life, and all for the better. It is hard to express how almost every feeling and thought is now different because he was born.

My favourite film is *The Polar Express* because it is the Christmas film I watched every year with my wife and son. He now hates it because he is a 20-year-old student and thinks it's so 'not cool'.

A book I would recommend others read is *To Kill A Mockingbird*. It left a huge impression on me as a kid (and still does) about injustice and intolerance.

My hobbies and interests are to travel in the motorhome and I have, until recently, coached and played rugby union, which is the best sport in the world.

The three vehicles I would like in my garage are a Lotus Esprit 2.2 Turbo, Triumph Street Triple (motorbike) and a very large motorhome.

The advice I would give to my 18-year-old self is to find something to be positive about every day, it is too easy to focus on the negatives.

If I were Prime Minister for the day I would increase taxes and ring-fence money for the NHS, education and social care.

My first memory associated with a car was being on my dad's lap steering his Ford Zephyr.

I want to be remembered as a good husband, father and friend.

My pet hate is intolerance.

First fleet role My first car job was cleaning Lotus Formula 1 cars for Colin Chapman when aged 16. My first foray into fleet was as commercial director at QEK (now BCA) managing the fleets for various manufacturers such as VW Group.

Career goals at Bussey Vehicle Leasing Just to continue our growth and create a sustainable vibrant business for all our stakeholders.

Biggest achievement in business I am always humbled that I have made great friends in all the businesses I have worked in. I must have done something right along the way.

Biggest career influence Colin Chapman, my father was his chauffeur and I worked at Lotus for 15 years. Whenever I have a decision to make I always think: 'What would the old man do?'

Biggest mistake in business Going it alone, I learned that without a great team you are nothing.

Leadership style I am very collaborative as I value everyone's input to how we run the fleet and look after our clients.

If I wasn't in fleet I ran my own consultancy for a number of years and would go back to training and development of teams. That gave me a great deal of satisfaction, especially when you see the positive changes in people that can result.

Childhood ambition I am of an age where it was train driver or astronaut. I chose automotive as a close second to driving the Flying Scotsman.

Memorable driver moment Lapping around the Nürburgring in a Bugatti EB110. What a rush and an amazing car that made me look like a good driver.

Advertisement feature



Performance Blue metallic paint is available on Wildtrak for the first time

Great colour combination on the Ranger Wildtrak X

Following the sales success of the exclusive Black Edition model, Ford is introducing a new special version of the Ranger, which is Europe's top-selling pick-up.

The striking new Ranger Wildtrak X, which will carry a payload in excess of one tonne, features Performance Blue metallic paint, available on the flagship Wildtrak for the first time.

The exterior treatment also features a distinctive black finish to details such as the radiator grille, sport bar, roof rails, side steps, 18-inch alloy wheels and Wildtrak decals, as well as to the

standard roll and lock load-bed cover.

The premium cabin features black full-leather seats, with stylish contrast stitching in River Rock grey.

The Wildtrak X, which is available to order now, will be offered in Double Cab bodystyle, with the Ranger's powerful 200PS 3.2-litre TDCi diesel engine with six-speed automatic transmission and 4x4 driveline.

Fuel economy is enhanced by Auto-Start-Stop technology and Electric Power-Assisted Steering.

Cutting edge technology is available on the new Ranger to help drivers stay connected and in control, including

Ford's voice-activated SYNC 3 connectivity system, which features an 8-inch touchscreen with colour-coded corners for easy menu navigation.

Driver assistance technologies include Lane Keeping Alert and Lane Keeping Aid, Adaptive Cruise Control with Forward Alert, Traffic Sign Recognition, Front and Rear Park Assist, Rear View Camera, and a standard Electronic Stability Control system with rollover mitigation and trailer sway control.

Other advanced technologies include: Hill Launch Assist, Hill Descent Control, Adaptive Load Control and Emergency Brake Assistance.

MONDEO ENGINES UNDERGO UPGRADE TO MEET EMISSIONS STANDARDS

Four Ford Mondeo powertrains have been upgraded to meet Stage 6.2 emissions.

The 1.5 EcoBoost, 2.0 TIVCT Hybrid Electric, 2.0 Duratorq TDCi 150PS and 180PS all meet the standards.

Additionally, the 1.5 EcoBoost engine has had an increase in power from 160 to 165PS and is also now available with

manual transmission in the Ford Mondeo ST-Line and ST-Line Edition.

Two new colours, Chrome Blue and Diffused Silver, have been added to the Mondeo palette and the Mondeo estate has new rear lamps along with chrome applique on the tailgate.

There are also new options of black

mirror caps and red brake calipers for Mondeo ST-Line and ST-Line Edition, and ST-Line Edition Lux Pack which adds full leather seats with red stitching, power passenger seat, heated steering wheel and heated rear seats; heated rear seats are also available on Mondeo Titanium Edition series and above.

Next issue: Paul Hollick, managing director The Miles Consultancy and chairman of ICFM



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