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Motorists back air quality charges but not demonisation of all diesel

Faster EV uptake stalls on costs, battery range and availability of charging points

By Gareth Roberts

More than two-thirds (68%) of drivers support stronger action to reduce pollution from vehicles in areas with the poorest air quality, new research suggests.

However, motorists would prefer to see any penalties or charges explicitly linked to how much a vehicle is contributing to the problem.

More than half (57%) of respondents to the RAC Report on Motoring 2017 say they agree with the introduction of charges in certain areas for diesel vehicles that do not comply with the latest emissions standards (no change from 2016), while the same proportion support banning more polluting vehicles from areas where air quality is poorest.

But only 42% say they agree with the introduction of charges for all diesel vehicles – regardless of emissions levels – that enter such areas.

The Government's air quality plan puts the burden on local authorities to tackle the causes of air pollution, which could include restrictions on vehicles, such as charging zones or measures to prevent certain vehicles using particular roads at particular times (fleetnews.co.uk, July 26).

However, according to the RAC research, only 36% of drivers agree that diesel vehicles are the main source of local air pollution in urban areas, while 24% disagree and 29% are unsure.

In reality, according to Government estimates, vehicles on average contribute around 65% of the nitrogen dioxide (60% in London) emitted in the areas of poorest air quality. And, while the majority of roadside emissions are generated by diesel vehicles, diesel cars contribute only around a third of this (a quarter in London).

A majority of motorists (53%) agree with the assertion that the Government is unfairly targeting diesel car drivers as a key source of air pollution,

with only 18% disagreeing. The findings suggest that any local or national government plans that appear to demonise all diesel cars – rather than focus on tackling older, more polluting vehicles – are likely to meet with public disapproval.

The demonisation of diesel probably also explains why only 16% of respondents say they are most likely to buy a vehicle with a diesel engine the next time they make a purchase, a sharp fall on the 28% recorded in 2016.

However, company car drivers are less reticent, according to a *Fleet News* poll, which found that more than a third (35%) would select diesel for their next company car. A similar amount (34%) said they would opt for a petrol hybrid, while 17% said they will choose a petrol-powered car and 8% have their sights set on a pure electric vehicle (EV) (*Fleet News*, August 31).

The RAC research shows that 58% of respondents say their next car is likely to have a petrol engine – up from 51% 12 months ago – while there has been little change in the proportion of motorists planning to buy vehicles with more environmentally-friendly motors. This year, 15% of drivers say their next car is likely to be a conventional hybrid – compared with 14% in 2015 – while there has been no change in plans to buy plug-in hybrids/extended range electric vehicles (5%) or pure electric battery-powered vehicles (2%).

“There needs to be a little bit more carrot and a little less stick”

Nick Lyes, RAC

Nick Lyes, public affairs manager at the RAC, told *Fleet News*: “What we’ve seen is a shift away from diesels, however that shift is not towards hybrids or pure electric, it is going towards petrol. That suggests to us that there isn’t any significant appetite for plug-in hybrids and certainly not pure electric.”

“If the Government wants to get people into ultra-low emission vehicles then they need to be doing a little bit more to encourage people to make the switch.”

The RAC asked drivers which factors would be most influential in convincing them to buy a pure electric vehicle: the most commonly cited were lower running costs (30%), lower initial costs (29%), extended battery range (27%) and greater availability of charging points (25%).

While the RAC has welcomed Government plans to compel motorway service stations and larger fuel retailers to provide electric vehicle charging points, it says it is regrettable that more provision is not being demanded in the likes of shopping centres and supermarket car parks.

It would also like to see the Government continue to push for a common standard for charging technology and roaming agreements so membership of one operator’s charging network provides access to all to make it simpler and more efficient for users.

Lyes said: “There isn’t the appetite and there isn’t the charging infrastructure at present for a massive shift over to pure electric vehicles. What we should be doing is encouraging people to choose plug-in hybrid vehicles, where appropriate, with better incentives.”

While the Government retained the Vehicle Excise Duty (VED) benefits for pure electric vehicles in the 2017 overhaul of rates, it largely removed the benefits for owners of other ultra-

OXFORD CONSIDERS BANNING ALL PETROL AND DIESEL VEHICLES FROM CITY CENTRE

The city council and county council have proposed a 'zero emission zone' in Oxford city centre. It is believed this would be the world's first zero emission zone, with the ban introduced in phases, starting with some vehicle types and a small number of streets in 2020 and, as vehicle technology develops, moving to all vehicle types across the whole city centre in 2035.

Councillor John Tanner, Oxford City Council executive board member for a clean and green Oxford, said: "A step change is urgently needed; the zero emission zone is that step change."

The zero emission zone proposals would see non-zero emission taxis, cars, vans and buses excluded from a series of city centre streets from 2020, with the zone

increased further in 2025 and 2030, and HGVs excluded from 2035.

The city and county councils launched a six-week public consultation on the proposals on October 16 – seeking views on the speed of the implementation, and the vehicle types and roads affected.

The councils are seeking responses from everyone who uses the city centre – including businesses, fleet operators and local residents – to help shape the final scheme, which will be published next year.

■ Scotland First Minister Nicola Sturgeon has announced that Glasgow will be the country's first low emission zone from the end of 2018, followed by Aberdeen, Edinburgh and Dundee in 2020. Full details on fleetnews.co.uk



Radical plans for Oxford's city centre are the subject of public consultation

low emission vehicles such as plug-in hybrids after the first year of ownership.

Company car drivers also face a massive hike in BIK before a new regime, which will be introduced from 2020, attempts to better incentivise hybrids.

"If you want to encourage people into ultra-low emission vehicles there needs to be a little bit more carrot and a little less stick," said Lyes.

In its Clean Growth Strategy, published last week by the Department for Business, Energy and Industrial Strategy, the Government says it wants to accelerate the uptake of ultra-low emission vehicles (ULEVs), after previously announcing an end to the sale of all new conventional petrol and diesel cars and vans by 2040.

It says it is spending £1 billion to drive the uptake of ULEVs through a combination of grants which reduce the upfront costs of ultra-low emission cars by up to £4,500, together with an improved charging infrastructure.

However, the Government says if battery prices continue to fall there will be less need for subsidies for new vehicles in the future.

In the meantime, it remains to be seen what measures the Chancellor Philip Hammond may announce in the Budget on November 22.

Diesel could well be in the firing line, with the Government facing further criticism of its air quality plans. The Environment, Food and Rural Affairs Committee, along with the Environmental

Audit, Health and Transport Committees have re-launched a joint air quality enquiry.

Meanwhile, environmental campaigners are set to take the Government back to court over what they say are ministers' repeated failings to deal with the air pollution crisis.

Client Earth, which has already won two court battles against the Government, has written a legal letter demanding that the environment secretary Michael Gove sets out a range of new measures to address air pollution.

If the Government fails to comply with this "letter before action", as it is known, Client Earth will issue new proceedings and ministers are likely to face a third judicial review.

Client Earth lawyer Alan Andrews, announcing the new legal proceedings, said the Government's proposal had "simply passed the buck to local authorities who will have little option but to impose charges on diesel vehicles".

He added: "It is high time the Government kept up its end of the bargain and helped ordinary people and small businesses make the shift away from diesel towards cleaner forms of transport."

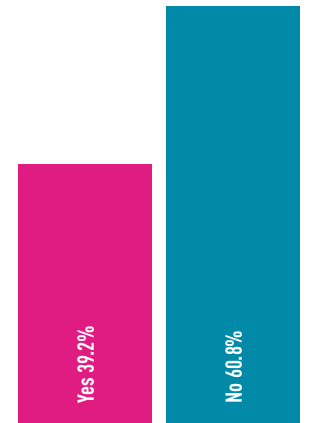
Local authorities will need to set out their initial air quality plans by the end of March 2018. These will be followed by final plans by the end of December 2018.

The Government has also said it will publish a comprehensive clean air strategy which will set out further steps to tackle air pollution, next year.

FLEET FACTS AND FIGURES

OPINION POLL

Do you have a dashcam fitted to your car?



FleetNews view:

With more than a third of respondents saying they have a dashcam fitted to their car, it is clear motorists are embracing the technology. Our view is dashcams can bring road safety benefits, and potentially positively impact fleet insurance premiums, if they are part of a wider road risk strategy.

This week's poll: Do you think the Government will continue its freeze on fuel duty in the Budget?
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**Central
ZONE**

Congestion charge zone needs to be updated and amended said commission

Think tank delivers its verdict on workable London road charging

Distance travelled and environmental impact would determine road-user levy

By Gareth Roberts

The London congestion charge should be replaced with a city-wide, pre-pay, road-user pricing scheme which takes account of a journey's environmental impact.

That's according to an independent commission of transport and environmental experts, who are calling on the mayor of London to make more efficient use of London's road network.

It argues that as more elaborate forms of road pricing are becoming feasible and, given that the current five-year contract for running London's congestion charge zone (CCZ) and low emission zone (LEZ) ends in 2018, the time to consider dynamic, road-user pricing is now.

The Commission on the Future of London's Roads and Streets was set up by the Centre for London think tank to develop new ideas on what London could do to manage conflicting pressures on transport in the capital.

In its final report, it says there are many benefits to introducing a more integrated road pricing regime in the capital, which could also take account of the recently brought in T-charge and the ultra-low emission zone (ULEZ) due to be introduced in 2019 (subject to consultation).

London's congestion charge was introduced in 2003 and requires certain vehicles entering the

T-CHARGE TARGETS MOST POLLUTING VEHICLES

Tough new emissions standards for vehicles entering central London came into force this week.

The £10 'toxicity charge', also known as the emissions surcharge or T-charge, operates on top of, and during the same times as, the congestion charge (Monday to Friday 7am-6pm). It now costs £21.50 to drive a pre-Euro 4 vehicle in the zone.

Up to 10,000 of the oldest, most polluting

vehicles are expected every weekday to be liable for the new emissions levy, which will apply to vehicles that do not meet Euro 4 standards – typically those diesel and petrol vehicles registered before 2006.

It uses a camera-based mechanism for enforcement, monitoring both diesel and petrol vehicles. Failure to pay the daily charge will result in a £130 fine, reduced to £65 if paid within 14 days.

charging zone from 7am-6pm, Monday to Friday, to pay a set daily charge regardless of the distance travelled in the zone or the number of times it is entered.

When the initial £5 charge was introduced, there was an immediate reduction in car traffic and delays. However, the increase to £8 in 2005 had no additional impact and, despite a further increase to £11.50, delays due to congestion have returned to pre-charging levels.

Given the Government's recent commitment to ban all sales of new fossil fuel-only vehicles by 2040, it is likely a new fiscal mechanism will be required at national level to replace this revenue. Fuel duty currently accounts for 3.9% of total Government receipts, and efficient vehicles are already having an impact on revenues.

The report argues that "in anticipation of a national decision, it is right that London, as the city with the only substantial road-user charging system in the UK, takes a lead in determining the vision for a longer term solution".

The draft mayor's transport strategy has recognised the need to replace the congestion charge with a "more sophisticated" road-user charging scheme that reflects "distance, time, emissions, road danger and other factors in an integrated way".

Ben Rogers, director at Centre for London, said mayor Sadiq Khan will need to introduce some "brave and farsighted reforms" to tackle congestion and air pollution. "With the help of the reforms proposed by the commission, London could be admired across the world for the way it enables easy, pollution-free and affordable movement around the city," he said.

Transport for London's general grant from Government is coming to an end in 2018, according to the report, so road pricing would also provide valuable revenue to support transport investment, it says.

Tantalum, which was awarded £1.4 million by Innovate UK and the Centre for Connected and Autonomous Vehicles to research a connected vehicle's real-time environmental impact, believes an emissions-based charging scheme is the fairest and most effective approach.

Tantalum CEO Ozgur Tohumcu told *Fleet News*: "The latest report from the Centre of London's commission is an important step in finding new ways to manage our roads."

Tantalum is currently recruiting companies from the public and commercial sectors to take part in a six-month trial of its technology. The Air Car trial aims to develop technology capable of accurately estimating NOx emissions.



"London could be admired across the world"

*Ben Rogers,
Centre for London*

Fleet body promises to continue lobbying HMRC for plug-in AFRs

Incentives needed to encourage drivers to plug-in and not rely on petrol power

By Gareth Roberts

Fleet industry calls for HMRC to provide advisory fuel rates (AFRs) for plug-in company cars have been ignored by the Government.

Proposed rates for 100% electric vehicles (EVs), range-extended EVs, and plug-in hybrid petrol and diesel models had been submitted by fleet representative body ACFO (*Fleet News*, May 11).

However, an HMRC spokesman told *Fleet News* there would be "no change" to its approach on AFRs.

Instead, hybrid cars will continue to be classified according to the type of fuel used in the hybrid system and pure EVs remain in limbo, because electricity is not regarded as a fuel in law so the fuel benefit charge cannot apply.

ACFO has vowed to continue lobbying HMRC to publish AFRs for plug-in cars, but acknowledged the Government's refusal to recognise electricity as a fuel was key.

Caroline Sandall, ACFO deputy chair and director at ESE Consulting, told delegates at ACFO's autumn seminar: "We've still got that ongoing battle, which we will continue to fight, because companies need a rate, and they need a reliable rate – something solid and sensible."

AFRs apply where employers reimburse employees for business travel in their company cars, or require employees to repay the cost of fuel used for private travel. Published quarterly, they provide a range of rates based on engine size and fuel type (petrol, diesel or LPG), and, when used, are deemed to be tax-free.

ACFO says company car drivers should be paid from 4ppm (pence per mile) for pure EVs and 5ppm for plug-in hybrids.

The calculations for plug-in cars follow a similar format to existing AFRs and account for the mean battery capacity from manufacturers' information, weighted by available models and average battery capacity (kWh).

Electric mileage range, adjusted downwards by 15% to take account of real driving conditions and impact on manufacturers' stated range,



also helps determine the rates, as does the average battery recharge cost.

It allows the plug-in rates to use the same AFR bandings based on engine capacity; they are simply adjusted for electric mileage range. The greater the zero-emission mileage range of a vehicle, the lower the reimbursement rate.

More than eight out of 10 respondents to a *Fleet News* poll said mileage reimbursement rates which reflect real-world driving for hybrid company cars should be published by HMRC.

ACFO argues it is vital that rates are published, particularly given company car benefit-in-kind (BIK) tax rates for ultra-low emission vehicles from April 2020 will be linked to a car's zero-emission mileage range.

But, while HMRC shows no sign of adopting ACFO's model, Sandall suggested fleets could still use its plug-in rates as a guide. She said: "We think it's something that is usable, is good

guidance, and should help you to come up with a rate which is reasonable and more reflective of what people are actually doing."

ACFO argues that without an incentive linked to how an ultra-low emission vehicle is used on the road, drivers will continue to use the combustion engine alone in a plug-in hybrid car.

Recently released data from The Miles Consultancy (TMC) highlighted this trend, with worryingly high fuel consumption and emissions in real-world driving for hybrid vehicles (*fleetnews.co.uk*, September 20).

The data showed plug-in hybrids to be among the highest-polluting company cars in terms of greenhouse gas emissions during real-world use by corporate fleets.

The plug-in hybrids in the sample achieved an average of almost 45mpg compared with their average advertised consumption of 130mpg, equivalent to CO₂ emissions of 168g/km. That compares with the cars' advertised emissions which averaged 55g/km.

Paul Hollick, managing director of TMC, said: "PHEVs (plug-in hybrid vehicles) can be a cost-effective choice where drivers cover only moderate mileages; but only if the cars' batteries are recharged daily.

"On the evidence of our sample, one has to question whether some PHEVs ever see a charging cable.

"In a lot of cases, we see PHEVs never being charged, doing longer drives and this is not a good fit for a lot of business car users. A robust PHEV deployment policy is essential."



"We've still got that ongoing battle, which we will continue to fight, because companies need a rate, and they need a reliable rate – something solid and sensible"

Caroline Sandall, ACFO

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Batteries for the new Nissan Leaf require less cobalt than previous designs

Discovery of new cobalt mines is needed to maintain EVs' impetus

Battery makers attempt to guarantee future supply of vital minerals

By Tom Seymour

The ramp up of plug-in vehicle adoption could falter if new mines are not discovered that contain the vital ingredients for lithium-ion battery production.

Cobalt is a key material for 'long run' electric vehicle (EV) batteries that require higher performance characteristics (energy density, battery life and stability).

Trent Mell, president and chief executive of Canadian-based First Cobalt Corp, a company set up specifically to mine for cobalt, said the mineral's scarcity is set to upset the supply chain for car manufacturers as it makes up a key part needed by lithium-ion batteries used with pure electric and hybrid vehicles.

Prices for cobalt have doubled in the past two years to \$30 (£23) a pound. But this has only added approximately \$180 (£136) to the price of a battery per vehicle. Mell says there is a deficit in production that will continue until at least 2025 and can only be solved by new mines.

He told *Fleet News* that if these mines are not discovered, manufacturers will not be able to fulfil their EV production ambitions.

Mell said: "Cobalt mining always used to be secondary as a by-product from mining for copper and nickel, but such is the demand globally for EV production that there is now a rush of 100 companies looking for new discoveries specifically focusing on cobalt as the main property."

Mell said the lack of supply would not immediately impact plug-in vehicle prices in a "big way" as £136 to the cost of a £30,000 is not a huge increase, but for manufacturers it is going to cause a problem in their supply chain and push down the scale of manufacturing.

The very latest battery design prevalent in cars

like the latest generation Nissan Leaf is called '811'. They offer more range and power, and require less cobalt than previous designs. However, cobalt still represents 10% of a battery's cathode material (the rest being 80% nickel and 10% manganese).

For all current EV production, most batteries still need a higher percentage of cobalt in their make-up.

Mell said that regardless of how quickly EVs take hold as a mainstream vehicle choice, the fact governments and manufacturers are moving towards zero-emissions capability will mean the search for new cobalt deposits is vital.

Most major manufacturers have either already launched EVs, have pledged to offer plug-in versions of every model range or are investing millions to catch up with the technology pioneered by the likes of Toyota, Nissan and Tesla.

According to the International Energy Agency, more than 750,000 plug-in vehicles were sold globally last year. Recent figures from Go Ultra Low show UK EV demand accelerating in the

third quarter of this year, with 12,932 plug-in models registered, a 36% increase year-on-year.

Record uptake has pushed the national total of plug-in cars on UK roads to more than 120,000, meaning EV sales now make up 1.7% of new car registrations.

Reg Spencer, a mining analyst at Canaccord Genuity, predicts cobalt demand will increase by 90% over the next eight years as a result EV production. The shortfall, he says, can partly be offset by lithium-ion battery recycling or substituting materials, but this would not help until the mid-2020s.

Currently, 40% of global cobalt production is controlled by two companies – Anglo-Swiss Glencore and the China Molybdenum Company, a Chinese state-run business.

The Democratic Republic of the Congo (DRC), Central African Republic and Zambia yields most of the cobalt mined worldwide. The DRC takes a 65% share of the market globally and the political and human rights problems there make mining long-term an unstable prospect.

Spencer said the supply of cobalt in the DRC is coming under increasing scrutiny following a 2016 Amnesty International report which highlighted human rights abuses in the country's mining sector.

First Cobalt Corp is focusing on mines in Canada and Idaho, USA, while there is exploratory work by other organisations taking place in Australia, Morocco, Scandinavia and Chile.

While there may be a deficit in cobalt production right now, Mell is confident new discoveries will be made.

Mell said: "While there is going to be a gap in supply, some manufacturers like Volkswagen have already made deals for peace of mind to fulfil their production ambitions."

"There is now a rush of 100 companies looking for new discoveries"

Trent Mell,
First Cobalt Corp



Undercover police officers may feel force of benefit-in-kind tax

Quick-response unmarked cars available for private use attract HMRC attention

By Tom Seymour

HMRC has rejected suggestions that it is unfairly penalising undercover police for company car tax following changes to the way emergency vehicles are charged for private use.

Unmarked police cars can be taken home to help improve response times to emergency call-outs rather than officers having to drive to a depot to get a marked car.

Until April 6 this year, officers with a car they used for police work and personal use were taxed on their personal mileage. Officers would record any personal mileage and report this as part of their job.

However, since April, the rules were brought in line with wider benefit-in-kind (BIK) tax rules for company cars which now makes some officers liable for tax based on the vehicle's P11D value, the number of days the vehicle is available for their private use and an environmental levy.

The officer's salary also determines whether they're in the basic 20%, higher 40% or additional 45% banding.

This has meant tax payment increases potentially amounting to thousands of pounds due to the fact most undercover officers use high-performance response vehicles which have high P11D prices and high emissions.

Undercover response vehicles are therefore likely to attract the same sort of tax that would be expected by user-choosers such as company directors who often pick their own company car outside of an approved choice list.

For example, a BMW 340i M Sport auto has emissions of 159g/km and a P11D value of £40,515. For a 40% taxpayer this would mean a tax bill of £4,538 a year or £378 a month. A BMW M3 would cost £7,931 in tax a year or £661 a month for a 40% taxpayer.

However, a spokesman for the HMRC told *Fleet News*: "There is no question of a police officer or any other emergency service personnel who use officially provided vehicles incurring any tax when they are using the vehicle just for work."

"Tax can only be payable on the vehicle when

"Changes could affect officers' ability to carry out their vital role in keeping the public safe"

Andy Fittes, Police Federation of England and Wales



it's made available for purely private reasons."

According to the HMRC's employment income manual, if an officer is provided with an ordinary saloon car, to which the driver may attach a de-mountable flashing light, the car is no different from any other company car except when attending an emergency. Consequently a car benefit charge applies.

The HMRC declined to comment further other than to say the changes were not driven by them and were 'legislative'.

While the HMRC is dismissive of the changes, the Police Federation said 'officers should not be penalised for doing their job'.

Andy Fittes, Police Federation of England and Wales general secretary, said: "While the changes are likely to impact only a small number of federated officers, they could ultimately affect the officers' ability to carry out their vital role in keeping the public safe from significant harm and officers shouldn't be penalised for this."

Fittes said the National Police Chiefs' Council (NPCC) is working with the federation to understand the issues facing officers.

An NPCC spokesman said officers will be affected in situations where force-owned assets

are made available for private use, but it also said the issue only relates to "a small number of officers".

The spokesman said: "The changes are actually quite complex and there is work ongoing to address it."

"The NPCC is supporting forces as they assess the implications of tax designation for force-owned assets made available for private use."

"We are working with chief constables and the Police Federation of England and Wales to understand the impact they will have on individual arrangements, and will ensure that the changes do not affect the ability of any police forces to protect the public."

Police vehicles previously came under the spotlight in 2015, when several forces in England gave company cars with bluelights and sirens to civilian staff not trained to use them.

Finance, HR and IT directors were among nine senior staff given the vehicles which could save them thousands of pounds each year, as emergency vehicles were treated differently by HMRC.

The forces said the vehicles were part of their wider fleet, and denied they were provided for tax reasons.



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Model shown is a Nissan Qashqai Tekna with glassroof and metallic paint. Intelligent Emergency Braking and Intelligent Park Assist. Intelligent Emergency Braking is available from N-Connecta grade. Intelligent Park Assist is available from Tekna. The car shown is not of UK specification. *Figures quoted are for a Qashqai 1.5 dCi. Nissan Motors (GB) Limited does not offer tax advice and recommends that all Company Car Drivers consult their own accountant with regards to their particular tax situation. Consumption figures for the Nissan Qashqai range: URBAN 4.2-7.4L/100km. EXTRA URBAN 3.6-5.2L/100km. COMBINED 3.8-5.8L/100km. CO₂ emissions: 134-99g/km. These figures are obtained from laboratory testing, in accordance with Regulation 2016/427 and intended for comparisons between vehicles and may not reflect real driving results. (Optional equipment, maintenance, driving behaviour, road and weather conditions may affect the official results). Please visit www.nissan.co.uk for full specification details. Nissan Motor (GB) Ltd, The River Office Park, Denham Way, Rickmansworth, Hertfordshire WD3 9YS.

ALD launches 'a different way to think about fleet' strategy

Software will compare priorities with actual policy and highlight the gaps



By Stephen Briers

The entire fleet decision-making unit is being encouraged to come together to discuss and debate fleet policy and company priorities as part of a software mobility system being launched by ALD.

The Mobility Experience Centre (MEC) is a new purpose-built facility at ALD's head office in Bristol which uses software developed by its counterparts in the Netherlands.

ALD claims it is "a different way to think about fleet" strategy centred on considering the entire employee base and how they travel to and from work, not just the company fleet.

The software overlays a company's priorities with its actual fleet policy. It enables an organisation to compare its position with peers in the same industry and also allows them to make alterations to policy to better fit their priorities.

Those changes can then be analysed for their effect on employee satisfaction, costs and the environment based on algorithms designed in the Netherlands.

The MEC process begins by focusing on nine fleet management topics and asks each key stakeholder, such as fleet manager, finance, HR

and procurement, for their views on fleet policy.

"We ask what's important to them, for example, cost, company image and remuneration, and their responses create a sketch graph," Sarah Gray, ALD AutoSolutions consultant, told *Fleet News* during this month's Fleet Management Live (FML) show at Birmingham NEC.

"We then put in their mobility strategy, for example fuel supply, manufacturer policy, contract terms, CO₂ policy and replacement policy, and we include non-company car driver, such as home-working plans. We overlay the two graphs and this gives them a view of their priorities versus their actual policy to see where

the gaps are." As an example, remuneration might be viewed as important, but the fleet policy might fall short. The system will then offer suggestions on how to improve that area, either by introducing new policies or by removing existing ones.

Another area considers mobility options and suggests introducing rewards for low CO₂ cars, low accident rates and economic driving. It demonstrates how spending money can save money based on real-life fleet examples.

"The system outlines how they need to change their current policy and our consultancy team can then help them to achieve it," Gray said. "This is a different way to look at policy based on the views of all decision-makers. We are facilitating the process, not selling."

She adds: "It creates substantial discussion between the key stakeholders."

The first ALD customers have already gone through the process at the MEC, which takes between three and four hours to complete.

The system is available only for cars at present, although ALD is in the process of developing software for van fleets.

■ For a six-page review of the FML show please turn to page 52.

"We ask what's important for them, for example, cost, company image and remuneration"

Sarah Gray, ALD AutoSolutions consultant

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Model shown new Arteon R-Line 2.0-litre with optional metallic paint, 20-inch Rosario Dark Graphite alloy wheels and sunroof. Standard EU Test figures for comparative purposes and may not reflect real driving results. (4.0); combined 38.7 (7.3) – 62.8 (4.5); CO₂ emissions 164 – 116g/km. The new Arteon from £33,505. Model shown £37,170. Information



Volkswagen

Official fuel consumption in mpg (litre/100km) for the Volkswagen Arteon range: urban 30.7 (9.2) – 52.3 (5.4); extra urban 46.3 (6.1) – 70.6 correct at time of print.

THE BIG PICTURE

By Stephen Briers, editor, *Fleet News*



Two or three years ago, we debated whether to drop our annual green issue. We'd been publishing it since 2008 and, while still a global concern, the environment seemed to be dropping off the fleet radar at a local level. Priorities had switched to safety and – as ever – cost reduction.

I'm glad we persisted. The language might have shifted – with greater focus on air quality and NOx than global warming and CO₂ – but the environment is firmly back on everyone's agenda.

“Air quality has made the environment a much more emotive topic for many”

Operate a fleet in any urban area and you will be affected in future, as the UK's major cities debate options to tackle air quality.

Air quality has made the environment a much more emotive topic for many people. Reportedly contributing to 40,000 early deaths per year, NOx and other particulates are closer to home than climate change.

However, both CO₂ and NOx will drive the agenda when it comes to fleets' (and consumers') purchasing decisions – CO₂ at a national level with Government benefit-in-kind rules; NOx at a local level with local authorities implementing their own solutions such as charging and bans.

Progressive managers such as Dale Eynon, now in charge of the Defra fleet, are finding a way to address both by using real-world data from Emissions Analytics (see page 34).

The rhetoric over diesel will not change: in most peoples' minds, it is now a dirty fuel – despite all the protestations over cleaner Euro 6, although that has itself been called into question by Emissions Analytics' research – and perceptions take a long time to change. Not that the Government has shown much appetite for clarifying the differences between Euro 4, 5 and 6.

In the face of an impending hit on residual values, all fleet managers should be composing their own strategic solutions including the alternatives to conventional fuels.

YOUR LETTERS

DIESEL REGISTRATIONS

Tax is playing its part in stifling diesel demand

EDITOR'S PICK



Petrol Paul wrote:

Having read 'Diesel sales hit hard as overall new car market continues to fall' (fleetnews.co.uk, October 10), there is not one issue here but three.

Diesel is indeed taking punishment for the misdemeanours of its predecessors. The message that Euro 6 is clean and cannot be compared to older Euro 4 and 5 vehicles is not landing – largely due to the press generalising about diesel.

France has introduced an air quality sticker to be applied to all cars that drive in the big cities – we should do the same and then it would become clear that not all diesels are equal.

Secondly, because of the speed of decline in diesel not all manufacturers have viable alternatives. However, brands attract loyalty and loyal

customers who don't see a viable alternative to diesel (whether it's needed or not) will simply delay rather than invest in something they see being vilified. Delaying purchasing reduces registrations.

Thirdly, there is no doubt in my mind that the reduction in diesel registrations is not all down to the poor reputation diesel is enduring now, but to company car drivers (who largely drive diesel) leaving *en masse* from car schemes as they are being taxed out of company cars.

While some will opt for a PCH/PCP on a new vehicle, others will just buy a used car for business use.

Manufacturing suffers, tax revenues suffer, air quality suffers – too much car tax does stifle demand – the Government needs to take note.

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

Les wrote:

The issues surrounding diesel are causing many private and car allowance buyers to postpone a decision. The Government has stated that it will make a diesel announcement in the autumn Budget, and many are awaiting this before amending company car policies.

The other factor is everyone is

expecting residual values for diesel cars to go off a cliff. The book prices all seem overly optimistic – perhaps the leasing companies are nervous about devaluing the current book.

The Chancellor's budget next month will be critical as to whether they will start talking about good and bad diesel, rather than labelling all diesels as bad. But I am not holding my breath.

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**Engine dependent.

YOUR LETTERS

P11D PRICES

Select vehicles with a lower trim

Andrew Fox wrote:

Having read 'P11D prices are 'out of date' way of determining company car tax' (fleetnews.co.uk, October 16), Colin Tourick is absolutely correct.

P11D is the only workable solution. The driver is getting the 'benefit' of the vehicle, irrespective of the negotiated discount. If the driver or company is P11D sensitive, they will have to select vehicles with a lower trim to suit, and the current trend of manufacturers making business models that appeal to drivers and have a comfortable P11D is growing.

Digger James added:

Colin Tourick is absolutely on the money and supporters of a capital cost basis for company car tax would do well to review precisely how we arrived at the current system and the issues that arose with previous regimes.

PARKING PENALTIES

Tracker highlights parking error

Mike wrote:

Having read 'Nexus backs bill to end 'unfair' parking penalties' (fleetnews.co.uk, October 12), we recently had a parking ticket for one of our drivers at a Morrisons store in Sheerness.

It said the vehicle entered the car park on a Saturday and left on a Sunday.

When I checked our tracker, yes the vehicle was there on the Saturday for 10 minutes and returned to the driver's home address then visited the store again on the Sunday for a few minutes, but the ticket providers only decided to send the picture of him entering on the one day and leaving on the next.

DRINK-DRIVE LIMIT

Show me the evidence

The Engineer wrote:

Having read 'RAC backs call for a drop in the drink-drive limit' (fleetnews.co.uk, October 9), people demanding zero don't see it as a problem, but many people do like to drink and destroying their lives over a negligible reading is utter stupidity.

Do we really want people destitute and suicidal for using a mouthwash? Show me the evidence that significant numbers of people with a 50 to 80mg reading are having accidents directly attributable to the effect of the alcohol diminishing their response, and if they were zero the accident would have been entirely avoided. Then and only then is there a case. Otherwise it's just whistling in the wind science.

However, Winston added:

There cannot be any justification for rejecting the call to reduce the limit from 85 to 50mg (as a first step to



further reductions). Of course it will make no difference to the hard core drinkers who know what they're doing but do not wish to change their habits, but it would surely have a positive impact on the majority of social drinkers who insist on drinking alcohol, even when they know they will be driving that evening or early next day.

The message to promote remains the same though. There is no such thing as a safe limit – if you're going to drive, don't drink. How hard can it be?

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LinkedIn: UKfleetmanagersgroup Twitter: twitter.com/_FleetNews

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Email – fleetnews@bauermedia.co.uk

Burning question:

Have you ever had an injury that resulted in a visit to A&E (and what was it)?

Editorial

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Sprained ligaments in a pothole while running

Deputy editor

Sarah Tooze 01733 468901

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A broken knuckle but not from punching someone, it was a dodgy gymnastics move at school

News editor

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Broken ribs, ankle, nose and collar bone – all rugby injuries

Features editor

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I broke my wrist after attempting an over-ambitious acrobatic volley at five-a-side football

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A heart problem with a Latin name

Web producer

Elizabeth Howlett 01733 468655

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Hyperextended my thumb on a sliding taxi door and kissed pavement

Staff writer

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matt.deprez@bauermedia.co.uk

Out of office

Photos Chris Lowndes

Production

Head of publishing

Luke Neal 01733 468262

Never

Production editors

David Buckley 01733 468310

As a kid was knocked down and broke my wrist chasing a football in the street. Driver was upset but not at fault

Finbarr O'Reilly 01733 468267

Injury? No. Uncontrollable nosebleed, yes

Designer

Erika Small 01733 468312

Passed out and hit my face on pavement

Advertising

Commercial director

Sarah Crown 01733 366466

B2B commercial manager

Sheryl Graham 01733 366467

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Event director

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FLEET OPINION 1

Windscreen mounted ADAS camera is critical to car safety systems

Camera calibration is always required after windscreen replacement



Ben Volkow
CEO and co-founder
of Otonomo

CONNECTED CARS

Regulator role for connected car industry

By Ben Volkow

“The connected car industry is a hugely exciting place for any entrepreneur to be because it’s as fast and furious as the cars that generate the data.

But, with high-speed and high-tech, come varying degrees of hesitation and fear.

The recent advent of regulation and standardisation across our industry has been met with a bit of both, but I firmly believe that regulation of vehicle data is as inevitable as it is necessary.

Regulation – or lack thereof – has been obstructing progress in the connected car industry.

In fact, since the world first identi-

75%

of cameras require calibration in a workshop

£2,000,000

invested in ADAS technology

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108

fitting & calibration centres

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FLEET OPINION 2

SMART MOBILITY

Why fleets need to look to cities for new ideas

By Shaun Sadlier

“This is an exciting time to be working in fleet with a range of technologies becoming available that could transform company transport, ranging from practical electric vehicles (EVs) to autonomous ones. However, it is important to note

that initial usage of almost all of this technology is being centred in one type of location – cities.

Arval recently sponsored a book by mobility expert Lukas Neckermann that underlines this point. Because cities face the biggest transportation problems, they will be the first to adopt radical solu-

tions, he believes, and identifies four areas that need to be tackled to make cities smart – infrastructure, energy, data and citizens.

To cut congestion, many cities are discouraging car use and moving away from building more roads but others are coming up with more inventive solutions.

For instance, in South Korea, augmented reality is used to give road space to different types of transport at different times, with cycle lanes and parking bays switched on and off as needed.

Ideas on energy are similarly innovative. Lukas believes that transport in cities will become entirely electrified, with a much greater accent on local generation.

It is no surprise to see data at the heart of smart cities but the ways in which it is being used is interesting. Lukas cites the example of



Shaun Sadlier
Head of the Corporate
Vehicle Observatory,
Arval

fied data as the new oil, regulation, despite the many challenges it brings with it, has been the teacher 'the connected car playground' has been waiting for.

That said, mind-blowing progress has been made, and rapidly – 2020, with its promise of more than a quarter of a billion connected cars, is just around the corner.

The speed of technological evolution by far surpasses anything we have ever known and the nearly uncharted territory of data ownership and utilisation leaves us struggling to keep up.

Regulatory and standardisation bodies introduce order to the industry so people's rights are protected, trust is established and enforced, and the obstacle to progress is removed.

Processes, protocols and transparency lie at the heart of the connected car industry and its players can both gain from, and contribute with, the rightful use of vehicle data.

"The speed of technological evolution by far surpasses anything we have ever known and the nearly uncharted territory of data ownership and utilisation leaves us struggling to keep up"

The fact that vehicle data can be used to optimise the driver experience, conserve energy, enrich smart cities and literally change our lives, has been pushing the industry forward.

However, the introduction of guidelines that are both global and localised is, and will continue to be, a powerful catalyst in these areas.

The ecosystem, although inclined to focus on the consequences of

regulation, stands only to advance from the ongoing introduction of regulations like the General Data Protection Regulation (GDPR), the ePrivacy regulation and local initiatives that are being put forward to data-driven enterprises.

It's a welcome sign of maturity in a mainstream industry that has progressed from futuristic concept to reality in less than a decade.



One = A World Leader in ADAS camera calibration

visit for windscreen replacement and calibration

"In South Korea road space is given to different types of transport at different times, with cycle lanes and parking bays switched on and off as needed"

Transport for London (TfL) which, in 2013, made its entire journey data available free online. This has allowed a whole range of bodies – private and public – to use that information to become part of the solution by enabling them to make informed and useful suggestions about improving journeys.

Finally, Lukas sees citizens becoming an important part of future mobility in a range of ways. For example, by using technology to underpin all kinds of activities – from Jakarta, where Twitter is

used to organise car sharing, to pilot schemes where people living in cities collect information on air quality using basic analysis equipment and apps.

It makes fascinating reading for fleet managers and I'd urge you to download the book to find out more about the ideas under discussion.



For regular opinions from the industry, visit fleetnews.co.uk/blogs



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Fleets need time to make air quality adjustments

Everyone appreciates the need to act but concern surrounds the speed of change

By Sarah Tooze

Reducing emissions has always been an essential part of fleet management but with the political spotlight on air quality, fleet operators are now under much greater pressure to utilise the cleanest technology.

However, fleet operators also have to ensure alternative fuels meet their operational needs and it is cost-effective to switch to them.

Attendees at the recent *Fleet News* roundtable, sponsored by Shell, discussed this balancing act and raised concerns about the timescales being set for the introduction of the ultra low emission zone (ULEZ) in London and clear air zones in other UK cities, particularly for commercial vehicle fleets.

Fleet News: What challenges are you facing with your fleet?

Darren Bell, head of fleet – London, Veolia UK: The cost of ULEZ compliance. It is a significant cost to be Euro 6-compliant in London. We finance most of our vehicles on an eight-year lease and we can't afford to swap refuse vehicles sooner. It's right and proper to be doing something about air quality, particularly in London and any other urban environments, but the speed of legislation needs to be managed. It needs to be workable. We need to consider the impact on businesses and local authorities of the huge cost of replacing vehicles to be compliant.

Fleet News: How are you looking to address ULEZ?

Darren Bell: When I worked at G4S and the congestion charge came in, it was easier to manage; I could shift vehicles

"We need to consider the impact on businesses and local authorities of the huge cost of replacing vehicles to be compliant"

Darren Bell, Veolia UK

around. I can't do that with ULEZ because we're predominantly in London. The T-charge coming in [October 23] is an extra £10 per vehicle at pre-Euro 4. It's unbudgeted because it's come about quite quickly. It wasn't voiced last year. I can understand and accept the rationale (for the T-charge) but we need to have advanced warning.

Julie Madoui, head of fleet and transport, Skanska: Our strategy in terms of light commercial vehicles has always been three to four years for replacement so we're fairly close to being Euro 6 all the way through. Heavy vehicles are five and seven years because if you've got a project for six years you're not going to go for three because it will be cost prohibitive to do that. But it [ULEZ] is a big thing to think about and how that is going to expand across the rest of the UK as well.

Keith Cook, deputy financial controller, Computacenter: We're finding even with parking permits some councils are charging more for more polluting vehicles.

Jerry Ward, manager legal operations, John Lewis Partnership: There is still uncertainty about the Direct Vision



DELEGATES



Darren Bell, head of fleet – London, Veolia UK



Neil Cain, operations director, John O'Conner (Grounds Maintenance)



John Holford, account manager, commercial fleet, Shell



Sarah Miller, transport manager, Goldstar Heathrow



Ian Walsh, head of fleet, Restore Datsheer



Julie Madoui, head of fleet & transport, Skanska



Keith Cook, deputy financial controller, Computacenter



Tony Murphy, fleet manager, Murphy Plant



Jerry Ward, manager legal operations, John Lewis Partnership



Marrit Dikker Hupkes-Gernaat, sales team lead, Shell



Chris Connors, facilities & fleet manager, Countryside Properties

Standard as well. That has an impact on vehicle purchase, too. Fleets not only need to buy the cleanest type of vehicle but does it fit the requirement for what Transport for London wants? So for a lot of operators there are too many things happening too quickly with perhaps not enough thought or explanation as to what is wanted.

Fleet News: What actions are you taking to reduce emissions?

Darren Bell: We've just deployed 16 26-tonne CNG (compressed natural gas) vehicles but being an early adopter of the technology there have been challenges and we've struggled with availability (due to vehicle downtime) in the first four weeks. We're pushing the electrification of our fleet in London. We've already got six Nissan Leafs and lots of street cleaning equipment is electric or Euro 6.

Julie Madoui: We've got three hydrogen vehicles: one is the Toyota Mirai and then we've got two hydrogen conversion vans coming, as part of a Government trial. We're going to trial those for three years, we'll be moving them around the business, and then we're going to report back. We've also got 11 fully electric cars, which are operated across the UK and we've got four or five small pure electric vans at depots. Then, where I've got car drivers who live fairly close to the office, not interested in travelling lots of miles at the weekend, they have chosen electric for a company car. About 15 months ago, we changed our car policy choice list to be based on wholelife cost so we've got pure electric at each grade available and plug-ins as well.

Darren Bell: We're considering hydrogen cleaning. It claims a 75% reduction in carbon build up based on the fact hydrogen is more volatile and gives a far more intense burn. It only takes about 25 minutes on a car and 40-45 minutes on a CVs so it could be part of the planned maintenance regime.

Marrit Dikker Hupkes-Gernaat, sales team lead, Shell: Alternative fuels are our main priority. We think as an energy

16

CNG 26-tonne vehicles recently deployed by Veolia UK

"We will be introducing electric vehicle rapid charging across 10 of our UK stations by the end of 2017"

Marrit Dikker Hupkes-Gernaat, Shell

company we need to change and we need to be at the forefront. We opened a hydrogen site at Cobham and we're opening another two this year (at Beaconsfield and Gatwick) while there are hardly any hydrogen cars yet. We are diversifying our solutions because there is no one-size-fits-all. We're bringing LNG (liquefied natural gas) to our UK network in 2018 and we're piloting GTL (gas-to-liquids) in the UK following a successful pilot in the Netherlands. Then there is electric vehicle charging, we will be introducing electric vehicle rapid charging across 10 of our UK stations by the end of 2017. Our teams are now in the process of installing and testing these charge points and we will shortly be announcing the details of Shell's new electric vehicle charging offer.

Fleet News: How does GTL work?

John Holford, account manager, commercial fleet, Shell: It's an alternative fuel but there is no retrofit required on the engine. It's just a clear liquid that will go in your diesel tank and it reduces emissions.

Marrit Dikker Hupkes-Gernaat: It's applicable for every vehicle but we see it as a short-term solution for urban ones.

Fleet News: What role does the environment or sustainability play in tenders?

Keith Cook: We see it coming into more and more tenders but the bit that bothers me is there is almost a displacement of the pollution (with electric vehicles) because at the point of driving absolutely there is no pollution but the electricity is, typically, generated by fossil fuels. To me, it's that whole cradle-to-grave approach. What's the environmental impact of manufacturing right the way through to scrappage? Not just that in-life piece which seems to be where the whole focus tends to be.

Darren Bell: The devil in disguise is NOx, but CO2 is still an issue. We seem to be turning our backs on CO2 as if it is now acceptable.

Fleet News: Is anyone using fuel cards to manage and control costs?

Chris Connors, facilities and fleet manager, Countryside Properties: We, as a business, made a decision two or three years ago to move away from fuel cards because of personal fuel and now people pay and reclaim via expenses.

Keith Cook: Our LCV fleet has cards, largely because of the drivers' journey profile. We only have fuel cards for legacy reasons on our car fleet. We largely walked away because of historic fraud.

John Holford: I would say it's far more compliant and less of an operational burden to manage it via a fuel card than pay and reclaim. You can get the VRN if it's in the driver's name, the site name, the site code, the product categorisation, time of fuelling event. If you then mirror that with the options in the system around purchase categories, bespoke velocities you can get control back in the fleet but it does require some management.

Marrit Dikker Hupkes-Gernaat: This is where it becomes not a commodity we are supplying. Shell has a 24/7 team which is tracking all the transactions, picking up any foreign use. We've got 12 account managers across the UK doing quarterly reviews with our customers. We work with some of our customers on health and safety and share some of the culture changes we have made.



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The official fuel consumption figures in mpg (l/100km) for the Renault KADJAR Signature S Nav emissions are 103g/km. Figures are obtained for comparative purposes in accordance with

*Standard from Signature Nav. [‡]Standard on Signature S Nav. Part leather, synthetic leather on the sides. [†]Standard on



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dCi 110 are: Urban 67.3 (4.2); Extra Urban 74.3 (3.8); Combined 72.4 (3.9). The official CO₂ EU Legislation and may not reflect real life driving results.

Signature S Nav.

FleetNews

AWARDS
2018

CELEBRATING THE BEST IN FLEET

Start planning for your chance to win
the fleet sector's greatest accolades

To former fleet manager of the year Dale Eynon, the Fleet News Awards are "the biggest in the industry and much sought after". Winning one, he says, "is a tough, but enjoyable, journey".

Paul Gatti, fleet director at Royal Mail, which won back-to-back cost initiative trophies, "strongly encourages all fleet operators to participate so you, too, can enjoy the special experience of collecting a trophy in front of your peers".

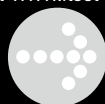
No one expects to win a Fleet News Award; fleets, suppliers and manufacturers enter in hope and anticipation which makes the announcement on the night feel all the better if they are among the 30 winners.

However, some fleets decide not to enter because they believe they have little chance of success.

Stewart Lightbody, head of fleet services at Anglian Water, recognises this attitude but believes fleets need to think again.

"I entered because I wanted to be benchmarked on what I've achieved so far – it was about a journey," he says. "To be the fleet of the year, you don't have to be perfect on everything; you just have to demonstrate where you have made a positive influence on your fleet."

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NOVEMBER 17, 2017
Deadline for entries

DECEMBER 4, 2017
**Initial shortlist drawn up for fleet category
interviews and manufacturer judging**

JANUARY 24, 2018
**Judging day for
manufacturer awards**



JANUARY 25, 2018
**Judging day for
supplier awards**

JANUARY 31 AND
FEBRUARY 1, 2018
Fleet manager interviews take place

MID-FEBRUARY 2018
**Shortlist revealed in
*Fleet News***

MARCH 14, 2018
**Winners revealed at Fleet News Awards
black-tie ceremony, Grosvenor Hotel, London**



Skanska's Jule Madoui (left) and Alison Moriarty after collecting last year's Safe Fleet Award

"WINNING THE SAFE FLEET AWARD IS A GREAT HONOUR BECAUSE THE AWARDS ARE WELL RESPECTED IN THE INDUSTRY DUE TO THE JUDGING BEING SCRUPULOUSLY FAIR AND INDEPENDENT"

Alison Moriarty, road Risk and Compliance manager, Skanska

MEET THE JUDGES

AUDITOR

Martin Tooze, Deloitte

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Stephen Briers



Caroline Sandall



Joel Lund



Peter Weston



Sarah Tooze



Ryan Coles



John Pryor



Debbie Floyde



Stewart Lightbody



Mark Jowsey



Graham Short



Simon Harris



Martin Ward



Andy Cutler



Steve Jones



Jo Hammonds



Paul Hollick

MANUFACTURER AWARDS

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

SUPPLIER AWARDS

- Sarah Tooze, *Fleet News*
- John Pryor, Arcadia/ACFO
- Debbie Floyde, Bauer Media
- Stewart Lightbody, Anglian Water
- Graham Short, Zip Industries
- Ryan Coles, Aviva

FLEET AWARDS

- Stephen Briers, *Fleet News*
- Caroline Sandall, ACFO
- Jo Hammonds, Mears Group
- Paul Hollick, ICFM

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THE CATEGORIES

FLEET AWARDS

Fleet of the Year – up to 250 vehicles

2017 winner: London & Quadrant Housing Trust

Fleet of the Year – 251-1,000 vehicles

2017 winner: Enserve Group

Fleet of the Year – 1,001-plus vehicles

2017 winner: Environment Agency

Most Improved Fleet of the Year

2017 winner: London & Quadrant Housing Trust
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Safe Fleet Award

2017 winner: Skanska

Eco Fleet Award

2017 winner: Panasonic Europe
Sponsored by BMW UK

Outstanding Cost Control Award

2017 winner: Royal Mail
Sponsored by Zenith

MANUFACTURER AWARDS

Best Small Car

2017 winner: Citroën C3

Best Lower-Medium Car

2017 winner: Vauxhall Astra

Best Upper-Medium Car

2017 winner: Škoda Superb

Best Compact SUV

2017 winner: Nissan Juke

Best Mid-size SUV

2017 winner: Seat Ateca

Best People Carrier

New category

Best Compact Premium Car

2017 winner: Audi A3

Best Premium Car

2017 winner: Audi A4

Best Executive Car

2017 winner: Mercedes-Benz E-Class

Best Zero Emission Car

2017 winner: Hyundai Ioniq

Green Fleet Manufacturer of the Year

2017 winner: Hyundai

Most Improved Fleet Manufacturer of the Year

2017 winner: Fiat Chrysler Automobiles

SUPPLIER AWARDS

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

2017 winner: Activa Contracts
Sponsored by Jaguar Land Rover

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

2017 winner: Zenith
Sponsored by Jaguar Land Rover

Rental Company of the Year

2017 winner: Enterprise Rent-A-Car
Sponsored by Interactive Fleet Management

Outstanding Customer Service Award

2017 winner: The Automobile Association
Sponsored by Škoda UK

Innovative Use of Technology

New category
Sponsored by Nissan Motor (GB)

Fleet Dealer of the Year

2017 winner: Swansway Group

HEADLINE AWARDS

Fleet Manager of the Year

2017 winner: Jo Hammonds, Mears Group
Sponsored by Fiat Chrysler Automobiles

Fleet Supplier of the Year

2017 winner: BT Fleet

New Company Car of the Year

2017 winner: Mercedes-Benz E-Class

Fleet Manufacturer of the Year

2017 winner: Audi UK
Sponsored by KeeResources

Fleet News Hall of Fame Award

2017 winner: Colin Marriot

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Register by providing some basic information about yourself and your company as well as choosing a password. You can then start your entries.

Each time you select an awards category you will be given the entry criteria and what the judges are looking for.

When writing your submission pay close attention to the word count (replacing last year's character count). Also note, in order to be fair to all entrants, attachments can no longer be submitted as part of any entry.

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'WE HAVE DITCHED DIESEL FOR CARS'

Defra fleet chief Dale Eynon has set a bold strategy: the entire fleet of 4,000 cars will be petrol-hybrid or pure electric by 2025. *Stephen Briers* reports

It doesn't take Dale Eynon long to get animated. Less than five minutes into our interview, the director of group fleet services at the Department for Environment, Food and Rural Affairs (Defra) makes two huge announcements.

First, Defra "has ditched diesel as of now for our car fleet". Second, by 2025 the car fleet will be entirely petrol-hybrid or pure electric.

"It's the most exciting time in fleet for a long time in terms of change," Eynon says.

The new strategy comes in the wake of the Volkswagen emissions scandal and growing evidence of the damage caused to health by NOx and other particulate emissions. These led to the Government announcing that from 2040 it would ban the sale of all new diesel/petrol-only cars.

Eynon was tasked with creating a "ground-breaking, extreme and challenging" strategy by Defra chief executive Sir James Bevan within the boundaries of environmental concerns, reputation and cost. Despite Defra's obvious vested interest in pushing the environmental agenda, it will not be 'green at all costs', but it is determined to be "an exemplar", Eynon says.

He appointed Emissions Analytics, the real-world CO₂, NOx and mpg testing service, to appraise the Defra car and commercial vehicle fleet. It found Defra scored well on

CO₂ emissions (officially 101g/km; real world around 20% higher), but its NOx was high.

Eynon then scoured the market to evaluate model availability. He tested numerous cars to compare the book figures with real life and did the financial modelling to build the case.

The Defra board signed off his "bold strategy" in August and he is now eager to share his learnings with other fleet operators in the hope of persuading more to consider a move away from diesel.

"By 2025, our car fleet will be all petrol-hybrid or pure electric," Eynon says. "I think we will actually get there earlier, but this is our starting point."

The seven-year plan is essentially two replacement changes away for the four-year cycle car fleet, which numbers 4,000 and is currently 98% diesel. Consequently, as of now, Defra is only ordering petrol, petrol-hybrid and electric vehicles. "We have ditched diesel for cars," Eynon says.

He anticipates reducing CO₂ by 10% compared to today, while NOx will fall by a staggering 88%. And, crucially, the financial figures add up; Eynon's worst-case scenario is cost-neutral, but he expects to make savings.

As a public body, Defra procures cars through e-auction on the Crown Commercial Service (CCS) framework. The existing format is to go to auction every four months, pooling vehicles with other authorities. However, to get the necessary discounts on petrol, Defra needed to boost the numbers.

It has therefore agreed with CCS to run a

single annual auction with minimum and maximum numbers in each car category, although vehicles will be taken onto the fleet over the course of the year.

Defra can do this because of the size of its fleet; other operators don't have the same advantage. However, Eynon believes they could link up to bring the price down: "Collaboration is the way forward."

Defra invited tenders responses on the basis that manufacturers had to confirm the vehicles they were putting forward met real-world emissions targets for NOx. The target was based on being better than a 'D' real-world rating as described by Emissions Analytics, which equates to a published NOx level of Euro 4. However, Defra also specified vehicles had to be officially Euro 6.

"In effect, using real-world emissions we got Euro 6 plus," Eynon says.

The inaugural auction recently concluded with impressive results. Every vehicle that won a category had the highest real-world 'A' rating for NOx – some 1,500 cars, equivalent to a 12-15-month spend.

"We saved more than £1 million on the metal price based on the min/max numbers compared to going to auction every four months," Eynon adds.

"We have also looked at national insurance contributions and they will reduce a bit. The real-world mpg is almost parity between petrol and diesel – it's around a 10% difference."

His immediate priority is to





Dale Eynon says collaboration
is the way forward for those
seeking to drive down costs



FACTFILE

Organisation Defra
Director group fleet services Dale Eynon
Time in role six months
Fleet size 4,000 cars; 2,000 vans
Replacement cycle four years
Funding contract hire, outright purchase



find a way to move the 700 or so Euro 5 cars off the Defra fleet. The preference is to swap them for Euro 6 petrol, hybrids and electric vehicles, but the timescales will depend on negotiations with lenders over potential early termination lease charges.

"It may take 12-18 months because some have three years left to run. We are discussing commercial terms, but we can't remove them straight away," Eynon says.

In addition to its 4,000 cars, Defra also operates 2,000 light commercial vehicles (LCVs). Here, the obstacles are greater due to a lack of viable alternatives to diesel.

Eynon attempted a similar e-auction with the A-D ratings but had no submissions. He was forced to dilute the requirement to official Euro 6, but will repeat the auction in a year's time.

As a result, Defra is unable to set a non-diesel/petrol target for the commercial fleet, although Eynon has implemented an average real-world NOx target of 160mg by 2020; the van fleet currently averages 198mg.

"We will continue to work on our plans for the next six months and then look to set a target," he says.

He is hopeful talks with Arrival, the electric van and truck manufacturer which recently launched a trial with Royal Mail, will prove fruitful but he is also looking to the established van manufacturers to step up model development of alternative fuels.

As Defra races towards a plug-in car fleet by 2025, its biggest challenge will be the charging infrastructure, according to Eynon. He is working with Energy Saving Trust on a 12-month project to assess the future of EV charging.

"We don't want to install a load of fast chargers to find out they are redundant in a few years' time," Eynon says. "Also, do we buy,

lease, go into partnership or create a collective network? Can the grid cope with it and do we look at vehicle-to-grid technology?"

"The model will have to change for charging. I have four or five cards in my wallet for different charging operators. We need to have one card for all the networks.

"The vehicle bit is easier; the infrastructure is much harder. We have to understand the market and that is a big piece of work."

The other big piece of work is communicating Defra's new strategy to drivers. Eynon is working on advisory fuel rates for pure EVs, hybrids and mild hybrids (which he has added to the medium hatchback car category for the first time).

"We have to understand the fuel consumption so we can set a rate that is reflective of their real-world performance," he says. "We don't want staff to be out of pocket, but also some hybrids have 1.8-litre petrol engines and the rate is too high."

Petrol cars generally sit in higher tax bands than diesel due to higher like-for-like CO₂ emissions, although they are likely to move closer together when the worldwide harmonised light vehicle test figures are used for the calculation (as yet unannounced).

"It's a sensitive area. From a staff perspective, petrol cars might mean more cost for

them in some cases but we expect the rental will be lower because of better residual values. We want it to be at least cost-neutral for them," Eynon says. "However, the hybrid models are lower than some of the diesels we were buying on CO₂."

He has launched a full-scale communications programme – called internally a staff engagement plan. It started four months ago with early messages about the fleet policy changing and the air quality issues without mentioning specific details. This has since been followed up with the details for drivers and line managers.

Eynon ensured the fleet team and area managers were fully briefed, while Defra held a series of webinars to answer any questions online.

"Our communications give a clear message to people that we are moving to petrol now because it's cleaner than diesel," Eynon says. "There are some clean diesels out there but that becomes a confusing message if you change some but not all of them. We believe the best strategy is to change everything."

Defra's ultimate goal is for the entire fleet to switch across to pure electric vehicles as quickly as possible. With manufacturers announcing a variety of product launch plans in this area over the next couple of years, the landscape is ever shifting.

"They are saying 250-300-mile range and we can live with that," Eynon says. He intends to set the example by committing to his own electric car.

"When we get to 2019, there will be a whole raft of new EV models, but the future will be the ones building models from the ground up rather than those converting existing chassis. The tipping point is 200 miles for real-world range; at 250 miles, a lot of people would swap tomorrow."

"We have saved more than £1m on the metal price based on the min/max numbers"

Dale Eynon, Defra

12 ORGANISATIONS JOIN DEFRA FLEET SERVICES

Since Defra announced plans last year to bring together its 30-plus fleet operations under the control of Dale Eynon and his Environment Agency team, 12 organisations have come on-board.

In the first year, merging policies and improving purchasing processes saved the group £500,000; Eynon hopes this will encourage other parts of Defra to join up.

"Those 12 organisations account for 60-70% of the Defra Group fleet," he says. "The biggest one we haven't got is the Forestry Commission – that would take us to 80-85%. We are talking to them but they have lots of contracts in place we have to work through first."

There has been some alignment of policy, with more to come. Eynon is keen to define

the best form of mobility – own car, lease, rent or share – using his travel hierarchy.

"Some companies had closed their car scheme so we have reopened them," he says. "We have done a lot of work on grey fleet and leasing contracts within our framework. Now it's about the softer stuff with car contracts, such as damage and choices which is more variable."



Dale Eynon will set an example by switching to an electric car

EYNON'S MEASURES OF EV SUCCESS

- 1. By 2025, as much of the fleet as possible will be electric.**
- 2. The charging infrastructure will be sustainable with energy supplied through green sources.**
- 3. The fleet remains cost-effective – we are using public money.**
- 4. We can show other people that you can run a greener fleet without it costing the business.**

He recognises that, in the interim, there are likely to be concerns about range and suitability for a variety of personal needs, such as towing or roof bars when people go on holiday.

To alleviate any fears, Eynon is in discussion with his leasing provider Inchcape about creating a programme under which drivers can swap their electric car for a petrol estate car for two-to-four weeks a year.

"This is about looking at the challenges to get people to accept the move across to full electric," he explains. "It means they don't have to worry about holidays where they want to tow or need more range or space."

The EV strategy will be supported by the introduction of telematics across the fleet. Light commercial vehicles already have a system installed, and Eynon is trialling an app solution for cars.

This will arm him with the data needed to be able to better fit a vehicle to a driver's individual profile. He accepts that while the cars are provided primarily for business use, they have to be appropriate for their personal use as well.

With all the talk dominated by plug-in electric vehicles, what about hydrogen fuel cell which uses the chemical as an on-board fuel source to generate the electricity?

"We have trialled hydrogen fuel cell," Eynon replies, "but the availability is only along the M4 corridor so it is far too restrictive. Infrastructure is the problem."



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'FOCUS ON THE CUSTOMER AND QUALITY OF SERVICE'

Chief executive Nick Brownrigg reveals the twin virtues he believes will give Alphabet the competitive edge in business mobility. *Stephen Briers* reports



Valuing the customer and quality of service: these are the twin virtues that Alphabet chief executive Nick Brownrigg aims to embody as he builds his strategic vision for

the leasing and mobility provider.

"Be indispensable to our customer – if we are, we have nothing to worry about; our competitors do," he says.

Brownrigg was appointed 16 months ago after a 30-year career in leasing and automotive which took in senior roles at Masterlease, Interleasing and, latterly, ALJ, the Middle East's largest automotive group.

He knew the Alphabet business well, having served five years on the British Vehicle Rental and Leasing Association (BVRLA) management committee. Approached by a headhunter, he had "an immediate sense of excitement".

"Alphabet as I remembered it was a refreshing brand with a reputation for innovation around mobility," Brownrigg tells *Fleet News*. He was hooked.

His first day in the job "was huge". Alphabet had recently moved to new facilities in Farnborough, Hampshire, on a site also accommodating BMW and Mini UK head offices – the three sister brands share equal billing. Brownrigg had expected to meet some of

the staff over the course of his first few weeks. Instead, he was bundled into the auditorium and invited to address the entire workforce.

"The impression I got as I looked out at the employees was that we have an eclectic mix of experience and youth, and abounding energy," he says.

Brownrigg talks enthusiastically about his expanding workforce (430, with 100 recruited in the past 12 months) and the working environment Alphabet seeks to provide. He recognises that his twin aspirations cannot be achieved without the right people who are highly motivated and engaged with his vision.

It starts with the new head office, which presents the ultimate in flexible working. No one has a desk; they choose where they wish to sit each day on a first come, first served basis. There is no dress code, provided staff show respect for the business and for any visitors. And, most interestingly, they work their own choice of hours per week.

"We give them our trust to work in the flexible environment," Brownrigg says.

Alphabet has been subjected to some negative comments from fleet customers in recent years about its service levels. Brownrigg doesn't shirk from responding to the criticism.

"We have taken steps to reorganise over the past 12 months to split the sales operations and created a frontline desk which has helped

hugely," he says. "There is a lot further we can go to improve our sophistication and measurement but our focus has been on recruiting talent into the organisation."

Alphabet was already addressing the issue prior to Brownrigg's appointment. It is investing six figures over three years in Perfecting Alphabet Customer Experience, or 'Pace', which encapsulates the customer-first agenda.

Brownrigg says: "We have built strategy on customer focus, leading with our talent."

His strategy sits within a 10-year view of the business and includes a "bridging strategy" intended to get Alphabet into a position where customer excellence and an entrepreneurial approach to business become the norm.

The priority is to take a service-led approach to deliver balanced growth, while leading on mobility solutions (see panel).

Balanced growth means having a good risk spread across a wide number of business channels, product mix and lease terms.

Alphabet – like others in the sector – had been seduced into writing a lot of two-year business, particularly in personal contract hire (PCH). Such contracts tended to be price- rather than service-led and two years was the tipping point for many small business owners and mid-size fleets.

"The incredible price offers we were seeing didn't appear to be sustainable," Brownrigg says. "We have made heavy

ALPHACITY CAR SHARING – A 'VIALE ALTERNATIVE TO RENTAL AND LEASE'

Alphabet is at the vanguard when it comes to mobility services. It launched AlphaCity car share in 2012, followed by AlphaElectric a year later and announced a partnership with online parking community Just Park in 2014.

Mobility nuances have changed, according to Nick Brownrigg. It used to be about providing the right car at the right time in the right place. Now it is shifting to the right journey at the right time and the right price.

"We are a leader in car share and we work with customers to look at it as a viable alternative to rental and lease. We have customers that use all three," he says.



More than 20 organisations are using AlphaCity in the UK, with more than 150 cars on the road. The 4,000 active users had driven a cumulative 850,000 miles in the year to September, on course to beat the million miles driven last year, with each journey averaging 58 miles.

"We will extend our proposition. At the moment it is BMW only, but we will possibly include others over time," Brownrigg says.

"Another area will be to help the customer to utilise other services, for example, hail and ride, in a manner that is simple. Our direction will be 'one invoice to one company'.



FACTFILE

Company Alphabet UK
Head office Farnborough, Hampshire
Chief executive officer
Nick Brownrigg
Time in role 16 months
Risk/funded fleet size 151,241
(cars – 132,545; vans – 18,696)

investment in a number of areas, not least in our risk area with residual value (RV) forecasting and management. Now we are writing a lot more three- and four-year business with a greater focus on service.”

Last year, Alphabet was writing around 40% of new business on two-year contracts; this year it is less than 20%, helped by a big push into the corporate sector.

“Corporate is longer cycle business. On five years, the residual is shallower than two or three years so the leasing company is taking less of a risk if you get it [the forecast] wrong,” Brownrigg says.

Alphabet’s risk fleet now stands at just more than 151,000, up 2% on 2016. The portfolio, thanks to the growth in longer-cycle corporate business, is “a lot stronger” than a year ago, according to Brownrigg.

“A third of our fleet has rotated onto the better profile of contract,” he adds.

New business has come from an extensive range of channels and product offerings, including contract hire, contract purchase, finance lease, business-use PCP and conditional lease. It includes indirect channel business via brokers, which now numbers around 20,000 vehicles.

“We only work with brokers that have a small number of leasing companies; it’s not a panel approach,” Brownrigg says. And he is careful not to over-expose Alphabet to that market.

“A lot of our industry has moved significantly towards generating business through indirect channels, possibly to the detriment of corporate. But while it’s your product, it’s not your customer. For the right customer,

“Our focus is always to differentiate more on service than price and that’s our investment in talent and people”

Nick Brownrigg, Alphabet

there is a justification for a direct approach and we have a proven model.”

Direct SME business has been maintained at around 30,000 units. The average customer is running fewer than five vehicles, while the upper threshold is 100.

Above that, the business is managed by Alphabet’s corporate team, which is divided into hunting (new business) and farming (account development).

Account development is split into two: consultative work with customers to minimise their costs and Customer First, which handles their day-to-day operational needs.

The structure, put in place in 2016, has helped to remove bottlenecks in solving and resolving customer problems.

“We now have an 80% first time resolution. It has helped to improve retention levels,” Brownrigg says.

Despite growth in many key channels over the past few years, one area of the business where Alphabet is under-exposed is light commercial vehicles (LCVs). They account

for just 12% of its total risk/funded fleet, compared to more than 20% for many of its closest competitors.

“We would like more LCVs on our fleet because the product type sells very well within our overall mix. That’s a focus,” Brownrigg says.

It mirrors his aspirations to grow further in the corporate sector. He dismisses naysayers who claim the company car sector is in long-term decline due to rising benefit-in-kind (BIK) tax and alternative mobility options, claiming that while the total numbers might fall, “there will continue to be strong demand for the foreseeable future”.

The opportunity for Alphabet is huge, he believes. “We were not performing as a mature business in the corporate sector; the proportion of business we were generating was not high enough, but we are steadily progressing.”

Part of the solution comes back to talent: do you have enough and is it of a high enough standard.

“We lacked elements of expertise and we needed some simple changes to improve our capabilities,” Brownrigg says.

“We needed investment for digital and we got it. That has helped us to overcome some of the hurdles such as internal workflow for response times and reports for larger customers with better data analytics.”

It all comes down to the continued shift in emphasis from price-led to service-led differentiation.

“Our focus is to always differentiate more on service than price and that’s our investment in talent and people,” Brownrigg says.



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FLEETS AND THE ENVIRONMENT

Uptake of electric vehicles is growing exponentially as clean air policies move up the agenda for national and local government bodies. But is EV growth all good news for green advancement? We look at some of the pros and cons in this eight-page special report



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We look at key impacts the large-scale uptake of electric vehicles may have on the national electricity network

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New, more accurate method of emissions testing for CO₂ and NO_x is here but what will it mean to fleet managers?

CHARGING AHEAD – HOW WILL UK COPE WITH EV GROWTH?

Andrew Ryan looks at four key impacts the expected uptake of electric vehicles may have on the national electricity network and generation

POINT 1

CAN POWER NETWORK ABSORB THE ANTICIPATED INCREASE IN THE NUMBER OF ELECTRIC VEHICLES?

Some media outlets have reported that the extra electricity which will need to be generated for the widespread use of electric vehicles will be the equivalent of building 10 new nuclear power stations.

They have used a National Grid scenario which predicts that an extra 30GW of electricity would need to be generated to meet potential demand in 2040.

At the moment, around 100,000 vehicles in the UK are plug-ins – either fully electric or plug-in hybrid models.

"This works out at around 0.05% of our power as an average over the year, so it's barely a blip on the dial for the energy system to cope with," says Mark Thompson, innovation lead – energy systems at Innovate UK.

"If we get to a scenario of 100% EV penetration of around 30 million vehicles which is the current car parc size, then according to one National Grid scenario, that's something like 11% of UK power.

"That's a lot of energy. That's many billions of pounds of money flowing into vehicles in the future."

Between January 2013 and December 2015, EA Technology oversaw the My Electric Avenue project which investigated the effect that clusters of electric vehicles being charged has on local electricity networks.

Mark Dale, innovation and low carbon network engineer at Western Power Distribution, says the project came to the conclusion that if the UK had a 30% penetration of EVs, then the improvement work needed to the infrastructure would cost around £2.2 billion if charging habits and technology remained the same.

However, the National Grid says the figure of 30GW has been taken out of context: it was calculated for an unlikely but possible extreme set of circumstances, including that all vehicles on the road were fully electric and that charging technology and habits remain unchanged.

Instead, National Grid estimates that a more realistic prediction is that the peak demand from electric vehicles alone will be around 5GW, an 8% increase on today's peak demand value.

This figure assumes that charging habits and technologies will evolve.

POINT 2

WHAT IS SMART/MANAGED CHARGING AND HOW CAN IT HELP?

Smart charging can reduce levels of peak demand on the electricity network by using technology to determine when vehicles are charged.

This means vehicles can draw power when demand on the network is low, meaning overall demand doesn't exceed network capacity, with the vehicle still being fully charged when the driver goes to use it.

The Electric Nation trial has identified the peak in EV charging begins at 5pm, which could cause issues for the existing power network.

Based on a 30% penetration of EVs, "at certain times of the day in winter we are going to exceed the network capacity, so we have got to move that winter peak away and into an area where we've got the capacity already", says Mark Dale, innovation and low carbon network engineer at Western Power Distribution.

"We see that smart charging could reduce, delay or even avoid the need for any of those reinforcements, certainly in the short term."

Esther Dudek, senior consultant at EA Technology, adds: "What's interesting is not how long the vehicles are charging for, but how long they are plugged in for."

Electric Nation found that the majority of EVs were plugged in during the early evening and left overnight until they were needed the following morning.

Its data showed the vehicles began charging as soon as they were plugged in, meaning they were still connected for several hours after they are fully charged.

"By using smart charging we can get more electric vehicles out there on the networks without needing reinforcement works which are both disruptive and potentially costly," adds Dudek.



POINT 3

WHAT IS VEHICLE TO GRID?

Vehicle to grid (V2G) is a system which could help meet electricity demand and earn the vehicle operator money.

It effectively allows an electric vehicle to work as a small scale generator and export power back on to the network.

This will give additional flexibility beyond smart charging, as it decentralises electricity generation, says Esther Dudek, senior consultant at EA Technology.

It also provides the company or driver which operates the vehicle with a potential revenue stream.

"One analysis suggests that it could equate to somewhere in the range of £200 to £2,000 of value per annum," says Mark Thompson, innovation lead – energy systems at Innovate UK.

"If you have an EV plugged in, pushing 7kW into the grid at peak hours, that's a pretty useful amount for the network to have. 7kW is equivalent to driving along at 19mph, so vehicle to grid is a pretty unstressful task to perform."

Fears that extracting energy from EVs with V2G technology causes their lithium-ion battery to degrade more rapidly have proved misplaced, according to research from the Warwick Manufacturing Group (WMG) at

"Pushing 7kW into the grid at peak hours, that's a pretty useful amount for the network to have"

Mark Thompson, Innovate UK

the University of Warwick. It actually found V2G could reduce capacity fade by up to 9.1% and power fade by 12.1% over a year.

Battery degradation is dependent on calendar age, capacity throughput, temperature, state of charge, current and depth of discharge, making V2G an effective tool that can be used to optimise a battery's condition so that degradation is minimised, says the university.

Kotub Uddin, lead researcher for sustainable energy and environment at the University of Warwick, says: "These findings reinforce the attractiveness of V2G technologies to automotive manufacturers: not only is vehicle-to-grid an effective solution for grid support – and subsequently a tidy revenue stream – but we have shown that there is a real possibility of extending the lifetime of traction batteries in tandem."

POINT 4

ARE THE ENVIRONMENTAL CREDENTIALS OF ELECTRIC VEHICLES HARMED BY HOW THE ELECTRICITY IS GENERATED?

Yes, although the amount of electricity generated by low carbon sources in the UK is growing.

The National Grid says that between late June and September, 52% of electricity generation was met by low carbon sources ranging from renewables, such as solar and wind, to nuclear power, compared with about 35% four years ago.

Almost a quarter of power generation (24%) came from renewables this summer, up from just 9% four years ago and 20% last year.

Average CO₂ emissions for each unit of power fell by more than 56% between summer 2013 and 2017 as more electricity came from low carbon sources and polluting coal is increasingly used less.

In summer 2013, 491g of CO₂ was produced for each kilowatt hour of electricity, but the average figure for this summer was 216g per kilowatt hour.

These figures cap a landmark year for solar in the UK, with generation reaching new heights within the energy system.

In May, a record-breaking quarter of Great Britain's energy demand was met by 8.7GW of solar power that was supplying electricity to the grid, while just days later renewable power met more than 50% of the nation's electricity supply.

Large amounts of solar along with wind and nuclear power later pushed Great Britain's carbon intensity to record lows of around 90g of CO₂ per kWh.

"What's interesting is not how long the vehicles are charging for, but how long they are plugged in for"

Esther Dudek, EA Technology

NISSAN REVEALS ITS VISION OF THE FUTURE

The manufacturer outlines its plans around the future electric ecosystem in Europe at recent The Car and Beyond event

John Maslen reports



NISSAN URGES GOVERNMENTS TO ACT ON ELECTRIC VEHICLE ADOPTION

The Government has been urged to do more to drive the uptake of electric vehicles (EVs) as manufacturers gear up to spend billions of pounds on their development.

The call was made by Paul Willcox, chairman of Nissan Europe, at the Nissan Futures 3.0 conference, which included the launch of the new Leaf electric car.

He revealed that more than €4.2 billion (£3.75bn) had been invested by parent company Renault Nissan Alliance in a "massive bet" on an electric future.

He says governments needed to show their support for an emission-free future, citing Norway's long-term commitment to EVs that has led to zero-emission vehicles having a market share of more than 25%. For Nissan, 50% of its sales in Norway are electric.

The Norwegian government has led Europe in offering clear motivation for drivers to move to EVs, with tax cuts including the removal of VAT, free city centre parking and access to bus lanes.

Other European governments, including the UK, have said they are committed to carbon-free transport within decades, but specific plans have yet to emerge.

Willcox says: "Many governments across Europe should sit up and take notice; the time is now to act and give people a reason to go electric."

"We believe it is time for these governments to help consumers and businesses make the right choice. All governments need to step up and invest in support."

"Change must come, but it will take more than car companies to make it happen."

In the next decade, Nissan predicts more than 30% of cars sold in Europe will have

Nissan Europe chief Paul Willcox says change must come and governments must act to help



some form of electric propulsion. Currently, electric vehicles, including plug-in hybrids, account for around 1% of the European market, with 200,000 units sold last year, including Norway which accounted for around 25% of the market.

A rise in European sales to 30% of the market within a decade would see zero-emission capable vehicles selling around 4.5 million units annually in a total car market of 15 million.

"We call it the acceleration of electrification," says Willcox. "We believe we will see the same adoption rates that were seen 100 years ago when the combustion engine car went from gimmick to absolute necessity."

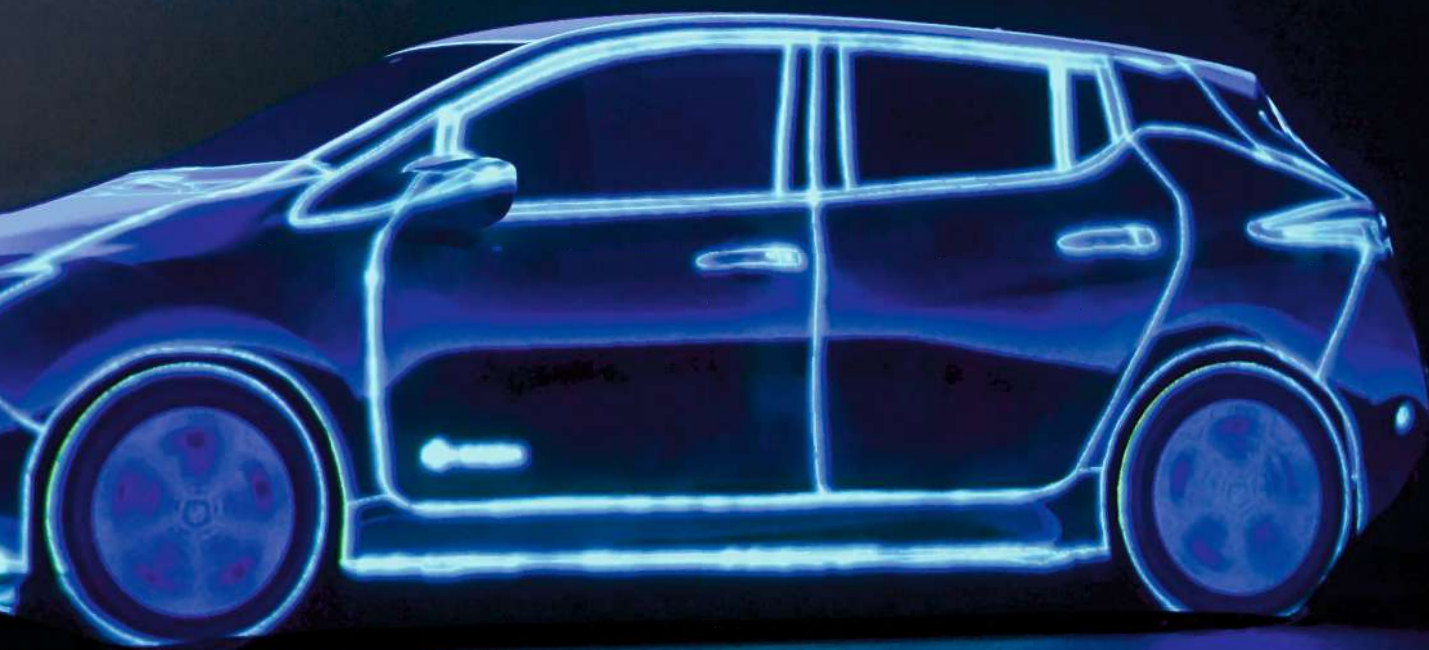
"It is a seismic shift and a giant leap forward that will be pinpointed by historians in years to come as a key moment when things advanced in a new way and reshaped the way we live. It will have a profound impact, not just on our industry but many others, too. The auto industry ripples will turn into multi-industry waves."

Willcox says the market will experience "a decade of disruption unlike any other", where those who embrace the challenge of change will be the ones who come out winning.

Changing fuel choices will be just one part of the challenge businesses face, which also include the appearance of new suppliers and new attitudes to travel, with growing interest in alternatives such as car sharing and autonomous vehicles.

Willcox adds: "I stood up eight years ago to share our vision of electric vehicles and many people thought we were crazy, saying we were bringing unproven technology to our customers, wasting our shareholders' money and some questioning whether electrification was even necessary."

"We have a very different picture here today. Now it is clear the world is changing. Consumer attitudes and needs are transforming. Our industry is evolving and new challenges are emerging. It is simply an incredible time to be in the automotive industry."



NISSAN PROPOSES 'FREE' CHARGING INITIATIVE FOR FLEETS

New charging technology could help fleets offset the cost of running their vehicles, Nissan claims.

The new Leaf is the first to offer bi-directional charging, which means vehicle batteries can be charged, but also feed their power back into the grid when required.

In the right circumstances, fleets could access 'free' charging for their vehicles, not including infrastructure costs.

Using vehicle-to-grid technology, energy suppliers plan to treat vehicle fleets as virtual power stations. Vehicles will be charged when demand is lower and electricity prices are cheaper, but power from the battery will be sold to the grid at peak times when demand, and prices, are higher.

Owners will be able to set a minimum amount of charge they want for driving the next day. The supplier will then automatically trade electricity from the battery, topping it up during off-peak periods and selling it at peak times for about four times as much.

With the right usage patterns,

the service could net users £350 a year from selling electricity back to the grid at peak times.

A pilot project for the scheme has already been launched in Denmark, with further countries to follow.

In the UK, utility company Ovo will be able to offer the 'vehicle-to-grid' service from January next year with a focus on fleet operators.

Paul Willcox, chairman of Nissan Europe, says: "Step-by-step we are removing any barriers to electric vehicle adoption – from infrastructure investment, to how people access the power itself.

"By letting people charge their vehicle and their home from each other, we can use our time and energy supplies more efficiently than ever."

Nissan is also rolling out a home energy storage service, which uses recycled Leaf batteries to store power for later use, including energy from solar panels.

It is predicting sales of 100,000 units by 2020 across Europe.

"Step-by-step we are removing any barriers to electric vehicle adoption"

Paul Willcox, Nissan Europe

ELECTRIC VAN FLEETS TO SLASH EMISSIONS



Van fleets will be a major focus for the transition to electric vehicles, according to Nissan.

The claim comes as Nissan reveals a new longer-range version of its e-NV200 electric van, in a bid to increase demand for zero-emission vehicles in the last-mile delivery market.

The new model will have a new 40kWh battery, giving it a 60% longer range of up to 174 miles, 62 miles more than the outgoing model, which has a 24kWh battery.

The new model's battery can be charged to 80% in 40 minutes using a fast charger, or to a full charge in seven-and-a-half hours using a standard charger.

Nissan says it has managed to improve the performance of the battery with no increase in its size, so there is no impact on load space or payload.

Current data indicates the e-NV200 has a gross vehicle weight of 2,250kgs, with a maximum payload of 694kgs and a cargo area of 4.2 cu m. Definitive data is subject to the final homologation process.

The e-NV200 is expected to go on sale before the end of the year. Nissan says the van represents a key pillar in its wider commitment to cutting the level of CO₂ emissions in city centres caused by professional drivers making deliveries and collections.

Since 2000, the UK has seen a 4% rise in the number of cars, but a 38% increase in vans, fuelled by the boom in online shopping and home deliveries.

In the past five years, van traffic has risen three times faster than car use and four times faster than lorries.

FROM PUMPS TO PLUG-INS – SHOULD YOUR BUSINESS BE SWITCHING TO EVs?

Chris Evans, deputy managing director of Rolton Group, looks at the opportunities presented by electric vehicles for businesses to cut costs and carbon emissions of their fleets

An automotive revolution is happening across the UK, led by a massive surge in popularity for electric vehicles (EVs). The number of EVs on our roads has risen 20-fold over the past three years alone. By 2050, it's predicted they will account for two-thirds of all vehicles on the road.

UK businesses are increasingly being wooed by the benefits of EVs, with forward-thinking companies considering the pros and cons of investment into EVs now and the potential benefits to be delivered.

A growing number of businesses are introducing EV fleets for employees and as goods vehicles, with around 5,000 electric vans registered in March 2017.

Undoubtedly, environmental targets have been significant drivers for EV uptake by businesses. The Government has pledged more than £600m by 2020 to "support the uptake of ultra-low-emission vehicles", including £38m for public charging points.

The UK is one of the 13 members of the Zero Emission Vehicle Alliance which aims to make all passenger vehicles "zero-emissions" by 2050. Moreover, in July, the Government announced it would outlaw the sale of all new sole-powered diesel and petrol cars and vans from 2040.

If this was not incentive enough, there are significant financial attractions to switching to EVs.

The Government offers a grant of £4,500 towards the cost of a standard EV and £500 towards a standard charging point. In addition, it's estimated EVs save around £100 per 1,000 miles in fuel costs compared to a petrol or diesel equivalent.

EVs are also exempt from vehicle excise duty (VED) and the case becomes more compelling for businesses operating in central London. EVs are eligible for congestion charge exemptions and discounts. Recent innovation around battery capacity and range now make EVs a viable option.

With increasing numbers of commuters using EVs, installing charging points at workplaces could be a valuable benefit for employees, boosting recruitment and retention.

Nevertheless, there are several practical considerations for businesses before they make the switch from pumps to plug-ins.

Plugging in remains challenging for EV drivers, both locally and nationally. There is no cohesive UK-wide strategy for EV charging, resulting in many different charging facilities and some locations being far better served than others.

The £40m Government investment towards charging infrastructure for Bristol, London, Milton Keynes and



"Government must take the lead in creating a holistic, UK-wide plan for a robust energy and transport infrastructure to meet our future needs"

Chris Evans, Rolton Group

Nottingham is a far cry from ensuring the whole of Britain has an EV future.

Businesses also need to assess the condition and capacity of their electrical infrastructure to ensure it can deliver EV charging without compromising their operations, including considering how they are going to cope with peaks in demand.

There is a significant opportunity for localised energy generation and storage measures. Off-grid power supply, such as photovoltaics or wind turbines, would generate extra power, secure a company's future energy supply and contribute towards its corporate social responsibility targets.

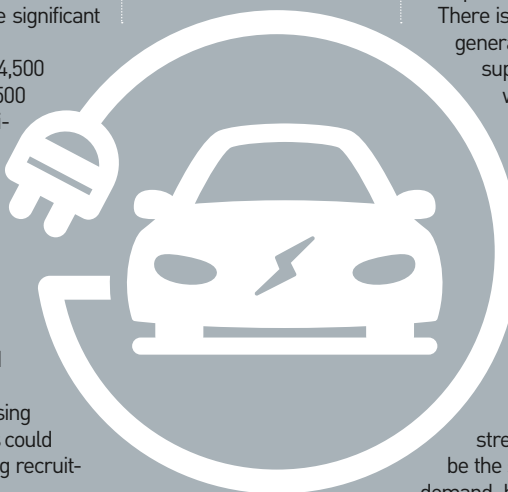
Local energy storage would enable both the management of peak power demand from EV charging on-site and could also be used to provide grid balancing services.

The biggest obstacle to EV uptake in the UK, however, is the energy infrastructure as a whole and its ability to cope with expected increased demand created by EVs.

Our ageing national grid is constantly being stretched to its limits and EV charging could well be the straw that breaks the camel's back. Peaks in demand, higher EV uptake in certain areas and lack of infrastructure investment have the potential to create imminent and significant local level challenges – and this is very bad news for UK businesses.

The Government must take the lead in creating a holistic, UK-wide plan for a robust energy and transport infrastructure to meet our future needs, or risk the EV dream turning into a nightmare.

■ *Rolton Group is a team of multi-disciplinary engineering consultants which recently gave advice to the Energy and Climate Change Committee on post-Brexit energy policy.*



Using telematics to save fuel and CO₂ through driver behaviour

Benefits of adopting a best practice approach can be huge for a company

Telematics has evolved over the years from a straightforward tracking and tracing system to one providing data and insights that enable businesses to make smarter decisions about their fleets.

This means telematics has become one of the key weapons in a fleet manager's arsenal when it comes to reducing environmental impact.

One key development within the field of telematics has been the introduction of systems that collect data on how vehicles are being driven and link it with fuel consumption data. This has led to a rise in driver behaviour programmes that are now popular with fleets of all sizes and types.

The efficient and safe operation of company vehicles – and drivers – can have a significant influence on business success.

Reducing fuel spend, vehicle maintenance bills and fleet insurance costs can all impact your bottom line. At the same time, improved driving standards can be seen to benefit the welfare of employees and protect your company's brand reputation.

Therefore, it is possible to invest in sustainability schemes that actually deliver tangible return on investment (ROI). Telematics systems that objectively assess driver behaviour mean schemes to reduce environmental footprint do not need to be viewed simply as a fixed cost. However, not all telematics systems are the same.

Saving fuel and CO₂, the OptiDrive 360 way:

TomTom Telematics combines WEBFLEET with OptiDrive 360 to offer managers and drivers valuable insights to help drivers adopt a responsible, safer and anticipatory driving style. Developed in conjunction with, and as an outcome of the ecoDriver Project (www.ecodriver-project.eu) – an EU-funded research project targeting CO₂ emissions and fuel consumption reductions in road transport – OptiDrive 360 scores drivers on eight key performance indicators (KPIs) and provides advice based on 'golden rules' of safe and efficient driving.

These rules were developed over the



course of four years by the ecoDriver Project after being identified as important factors for tackling fuel consumption and driver safety.

As well as the range of factors taken into account, the really big advantage of OptiDrive 360 is that it is designed to engage drivers through a continuous approach to driver improvement that includes direct feedback through in-vehicle driver terminals.

Rather than simply letting drivers know they have done 'something wrong', OptiDrive 360 coaches drivers, giving detailed information and insight to encourage them to improve their behaviour over time.

Pre-trip, they receive tips on driving more safely and efficiently, during the trip they are provided with predictive driving advice and feedback on their driving style, while after the trip they are offered a summary of performance. This helps to better engage drivers and keep driving performance standards front of mind, allowing drivers to identify areas for improvement.

Managers are also provided with a wealth of data via WEBFLEET, the Software-as-a-Service (SaaS) fleet management platform, helping generate performance insights.

Easy-to-read stack charts highlight overall performance standards, enabling quick

identification of negative trends. Managers can then drill down into the data to identify root causes, looking at specific elements of performance for individual drivers.

The potential benefits to adopting a best practice approach to driving behaviour, underpinned by telematics, can be huge.

Telematics in action

Textile, hygiene and safety solutions specialist Berendsen recently integrated on-board cameras with WEBFLEET from TomTom Telematics. By combining driver performance data and camera video footage, to support in the debriefing of employees and the provision of targeted driver training, it is on course to cut carbon emissions by more than 2,000 tonnes a year.

Meanwhile, steel stockholder, Industrial Metal Services (IMS) is set to save more than £250,000 a year across its 55-strong truck fleet. This is the result of improved routing and a reduction in mileage – achieved with the help of an integration between WEBFLEET and route planning software Maxoptra – as well as a significant improvement in mpg through a driver improvement programme underpinned by OptiDrive 360.

For a free consultation or to find out how TomTom Telematics can help your business save costs and reduce CO₂ emissions with OptiDrive 360 and driver behaviour, contact 0208 822 3605, email uk.business@tomtom.com or visit telematics.tomtom.com.

TomTom
TELEMATICS

NEW EMISSIONS TESTS PUT CO₂ AND NO_x CLOSER TO REAL WORLD DRIVING

But the switch from NEDC to WLTP looks unlikely to have a major impact on BIK tax – at least in the short term. *Simon Harris* reports

Fleets will be kept in the dark over the results of new official emissions tests until manufacturers are obliged to publish them.

But they are also unlikely to see any sharp increases in tax in the near future. The next full review of benefit-in-kind (BIK) tax bands after the introduction of the new testing regime looks unlikely to deliver serious penalties.

Newly type approved cars from September 2017 have fuel consumption figures set according to the new Worldwide harmonised Light vehicle Testing Procedure (WLTP), which is gradually replacing the previous New European Drive Cycle (NEDC) formulated in the 1980s.

The move follows increasing criticism of NEDC that it was out of date and manufacturers had become savvy at achieving fuel consumption in the laboratory test that was difficult to replicate in real-world driving conditions.

The NEDC test was taken on a rolling road and ran for 11km, spending 13 minutes driving the 'urban cycle', then a further six minutes and 40 seconds driving the 'extra-urban' cycle, mimicking out-of-town driving, with a maximum speed of 75mph. Fuel consumption and emissions (CO₂, NO_x and other particulates) were calculated for both cycles and combined for an average official figure.

The combined cycle CO₂ emissions became the basis for Vehicle Excise Duty (VED) and BIK tax in the UK, as well as for Europe-wide targets for average CO₂ emissions for car manufacturers.

Car manufacturers were set an average fleet CO₂ figure of 130g/km by 2015, with a more stringent 95g/km to be reached by 2020.

The new WLTP test lasts 30 minutes, and includes gradients as well as a higher maximum speed of 81mph. It is expected to produce more realistic (higher) figures for all emissions – CO₂, NO_x and other particulates – with the CO₂ figure published on the Certificate of Conformity alongside the NEDC figure. No date has been set for it to be published on the V5, though.

WLTP is supported by a second procedure that will measure NO_x and particulate emissions, called Real Driving Emissions (RDE).

RDE is a 90-minute on-road test, with apparatus attached to the car measuring exhaust gases. It's a more

"There could be vehicles in stock across Europe for some time after this date (September 2018) that were only tested under NEDC. There simply isn't the capacity to retest everything."

Alessandro Paolucci, Jato Dynamics

strenuous vehicle test than WLTP but in the short-term includes a conformity factor of 2.1. If NO_x emission levels exceed 2.1 times those achieved in the WLTP (for example 168mg/km instead of 80mg/km – the current Euro 6 diesel limit), it counts as a fail and the vehicle must be retested before approval.

The conformity factor tightens to 1.8x by 2019 and 1.5x in 2020 (120mg/km instead of 80mg/km) for new cars (and all cars in 2021). It will be reduced to 1x as soon as possible, but by 2023 at the latest.

RDE will also take account of some optional features fitted to cars and the impact they have on emissions.

In the meantime, any vehicles homologated to WLTP will use a correlated RDE figure using an algorithm.

Alessandro Paolucci, head of service innovation, Europe, at Jato Dynamics, believes that although CO₂ figures under WLTP will be published for all cars from September 2018, there are practical reasons why taxes will not be based on them immediately.

He told *Fleet News*: "There could be vehicles in stock across Europe for some time after this

date, maybe up to a year, that were only tested under NEDC.

"There simply isn't the capacity to retest everything."

Paolucci adds that the EU-wide CO₂ targets for car manufacturers will be in force potentially until 2021, so NEDC figures will still be needed for a few years.

And, he says, the EU never intended the shift from NEDC to WLTP to be revenue neutral for governments. It simply wanted clarity and transparency for consumers.

However, national governments shouldn't use it as an opportunity to increase income, although with higher CO₂ emissions almost guaranteed under WLTP, it would mean significant tax hikes if the existing BIK tax band structure was transposed to the new CO₂ ratings.

It is likely that we will see CO₂ emissions increase in stages over the next 12 months, as the first WLTP tests are permitted to use the NEDC correlated value system for measuring.

Paolucci says Volvo is one of the car manufacturers that has WLTP figures because it wanted to rehomologated some cars to better understand the new procedures before new figures for all cars are mandatory.

Diesel versions of the XC60 and XC90, which were recently type approved for Euro 6C, have undergone WLTP tests and have been given NEDC-correlated values for CO₂ emissions.

Paolucci says they increased by between 4g/km and 11g/km compared with the outgoing NEDC system, which ranges from potentially no change in BIK tax to as much as three tax bands higher.

If this is reflected across other marques, company car drivers might only see increased taxes equivalent to today's 3% supplement on BIK for diesel cars.

But some manufacturers will be wary of how the correlated NEDC value will affect the tax position if vehicles perform less favourably, and will already be working on how to minimise the difference.

The fleet sector has made representations to ensure the Government mitigates the transition between the two systems so there would not be a sudden shock from an overnight tax increase when new measurements take effect, and lobbyists seem optimistic on the chances of a phased-in approach.

Gerry Keaney, chief executive of the British Vehicle Rental and Leasing Association (BVRLA), says: "The Government has not yet committed to a particular start date for when it will begin using WLTP-based CO₂ figures for tax purposes.

"It is canvassing views from across the industry and the BVRLA has been involved in a number of

30

minutes is the length of
the new WLTP test

90

minutes is the length of
the RDE test

productive discussions with the Government and other representative bodies within the automotive sector.

"We feel that a transition date of April 2021 is required in order to give leasing companies, OEMs, data providers and IT companies time to update their systems.

"We have also asked the Government to take a tax neutral approach to WLTP by ensuring the new testing regime does not result in company car BIK tax hikes for hundreds of thousands of drivers."

However, if car owners believe WLTP will deliver an accurate reflection of fuel consumption their vehicles will achieve on the road, they might be disappointed.

Although it should show higher fuel consumption than the NEDC tests, vehicle manufacturers have been negotiating the parameters of the test for years before WLTP was introduced, and had succeeded in watering it down. They have had similar success with the staggered approach to thresholds for pollutants measured in RDE.

Some have already criticised WLTP for slower acceleration than most drivers realistically use, with 0-30mph reportedly taking place in 15 seconds, while, like NEDC, manufacturers are permitted to carry out the tests themselves as long as they comply with the rules.

In many cases, drivers should not expect to replicate on the road the figures they see in the new car brochures or on manufacturer websites.

But the RDE element should deliver a reduction in real world NO_x emissions from new cars. It will most likely result in some smaller diesel cars being discontinued, as the technology needed to clean up emissions enough for RDE will prove too costly.

It should lead to improved air quality in the future, assuming governments and other authorities are serious about tackling the problems caused by older vehicles that comply with weaker emissions legislation.

If RDE is to deliver what's needed, it requires a joined-up approach that does not ignore the sources of current levels of pollution from vehicles.

"The Government has not yet committed to a particular start date for when it will begin using WLTP-based CO₂ figures for tax purposes"

Gerry Keaney, BVRLA





"I'm very passionate about EVs, but I'm not a tree hugger"

Jason Plummer,
Panasonic Europe

WINNER: PANASONIC EUROPE

Everyone on board to make Panasonic one of world's 'greenest'

Desire to co-exist was one of company's seven founding business principles established almost a century ago

By Matt de Prez

A top-down focus on becoming the most environmentally friendly company in the world is behind the push towards a 'green' fleet at Panasonic Europe.

However, self-confessed electric vehicle (EV) nut and senior manager at Panasonic Jason Plummer has been instrumental in establishing a fleet policy that ensures the right employees are driving the right cars for their individual requirements. "I am very passionate about EVs, but I'm not a tree hugger," he said.

"It's about making the right decisions for Panasonic, but also the employee. Having an EV does make people's lives better; you save money to do other things."

The company uses CO₂ as its key performance measure for its worldwide fleet, and each territory is expected to reduce vehicle emissions every year.

Plummer evaluates emissions using a combination of manufacturer figures and calculations from Panasonic's mileage capture process, which last year gave its UK fleet of 163 cars an average CO₂ of 106g/km, falling from 119g/km in 2015.

Employees who drive plug-in vehicles can recharge them at the company's head office in Bracknell with the aid of solar panels.

But the commitment to reducing emissions goes much further than vehicle choice. For example, the company has extended its video conference systems and has also installed them at some key customers and suppliers.

This has reduced mileage, given staff better communication tools and given them back time, as has an 'agile working' policy which allows office-based staff to consider working from home. Removing the journeys to and from the office has made a big difference to mileage for some employees.

Fleet News: Why is being green so important to Panasonic?

Jason Plummer: It goes back to the founder Konosuke Matsushita in 1918. He set out Panasonic's seven business principles and one is co-existence.

We've just launched our latest green credentials and a new vision for 2050. The vision is for everything we do as a business to be completely carbon neutral by 2050.

FN: How does your fleet compare with other Panasonic fleets around the world?

JP: The UK is far in advance of all European countries when it comes to charging points and plug-in hybrid uptake. Our European counterparts lag behind significantly, but a lot of what we have been doing is being transplanted over there.

It's created quite a lot of competition. Every year in March we collect all the emissions data from across Europe which creates a league table.

We are currently at the top of that. However my counterpart in Poland is changing all cars to one particular model which will end up reducing their CO₂ significantly. They will go from 135g/km to sub-100g/km literally within a month.

It's more difficult for us as we have a four-year replacement cycle.

FN: What is your current target?

JP: The only target we have in the fleet is around reducing CO₂ of all the vehicles we have; getting them down to the best they can be – where the infrastructure allows.

The CO₂ target for the UK is currently 100g/km. We are at 103.2 and it's coming down.

FN: How long has fleet been under pressure to be green?

JP: We started this about five years ago when the average CO₂ emissions for the fleet were between 160g/km and 170g/km.

By doing the things we do, by giving the employees free energy if they charge up at the building using the energy from the photo cells on our roof, not only does it make employees think about the free energy but they also think about the journeys they are taking.

FN: How has alternative fuels helped your company reduce emissions?

JP: We have 20 plug-in hybrid cars on the fleet at the moment, with four charging points. We have a small community that allows us to charge all the cars in one day.

Several of us drive Mitsubishi Outlanders and getting the average miles per charge up is kind of a bragging thing, people want to say they have managed more than 30 miles on battery.

You have to get people to engage. These type of cars are





Panasonic Europe's Jason Plummer (right) receives the award from Steve Oliver, general manager, corporate sales, BMW Group UK

very beneficial to people from a tax point of view, but that isn't necessarily the right thing to have if they do a high amount of miles.

We have a process we go through to ensure people have the correct infrastructure to ensure they can use the car in the correct way. It's case by case. They have to have a charging point and a percentage of their journeys must be less than the charge of the battery.

FN: Can you continue to reduce CO₂ emissions?

JP: I think it's going to become more and more difficult, purely from a real-life testing point of view.

I think in the short term CO₂ will probably level out – I don't want it to go up. We've got a number of vehicles that are still relatively high CO₂ and it could well increase in the future if real world emissions are much higher.

As real world testing comes into play we will have to change, or at least consider changing, our policy to ensure there are still suitable cars on the list.

You have to be careful though, it could be an excuse to bring cars into the policy that aren't in there at the moment.

We will need to monitor it very closely to make sure we make a decision that doesn't adversely affect our carbon footprint.

FN: What effect did removing fuel cards have on driver behaviour?

JP: It actually changes people's mentality around fuel costs dramatically. Because the money is coming out of their pocket it suddenly becomes a big issue. We have people where it has changed the way they drive their car. We had people getting 40mpg on their fuel cards, they are now getting 50-60mpg.

They now shop around. There is no longer an issue with supermarket petrol and nobody is going to a motorway

service station, because it impacts them. They are looking to buy the most cost-effective fuel where they can maximise the benefit to them and to the company.

FN: What fuel do you believe is best for the future?

JP: We previously had a diesel-only policy but a lot of the smaller petrol engines will actually give you really good fuel economy. There are a lot of questions around diesel at the moment and I think the smaller petrol three-cylinder engines may become the norm.

I think the game-changer for electric cars could be the Tesla Model 3. I just think it's an EV that somebody will want to drive and looks like an attractive car – a lot of people don't want to look different.

The other interesting fuel is hydrogen. The technology is there and it's possible. I think that will be the ultimate future.

I think the batteries are an interim and I don't know how long that interim will be, you will run out of the resources at some point.

Plummer is concerned that more and more drivers are looking for alternatives to company cars because the taxation is getting higher each year. He also feels there is a lack of information available to help him fully advise a driver on what car will be the most cost-effective over a four-year cycle.

But he keeps the car list as open as possible, with only the CO₂ cap limiting choice.

"I'd like to think that we lead this going forward, it's something we are really keen on, our European counterparts are a bit slow on the uptake but it's something I am passionate about and certainly has the passion engaged from our CEO," he said.

FACTFILE

Fleet size: 163

Operating cycle: four years

Brands on choice list: various – but CO₂ cap has to be observed

Average fleet emissions:

103.2g/km

JUDGES' COMMENTS

A range of environmental initiatives in a well thought-out policy. The judges praised Panasonic's travel plans, home working policy, active buy-in from drivers and the clever use of solar panels – it's not just about running low emission vehicles.

FLEET MANAGEMENT LIVE

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BEST PRACTICE, NEW CARS AND 100+



By Sarah Tooze, Gareth Roberts, Andrew Ryan and Matt de Prez

The biggest show in fleet – Fleet Management Live 2017 – attracted 50% more visitors to the NEC, Birmingham compared to 2016.

Initial figures suggest that 1,800 fleet industry professionals attended the annual event on October 3-4, with every area of the industry covered under one roof.

More than 100 exhibitors were on hand to provide advice and information about the changing face of fleet management.

This year's show, supported by headline sponsor Mobileye, was expanded to incorporate the Commercial Fleet Van and Truck Show, reflecting the wishes of fleets, many of whom operate both cars and commercial vehicles.

It also ensured visitors extracted the maximum value from their day by meeting a range of suppliers covering all their needs.

Visitors had access to leading industry experts in nine best practice seminars which covered a range of hot topics, from funding and compliance to telematics and risk management.

They were complemented by six sessions held in the Discover Fleet Theatre, which recognised

"It was a pleasure to be a member of the advisory board. It's important we collectively support and help others on their fleet management learning journey"

Lorna McAtear, Royal Mail

"There was a real buzz around FML this year, it was a pleasure to be able to pass on some of our experience at the advice centre. I met some great people and am looking forward to FML 2018"

Alison Moriarty, Skanska

the wide range of roles involved in organising and supporting modern fleets.

Content was tailored for professionals in finance, procurement and HR, as well as SME owners/managing directors, with each area covered by an expert speaker providing insight into the key mobility-related challenges and opportunities they faced.

Six sessions ran over the two days and, much like the best practice sessions, it was standing room only as fleet decision-makers were eager to hear from industry experts.

Elsewhere, a new Intelligent Technology Zone brought the future into the present as fleets reviewed and tested hi-tech equipment that could revolutionise the way people work and travel.

Bluelight fleets were also catered for with an all-new Bluelight Fleet Zone, developed in association with the National Association of Police Fleet Managers.

And nine of the FN50 top 10 leasing companies – and 18 funders overall – were kept busy offering advice on a range of topics, including the new rules on cash allowances and salary sacrifice.

During downtime fleets could network and enjoy the hospitality of the VIP lounge, sponsored by BT Fleet Solutions.

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CommercialFleet





EXHIBITORS ATTRACT 1,800 TO SHOW

DISCOVER FLEET: Advice for HR, finance and SMEs sponsored by All Fleet Services

FINANCE AND PROCUREMENT

■ **Alastair Kendrick**, employment tax partner, Harwood Hutton Specialist Tax Services
 ■ **David Rawlings**, fleet consultant, BCF Wessex Consultants

Alastair Kendrick outlined some of the tax implications that arise when a business has to decide how it wants to lease its vehicle. Each method has pros and cons, he said.

"Traditionally when you look at a funding method, you are looking at on- or off-balance sheet, but with the lease accounting changes coming in 2019 that will no longer be an issue.

"You look at your tax and VAT position; if you can't recover much VAT then contract hire may not be very appealing to you. You then look at residual risk. Are you comfortable with it or do you want to offload it?"

Kendrick then warned fleets about the risk associated with PCH and PCP.

David Rawlings reflected on his 30 years in the industry pushing the company car as a benefit.

"We have reached a point where there is some real change," he said.

"Do we want to start thinking about our fleet policy for the coming year? Technology is moving fast. We aren't going to get a period of stability. What we have to do is ask why we want a fleet, what we intended to do with it and where we want to be in the future."

HR: BALANCING RISK AND REWARD

■ **Brian Cooper**, senior manager, People Advisory Services, Ernst & Young
 ■ **Caroline Sandall**, vice chair, ACFO

Fleet decision-makers should not underestimate the effect the forthcoming General Data Protection Regulation (GDPR) rules will have on the way they work.

The GDPR regulations come into force on May 25 next year aiming to protect EU citizens from privacy and data breaches in an increasingly data-driven world. Any organisation not complying faces a significant fine.

"GDPR has perhaps been a little underplayed in terms of its impact on fleet," said Caroline Sandall. "A lot of news items have focused on telematics data when actually what is really critical is making sure you can prove that you maintain a robust audit trail of how drivers understand what is happening to their data.

"They need to understand what their obligations are, so having an 'I have read and understood policy' tick box will not stand up to scrutiny in my opinion."

Sandall added: "If you are a smaller organisation and somebody comes knocking on your door expecting you to know the answers, you can reach out to anybody in the industry, you can reach out to ACFO, but the magnitude of this is not to be underestimated."

SME: FLEET ESSENTIALS

■ **Paul Hollick**, chairman, ICFM
 ■ **Alan Asbury**, director, CLS Energy

SMEs could save thousands of pounds on their fleet running costs by following the steps outlined by Paul Hollick at the event.

He advised businesses to start with the 'knowledge phase', looking at why vehicles are needed, how much is being spent on them, what the business wants to achieve culturally and then putting controls in place.

The 'sketch phase' involves splitting the business's vehicles into different segments: job-need, perk and occasional users (grey fleet), and allocating responsibility for each.

Next is the 'strategy phase', looking at areas such as vehicle funding, fuel and risk management, and finding the right suppliers.

Finally, the 'deploy phase' is when timelines are set and the strategies are implemented.

He advised SMEs to "take things slowly" and not to try to do everything "in year one". Businesses should also think about getting help and support from industry bodies like the ICFM and ACFO, and from their supply chain.

Alan Asbury outlined how his consultancy had worked with businesses to help them save money through areas such as reducing the use of grey fleet and implementing alternative fuel vehicles.



David Rawlings (left) and Alastair Kendrick



Brian Cooper and Caroline Sandall



Paul Hollick (left) and Alan Asbury



BEST PRACTICE SEMINARS: A chance to learn from industry experts

VAN AND TRUCK FUNDING

■ Richard Tilden, head of commercial vehicles, Lex Autolease

Funding methods for commercial vehicles predominantly focus on contract hire versus purchase, but businesses need to consider all available options before agreeing on a funding strategy to ensure their fleet is cost-effective in the long-term.

Richard Tilden reviewed the full range of funding choices available to fleets and outlined how upcoming lease accounting changes could impact their choice.

"The industry has been talking about these changes for years. They primarily affect those customers who are property driven," he said.

"But vehicles will have an impact. Businesses need to have a conversation with their bank to make sure they know how their future borrowing could be affected."

Moving to a flexible rental model is one possible way to keep vehicles off balance sheet, he suggested.

But Tilden warned: "If that customer always has that product then it goes on balance sheet. You can't avoid something, the basic rule is: If it looks like a duck and quacks like a duck it probably is a duck."



FLEET COMPLIANCE

■ Richard Evans, head of business development, Jaama
■ Mark Woodworth, head of transport and logistics, Speedy Services

Fleets are under increasing pressure to meet compliance targets which have led to them dealing with more data from more sources.

This session reviewed the legislation affecting fleet operators and the requirements facing businesses to ensure compliance. It also looked at the role of auditing and reporting when it comes to ensuring a fleet is adhering to the latest standards.

"There are so many sources of data for fleet managers and having that data can be a nightmare," said Richard Evans. "It's essential all that data is consolidated and centralised."

Having worked with Jaama, Speedy Services was able to ensure compliance across all its sites where vehicles are operated by branch managers with little fleet expertise.

Mark Woodworth explained: "Every depot has responsibility for vehicles but we want our managers to deal with their depot, not be worrying about transport. Jaama has enabled us to give the depot manager a lot of information to deal with regulations around licences and tachograph information."



RENTAL

■ John Collins, sales director, Enterprise Flex-E-Rent

Delegates were given some insight into the changes and challenges Enterprise sees in the transport sector and some of the solutions it is putting in place to try to combat them.

"The biggest trend is urbanisation; more people live in urban areas than ever before," said John Collins.

According to Enterprise, as much as 70% of the world population could live in urban areas by 2030.

"The bottom line is it has placed an increased strain on all mobility. People's transport needs are evolving and technology is giving greater access to new options," explained Collins.

"Transport for London says its biggest challenge is white vans making Amazon deliveries to offices for personal use."

"If you look at the mobility landscape it is cluttered, but look more closely and they are just variations of three basic services. None address the needs of CV users."

He concluded by stating that Enterprise is looking to become a disrupter in the industry, keeping ahead of change and supporting fleet operators where it can.



CONNECTED VEHICLES

■ Duncan Chumley, managing director, Free2Move Lease

Fleet operators need to consider what value they can get from connected vehicles now and in the future, said Duncan Chumley.

He predicted that by 2020, 90% of cars will be connected and by 2025 "all fleets will be driven by data".

"Whether you're a fleet manager, finance director or a HR manager it's going to impact how you manage the purchasing of vehicles, which vehicles you choose and how you run your fleet," he said. "By using it correctly you'll be able to make better decisions, you'll improve performance and deliver more."



He said data could help develop 'smarter' cities and allow fleet managers to create car sharing schemes and improve company car use.

"A fleet of cars is an expensive asset," he said. "If you had a hotel with 500 rooms you would want to ensure that every one of them was full every night. If you've got 500 cars and they're not being used, your business has got an asset that isn't being utilised."

He added: "Will people be willing to share their company cars in the future? I think if there is a financial benefit and you can find a technology that is easy to use, then why not?"

TOWARDS CLEANER CITIES

■ Toby Poston, director of communications and external relations, British Vehicle Rental and Leasing Association (BVRLA)

■ Ian Featherstone, fleet advice manager, Energy Saving Trust

Ian Featherstone outlined a four-point action plan for fleets designed to help them in their quest to justify the adoption of ultra-low emission vehicles (ULEVs).

1: Identify the vehicle opportunity. "Make sure you understand where and how far your vehicles drive a day," said Featherstone.

"You should monitor vehicle mileage or



RISK MANAGEMENT

■ **David Richards, head of marketing, DriveTech, part of The AA**

Fleet operators can win investment and backing from leadership for a driver training programme by showing that it will improve driver behaviour and reduce costs.

Richards said he often speaks to fleets who recognise the importance of a robust training regime, but face the challenge of winning the necessary buy-in from senior company figures.

He said: "Generally speaking, the leaders are interested in money, they are also interested in duty of care and if you can show that you can reduce collisions and get a good return on investment, then that helps you have a different type of conversation."

DriveTech research shows that 47% of fleet costs can typically be influenced by driver behaviour: insurance, fuel and service, maintenance and repair (SMR).

It found that an effective programme can result in potential savings of up to £361 per driver per year, on tyres, SMR, fuel and accidents.

"For a 100-vehicle fleet, in six months the total cost of the solution may be £7,550 with the gross saving £16,333, to give you a return on investment of £8,783," said Richards.



TELEMATICS

■ **Paul Lomas, head of sales – new business, ALD Automotive**

The mere presence of telematics in a company vehicle can help a fleet manager reduce fuel consumption and CO₂ emissions, said Paul Lomas.

Last year, ALD ran a trial among employees, where 74 drivers drove Mercedes-Benz E-Class hybrids fitted with its telematics.

After the trial, the vehicles had covered a total of 400,000 miles. Average CO₂ figures fell 18% from 120g/km to 98g/km. Fuel economy also improved 10%.

"This is objective data from the users themselves and it proves the technology works," said Lomas.

"Something that was surprising for us was that there was no competition set and no challenge to improve anything in any way, but almost everyone improved their driving – their acceleration, their braking their speed awareness, etc.

"In a number of interviews after the trial, the drivers suggested this desire to improve was coming only from themselves.

"They wanted to see if they could reduce their emissions, if they could improve their fuel consumption – they wanted to do the right thing."



THE AUTONOMOUS VEHICLE REVOLUTION

■ **Gil Ayalon, regional director, Mobileye**

Teaching a car to 'think like a human' will be the greatest challenge that has to be overcome in order to have a truly autonomous vehicle, according to Gil Ayalon.

"If you remember when you learnt to drive, the first two or three lessons were how to operate the car, the rest of the 25-30 lessons were how to negotiate or merge into traffic," he said.

"We're using the technology of gaming [to teach cars].

"We are currently running more than six billion scenarios of negotiation.

"You have to negotiate the car in front, the car behind, the car to the right. The model is very complex."

An autonomous vehicle will need to sense the area around it and will need special 3D maps that will detect and collect "only the relevant elements" for driving, and this will need to update every second.

"The technology will not come as fast as everyone thinks," Ayalon told delegates to the event.



install telematics in commercial vehicles so when you have that understanding you can match vehicles to those tasks."

2: Understand costs. "You need to understand the wholelife cost analysis of ULEVs versus the vehicles that you are currently running, factoring in grants and also the taxation benefits on vehicle purchase, lease and the drivers," he said.

3: Operational constraints. "Understand and learn about the charging times and duty cycles of the ULEVs, as well as look the optimisation of vehicle routes," said Featherstone.

4: Driver acceptance. "Make sure the drivers understand the vehicles," he added.

"It's always easier if you start with the most enthusiastic ones in your organisation."

CAR FUNDING – COST-EFFECTIVE DECISION-MAKING

■ **Rachel Lane, fleet consultant, Zenith**

■ **Claire Evans, head of fleet consultancy, Zenith**

Companies are increasingly looking to use a mix of funding methods for fleets to meet their requirements, said Lane.

"This is very much helped by technological advances from leasing companies where they are able to provide the financial information required to make those decisions in real-time, so as web portals develop you can, car-by-car, driver-by-driver, decide which funding method suits your employees," she said.

Lane added: "When looking at funding it is very important to manage what works

financially for you as a business while balancing that with the types of population you are serving, as well as the types of cars that you funding.

"What I mean by that is are you servicing a perk population or a job-need population, or are you looking at funding car, LCV or HGV?"

"What would work for a perk driver probably would be slightly different for it to work for a job-need driver of a LCV. It is about balancing these different factors."



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ICFM BIG DATA

FLEET MANAGERS MUST EMBRACE BIG DATA IF ROLE IS TO FLOURISH

Technology will help fleets drive efficiencies across their businesses

Fleet managers will “cease to exist” unless they embrace ‘big data’ to drive efficiencies in their business and become more strategic thinkers.

That’s the view of Paul Hollick, ICFM chairman and managing director of TMC, who believes managing all employee journeys via a single access, online platform will enable businesses to set a mobility budget for individuals.

Business could already make ‘big data’ impactful by, for example, overlapping in-vehicle telematics-derived data with fuel purchasing data, he said.

However, Hollick told visitors to ICFM’s ‘Big Data’ Masterclass that by working with a wide range of suppliers, including vehicle manufacturers, leasing and rental companies, and travel management suppliers, the volume of mobility management data would accelerate.

He outlined a vision in which all journey costs – private and public transport-related as well as related fines, road tolls, car parking and taxi fares – would be automatically collated on a

per employee basis with an automatic ‘payroll feed’ to deduct costs from an employee’s mobility budget.

That strategy, said Hollick, would both “manage and steer employee behaviour” by influencing their salary and reducing the administration burden of “chasing” drivers to complete documents relating to, for example, driving licence validation checks.

“If employees don’t comply then they won’t get paid,” he said. “Setting a mobility budget for each employee will influence the mode of transport they take.

“Employees will be able to access travel options via their own portal, make bookings and keep a track of their budget. The journey to mobility on demand is occurring very quickly.”

Justin Whitston, chief executive of Fleetondemand, believes a paradigm shift was taking place in fleet.

“Today, managers are focused on owned assets, but by using ‘big data’ they could look at introducing alternative modes of transport

and analyse employee movements,” he said.

“The company car is hyper convenient, so it is only when BMaaS [Business Mobility-as-a-Service] is as convenient as the company car, can managers make the move from one to the other. They are complementary at the moment.”

However, he said that change to a total cost of mobility solution was happening at a rapid pace and by mining ‘big data’ for information, employee demand for convenience would bring the corporate costs of fleet and travel on to one platform giving managers a “single company view”.



“Setting a mobility budget for each employee will influence the mode of transport they take”

Paul Hollick, ICFM



MANUFACTURER ROUNDUP

UP CLOSE AND PERSONAL WITH THE LATEST MODEL OFFERINGS

Several manufacturers focus on SUVs or alternative-power vehicles at FML

There were more than 40 cars on display – from 12 manufacturers – for fleet decision-makers to get up close to at this year's Fleet Management Live.

A number of new models made their public debut, including the hotly-anticipated Jaguar E-Pace compact SUV and the all-new Seat Arona compact SUV.

Vauxhall displayed its important new crossover, the Grandland X, which will be available in showrooms next January. It will cost from £22,485 and offers low emissions from just 104g/km. Joining the SUV was the new Insignia Grand Sport in desirable SRI VX-Line trim and the British-built Vivaro panel van.

BMW chose to focus on its plug-in and electric range, giving visitors a chance to learn about the 330e and 530e iPerformance saloons, as well as the all-electric i3 and all-new Mini Cooper S E Countryman. The BMW i8 made an appearance, too.

Toyota & Lexus also focused on alternative power. It had a large range of hybrid models on display including the Rav-4, Prius, C-HR and Lexus RX. The hydrogen-powered Mirai was also on show alongside the brand's new flagship Lexus LC500h hybrid coupé.

At the Jaguar Land Rover stand was the new Range Rover Velar, a mid-size SUV, built to sit between the Sport and Evoque. A new version of the XF Sportbrake also made an appearance ahead of its showroom debut, but the E-Pace took centre stage. It will be available next month priced from £28,500.

Seat had a number of new models to showcase. The highly-popular Ateca SUV has gained a sportier FR variant, which still uses



the same frugal engines, and the facelifted Leon was shown in range-topping Cupra spec. Also on display was the new Ibiza and the yet-to-be-launched Arona.

Honda used the event to demonstrate the breadth of its product range and introduce visitors to its new fleet sales operations

manager Marc Samuel. There were motorcycles, scooters and off-road buggies, along with generators. The new Civic made an appearance as well, including the flagship Type R – which, despite being an unlikely fleet choice, offers identical wholelife costs to an Audi A6 2.0TDi saloon.

Nissan shared a stand with its sister brand Infiniti. The recently facelifted Qashqai sat alongside the Infiniti QX30, both of which are built in the UK. Nissan also displayed the new Micra while Infiniti brought a Q50 hybrid.

Volvo used the show to give fleets a closer look at its new XC60 SUV. It also had core models such as the V60 Business Edition and V40 R-Design, plus the S90 premium saloon in D4 Momentum trim – its most cost-effective derivative for fleets.





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TYRES OF THE FUTURE

Technology embedded in tyres is increasingly matching the intelligence of the vehicles they are fitted on. *Ben Rooth* reports

Imagine a world with tyres that can sense hot, wet or icy road conditions before altering their pressure and grip to guarantee best performance.

Picture a tyre that's sufficiently intelligent to alert you in real-time to any potential safety problems in advance of them escalating – or even repairing a puncture on its own.

Not long ago the above may have sounded more like something in a science fiction novel, but now all the indications are they will soon be here.

The tyre marketplace is crowded one – last year the Tyre Industry Federation said there were in excess of 300 brands sourced from more than 45 countries on sale in the UK. The pursuit of a unique selling proposition is never ending.

Microchips embedded in this next generation of connected tyres, combined with massive strides in the materials from which they're made, will maximise safety and longevity while minimising carbon emissions and fuel costs.

Furthermore, they'll be able to convey relevant and timely data to the vehicle, its driver and the fleet manager.

Perhaps the most eye-catching concept for the tyre of the future is the spherical Goodyear Eagle 360 Urban, unveiled at the Geneva motor show earlier this year.

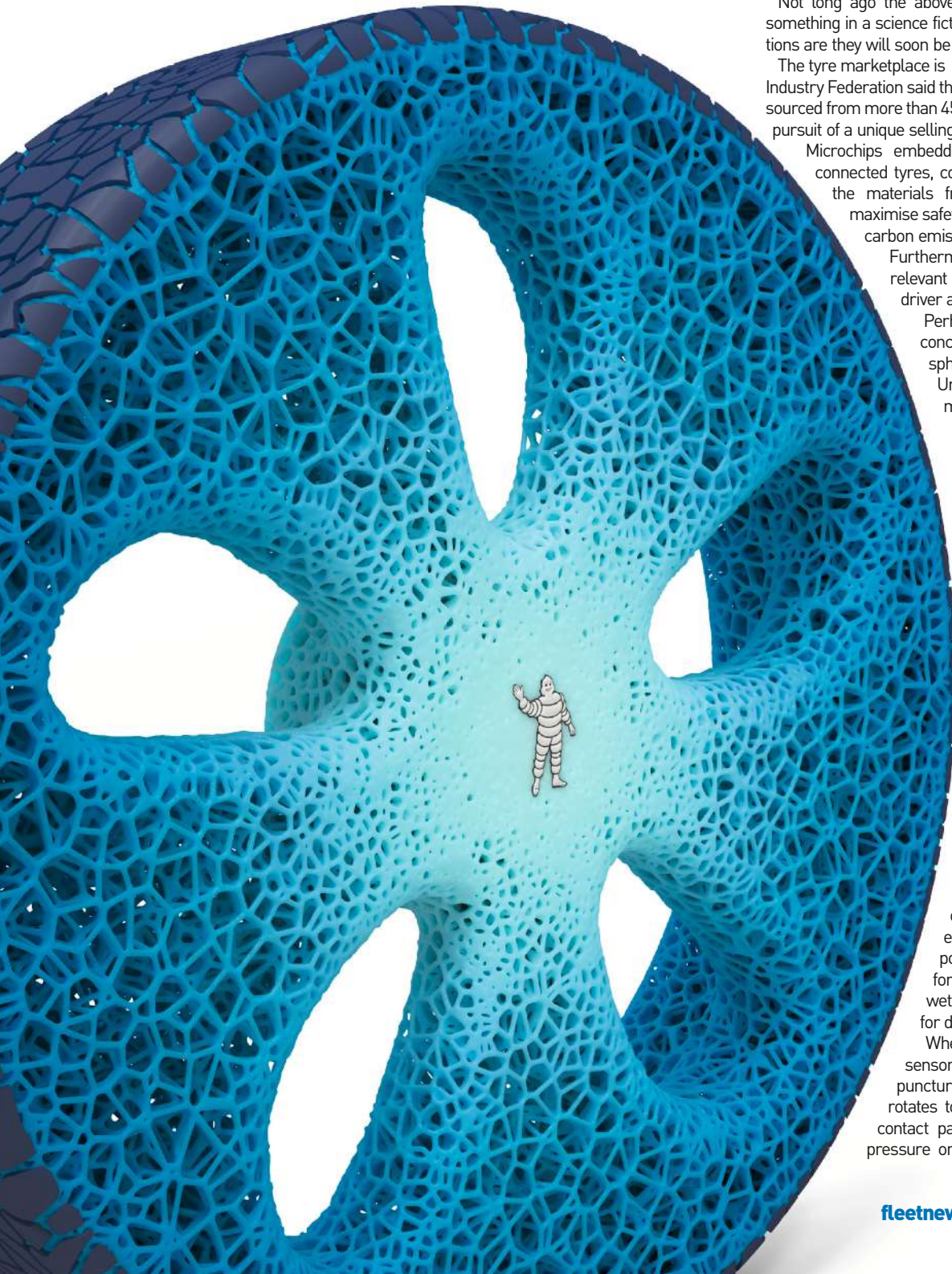
Described by the manufacturer as "powered by artificial intelligence", the tyre is the maker's long-term vision for future smart, connected tyres and will be able to "sense, decide, transform and interact" with its surroundings.

The tyre features a 'bionic' skin, with a sensor network that allows it to check on its own status and gather information on its environment, including the road surface.

Through connectivity with other vehicles, buildings and road structure, as well as traffic and mobility management systems, the concept also captures information on its surroundings.

By combining this data, the tyre is able to react in a number of ways such as contracting and expanding its super-elastic polymer skin to suit the conditions: for example, it can add dimples for wet conditions, or smooth the tread for dry surfaces.

When the tyre's skin is damaged, the sensors in the tread can locate the puncture. The tyre then rotates to create a different contact patch which reduces pressure on the puncture and



WHAT OTHER MANUFACTURERS ARE DOING

TOYO

For the past 11 years, Toyo has researched the viability of airless tyres that deliver comparable performance to their pneumatic counterparts.

It recently released its latest generation of airless concept tyre, the Noair. This features highly-rigid resin spokes to support the load demands placed upon the tyre. An outer diameter ring between the spokes and the tread, made from carbon fibre-reinforced plastic, serves to reduce the load imposed on the spokes.

According to Toyo, Noair “vastly exceeds the equivalent legal and regulatory requirements” for the pneumatic tyres it sells. The maker says rolling resistance is 25% better than its current products, while road noise is at a similar level.

Toyo says that while there are “still some issues related to noise within the vehicle and ride quality”, significant improvements in handling stability and external noise have narrowed the gap between Toyo’s airless concept and its commercial products in most areas.

APOLLO VREDESTEIN

Apollo Vredestein is working on materials, tread patterns and tyre designs to meet future demands.

“The future trends in automotive are sustainability and safety,” says Michele Sala, product manager for passenger vehicle tyres at Apollo Vredestein.

“Tyres play a key role in reducing fuel consumption and braking distance, particularly in wet and snowy conditions.

“Tyre sensors can also provide much useful information. Our research and development department is exploring many new technologies including connected tyres using active and passive sensors.

“In short, we are very focused on premium performance tyres and are consistently developing technologies that will be implemented in our original equipment and replacement products.”

FALKEN

Falken says it has been able to improve the grip, fuel efficiency and wear of its tyres by using its 4D-Nano technology to perform advanced material simulations and analysis.

The technology, which won the tyre technology of the year award at the Tyre Technology International Awards for Innovation and Excellence earlier this year, offers the ability to test and design tyres virtually with a very low tolerance for variance against the real world.

This means engineers can tweak the components and see how they perform under a variety of tests on modelled tracks/proving grounds, enabling them to develop new compounds.



allows the self-healing process to start.

The self-healing works thanks to materials which are specifically designed to be able to flow towards the puncture.

They react physically and chemically with each other to form new molecular bonds, closing the puncture.

While its spherical shape means vehicle design will have to change dramatically, the Eagle 360 Urban does highlight how the tyre could develop to meet the requirements of connected and autonomous cars.

“A revolution will take place at the intersection of autonomy, mobility and connectivity,” says Jean-Claude Kihn, president of Goodyear Europe, Middle East and Africa (EMEA).

“As this unfolds, tyre technology will be even more important than it is today. To safely navigate their surroundings, the



“A revolution will take place at the intersection of autonomy, mobility and connectivity”

Jean-Claude Kihn, Goodyear Europe, Middle East and Africa



autonomous vehicles of the future will need to learn to cope with the millions of possible unknowns we face in everyday driving scenarios.”

Another eye-catching tyre revealed earlier this year is Michelin’s Visionary Concept.

Made of recycled material in a honeycomb structure, it features no air and the manufacturer says its durability means it is designed to last as long as the vehicle.

Michelin says the material used in the tread delivers the same performance as a conventional tyre but is completely biodegradable.

This means that by using a 3D printer you can print new tread if your existing tread is worn, or if the road conditions have changed, such as driving off-road or in rain or snow. As 3D printing adds just the quantity of material that is necessary, there is no waste.

The Visionary Concept also includes connected functionality: without a driver getting out of the car or even leaving their home, they can be informed of the wear on their tyre and programme a tread reprint, choosing the tread pattern they need at that particular time, or simply following the suggestion made by the embedded app which detects their requirements.

At the Frankfurt show Continental unveiled two concept tyres which look more traditional but are still packed with technology.

Both ContiSense and ContiAdapt enable continuous monitoring of the tyre’s condition, as well as adapting its performance characteristics to prevailing road conditions.



Great balls of tyre –
the Goodyear Eagle 360
urban wet road concept tyre

ContiSense is based on the development of electrically conductive rubber compounds that enable electric signals to be sent from a sensor in the tyre to a receiver in the car.

The rubber-based sensors continuously monitor both tread and temperature.

If anything penetrates the tread, a circuit in the tyre is closed, also triggering an immediate warning for the driver – faster than current systems, which warn the driver only when the tyre pressure has already started to fall.

In future, Continental says the system will feature additional sensors that can be utilised individually to pass information on to the driver about the road surface, such as its temperature or the presence of snow.

ContiAdapt combines micro-compressors integrated into the wheel to adjust the tyre pressure with a variable-width rim. The system can modify the size of the contact patch, which under different road conditions affects both safety and comfort.

Four different combinations allow the tyre to adapt to wet, uneven, slippery and normal conditions.

For example, a smaller contact patch combined with high tyre pressure reduces rolling resistance for energy efficient driving on smooth, dry roads. In contrast, the combination of a larger contact patch with lower tyre pressure delivers greater grip on slippery roads.

A further Continental concept tyre enables the benefits of both systems to be fully utilised. The tyre design features three tread zones for driving on wet, slippery or dry surfaces.



300+
brands of tyre on sale in
the UK according to the
Tyre Industry Federation

SPONSOR'S COMMENT

By Jonathan Layton, head of fleet, Michelin



Like all aspects of fleet, tyre technology is moving apace.

At the Frankfurt Motor Show, we unveiled our new Michelin Primacy 4 tyres which will enter the market next year. They last an average of 11,000 miles more

than those of our direct competitors, based on independent testing by DEKRA with a VW Golf Mk7 running on popular 205/55 R16* size tyres.

This long-lasting performance could potentially save a high mileage fleet vehicle a set of tyres over the life of a contract – leading to a notable financial and environmental saving.

“Primacy 4 could potentially save a high mileage fleet a set of tyres over the life of a contract”

What's more, the new Primacy 4 will brake shorter and deliver a very high level of wet grip from the first to the last mile. This leap in performance is thanks to our annual investment of more than €700m (£630m) in R&D, which has led to a new generation rubber compound and tread pattern which ensures the tyres are safe when new, and safe when worn.

Future innovations could see tyre maintenance becoming much simpler, safer and more cost-effective, with the introduction of 'smart' tyres.

Manufacturers are developing systems to detect and send pressure, temperature and tread depth readings to the driver and fleet manager, giving immediate notification when a tyre issue is detected, or when replacement tyres are needed.

Fleets will likely embrace the arrival of a tyre that will never be removed early – ensuring they're getting the maximum life from every single fitment. But will they take full advantage of what else this technology might offer?

That's a key question facing the industry right now. The arrival of smart tyres will require fleets to have robust and efficient systems in place to ensure the information they receive from a set of smart tyres prompts the right actions.



* Test conducted by DEKRA TEST CENTRE, at Michelin's request, between June and July 2017, on dimension 205/55 R16 91V on VW Golf 7 comparing Michelin Primacy 4 versus Bridgestone Turanza T001 Evo; Continental Premium Contact 5; Dunlop Bluresponse; Goodyear Efficient Grip Performance; Pirelli Cinturato P7 Blue competitors. Longevity test run in average real usage (D50) with 10,000 km run and estimated longevity at 1.6mm.

A TYRE FOR ALL SEASONS IS GAINING TRACTION

One of the recent tyre trends many fleets have adopted is the emergence of a new generation of all-season tyres.

This began in 2015 with the launch of the Michelin CrossClimate range and has now been joined by the Continental AllSeasonContact. Both have gained 3PSMF winter certification.

Some of the appeal of these tyres, which are marketed as standard tyres with winter capability, is that many fleets which traditionally switch between standard and winter tyres now feel they no longer have to.

South Western Ambulance Service NHS Foundation Trust has fitted Michelin CrossClimate+ tyres across its 200-car rapid response fleet.

Kevin Bartholomew, fleet operations manager at South Western Ambulance Service, says: "Lives depend on ensuring the safe mobility for our fleet, so we simply can't afford for tyre-related downtime or lack of grip in the snow, ice and rain to delay us on a call-out.

"We only take vehicles off the road for safety inspections or maintenance, and the six-week transition period previously required to swap our summer and winter

tyres twice a year was incredibly inconvenient. We now keep the same tyres on all year-round, saving time and money."

Launching CrossClimate has been a success for Michelin, which has sold more than a million of the tyres throughout Europe in the 12 months after their launch.

Jamie McWhir, of Michelin Tyre, describes the range as the company's most important launch in decades.

"There's absolutely no doubt in my mind about that," he says.

"The original CrossClimate started with a compound we discovered at Le Mans – based on a hybrid intermediate tyre that had a wide temperature window and worked in both damp and wet conditions."

McWhir adds: "In particular, the CrossClimate+ range has also been a true game-changer for the fleet sector.

"In the UK, most fleets had avoided adopting a winter tyre policy because they viewed them as expensive, a hassle, and there's simply no legislation which requires it.

"But our CrossClimate+ tyres are unique for offering the benefits of a summer tyre for dry and wet braking, energy efficiency and total mileage, while also boasting the braking performance and traction of a winter tyre on cold, wet or snow-covered roads.

"The growth we've seen has been phenomenal, winning sales from previously non-Michelin customers."

"The six-week transition period previously required to swap our summer and winter tyres twice a year was incredibly inconvenient"

Kevin Bartholomew, South Western Ambulance Service



Dependent on the tyre pressure and rim width, different tread zones are activated and the concept tyre adopts the required footprint in each case, meaning the tyre characteristics adapt to the prevailing road conditions or driver preferences.

Despite their radically different appearances, one thing these tyre concepts have in common is connectivity.

"Michelin is always looking at new services and systems to drive forward the mobility experience for our customers across all types of vehicles," says Jamie McWhir, the company's customer engineering support manager for car, van and 4x4.

"We include connected tyres in this process. Connected tyres will have different uses for different types of end-user, but in the fleet market I expect the technology will focus on maximising safety.

"In short, they'll ensure the tyre is correctly inflated and

has sufficient tread remaining, which will be hugely valuable for a fleet manager from a duty of care and corporate liability perspective."

In other words, when these connected tyres arrive on the market, they should eliminate the need for regular and time-consuming visual checks to ensure legal compliance.

Fleets will also benefit from a reduction in vehicle downtime, says David Morris, business account manager for fleet and public sector at Goodyear Tyres.

"This technology will continue to be rolled out to car tyres and fleets over time, and will no doubt keep driving down the cost of ownership, vehicle breakdowns and service delivery," he adds.

In March 2017, a collaboration between Bath University, Silent Sensors and the Centre for Process Innovation (CPI) was announced and this aims to equip tyre manufacturers with state-of-the-art sensors and 'piezoelectric energy harvesting' abilities.

If successful, the initiative will result in tyres being able to convert motion into the electrical energy needed to power sensors and convey data.

The information gathered by these tyre sensors will be used to give vehicles the "reflexes needed to stay safe and efficient", says the collaboration, while also being fed into the cloud for fleet analytics and transactional requirements such as carbon trading or paying by the kilometre.

Marcus Taylor, chief executive and co-founder of Silent Sensors, says: "The intelligent tyre is our goal in the next two years and the piezoelectric materials Bath University has developed show great promise.

"Within our tyre management system sensors, we have energy harvesting and storage, micro controllers, short-range radio and sensor arrays that will enable future autonomous vehicles to use their tyres to detect information about the environment.

"Our partnership with the CPI – which specialises in technology innovation – ensures that we will be able to scale up as demand in the market for these components grows as it inevitably will in the next five years."

The new ball-shaped tyres from Goodyear will send data in real-time to the driver





The **networking dinner** of the year

7th November 2017

Park Plaza Westminster
Bridge Hotel, London

A close-up photograph of several silver forks arranged in a fan-like pattern. The polished surfaces of the forks reflect a scene of people in formal attire (tuxedos and gowns) seated at a dinner table with glasses and plates, creating a sense of a high-end event.

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NISSAN LEAF

World's best-selling electric car completely redesigned with longer range and new technology to bring zero-emission motoring into the mainstream

By John Maslen

Nissan is planning for the "acceleration of electrification" with the launch of the new Leaf. Previous versions have already sold more than 300,000 units and covered 2.2 billion miles worldwide, which is clear evidence, Nissan says, that zero-emission motoring is becoming mainstream, particularly as the new model has a range of more than 230 miles and an expanding recharging network.

DESIGN

The new Nissan Leaf is a radical departure from the old model. Historically, it stood out as a unique design, but now it is firmly embedded in the brand family, with a familiar front end seen on models including the Qashqai.

The fresh new look works well. From the front-end, the deep U is a significant design feature, underlining the Nissan badge.

At the rear, the arrow-shaped lights and black upper body work are complemented by a coloured highlight above the rear diffuser.

DRIVING RANGE

Nissan has packed more power into the new Leaf, with a 40kW battery, compared to 30kW final version of the previous model.

This boosts its range to 235 miles on a single charge, compared to 155 miles for the outgoing model.

There is 150PS on tap, but more importantly 320Nm of torque from standstill, which provides potential for more rapid low-speed acceleration.

Nissan is also planning to announce a high-power version of the Leaf in spring 2019, which will offer even longer range, while a sporting Nismo concept is due to be revealed at the Tokyo Motor Show.



"The Leaf is also fitted with e-pedal, a new system that allows most driving to be done without needing to touch the brake"



Leaf offers a multi-function steering wheel plus seven-inch touchscreen

INTERIOR

Inside, the car seeks to continue the theme of the Leaf being part of mainstream motoring, with little to differentiate it as an electric car.

A large speedometer on the dashboard is supplemented by a digital screen, which shows a range of information about the car's performance, including battery charge and range.

A solid multi-function steering wheel and seven-inch touchscreen on the centre console keep all controls in easy reach of the driver, while the interior exudes an ambience of quality and solidity, including doors that close with a satisfying thunk.

The rear hatch opens to reveal a large, deep boot with a high sill, with 435 litres of space with the 60/40 split folding rear seats in place.

TECHNOLOGY

A key feature of the new Leaf is ProPilot, which offers semi-autonomous, hands-off driving in traffic using intelligent cruise control. This locks onto the car in front and reads the white lines on the road, to steer, accelerate and brake without driver intervention.

This is supplemented by traffic sign recognition that warns the driver of speed limits, while there is a range of additional driving features, including brake assist and hill start assist.

The Leaf is also fitted with e-pedal, a new system that allows most driving to be done without needing to touch the brake.

A single pedal acts as accelerator and brake. As a driver lifts their foot off the accelerator, the car will sense how quickly they have reacted and respond accordingly, either using regenerative braking or applying the physical brakes.

Technology that is more focused on driver comfort includes Apple CarPlay and Android Auto connectivity.



CHARGING

Charging is changing. Nissan has revealed a new range of charging units for electric vehicle fleets, which will speed up the recharging process and minimise downtime.

Nissan research shows 80% of charging takes place at home or at the workplace, so a new 22kW unit is being launched which is capable of charging Nissan EVs in two hours.

The 'plug and play' system has been designed for fleet and business owners, Nissan says, and the technology can be installed without digging up the road, although full details are yet to be revealed.

In addition, a double-speed 7kW home charger achieves 100% charge in 5.5 hours – a 70% reduction compared to previous units.

The charging point remains on the front of the car, where there are two connectors, one for rapid charging and the second for standard charging.

Nissan is also expanding its European rapid charging network, which currently has 4,600 outlets, but will expand to 5,600 by 2019.

THINKING CAP



By Martin Ward, manufacturer relationships manager

cap hpi

Tuesday To Wetherby for the annual Society of Motor Manufacturers & Traders (SMMT) Test Day North, where it organises a really good day with the majority of manufacturers bringing their latest models. Press members take them for a test drive, and it all works well. It's nice and local and gives the chance to chat and catch-up with what's going on in the motor industry.

Wednesday Took the long trek down to Cardiff for a Suzuki off-road test day, and a day of trekking in All Grips. We took the cars from the luxury of Vale Resort, through some fantastic scenery of South Wales and then into a forest where we put the budget-priced Suzukis through their paces. The small five-door hatch Ignis was much better than we thought it would be on loose gravel and mud, and the Vitara lived up to expectations. Then it was the turn of the Jimny, which has hardly changed in nearly 30 years. What a good off-roader it is too, and such a good price for this small four-seater, two-door runabout. Every home should have one, just in case. Suzuki is taking fleet seriously, and its range should appeal to a wider fleet audience.

"Conversations were all about chasing endless manufacturer targets"

Friday/Monday Down to Nerja, Spain, for a motor industry 'lads' weekend, but the participants are hardly lads any more. Some still sell cars for a living, and every year we go, it seems to get harder for them. This year, the conversations were all about chasing endless manufacturer targets and trying to achieve what they committed to at the beginning of the year. They spoke of the pressure to sell finance, especially to the manufacturers' preferred finance company, or in-house, or company-owned finance company. Add the fact that new car sales are falling month-on-month and it's obvious my old mates are really struggling to keep their leaders happy.

PEUGEOT 5008

The 5008 morphs from a seven-seat MPV into an SUV as public demand for sport utility vehicles continues unabated

By Simon Harris

Peugeot has taken radical action to ensure it doesn't get left behind in the current scramble to sate the public appetite for SUVs.

Last year, the 3008 became more butch and rugged as it moved away from its MPV roots, and now the 5008 – previously a seven-seat MPV – is relaunched as an SUV in its second generation.

Traditional people carrying duties are left to the van-derived Expert Combi and Traveller.

Although similar in styling to the 3008, the 5008 has a longer wheelbase and longer roofline. Peugeot pitches the new model against the Renault Koleos, Nissan X-Trail, Hyundai Santa Fe and Škoda Kodiaq.

It shares the same engine line-up as the 3008, which means 100PS and 120PS versions of the 1.6 BlueHdi diesel, the latter with automatic transmission, a 150PS 2.0 BlueHdi manual and a 180PS 2.0 BlueHdi auto.

From December production, a manual 130PS 1.5 BlueHdi engine will appear which meets the latest Euro 6.2 emissions rules. It replaces replacing the manual 120PS BlueHdi.

Customers in the UK should be able to take delivery of

106g/km

start point for CO₂
emissions on diesel
versions



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

those versions shortly after the 5008 arrives in the UK in January. Likewise, the range-topping diesel will gain a new eight-speed automatic to replace the six-speed automatic.

Odd perhaps that a new car is launched that has versions that only exist in stock, but the 5008's engines have been shared with the 3008 and 308, and often there is a lag before right-hand drive production begins.

The petrol engine line-up might be of interest to fleet operators and company car drivers, with low CO₂ emissions from the 1.2 PureTech 130PS engine, available with either manual or automatic transmissions.

There is also a 1.6 THP 165PS engine, only available as an automatic.

CO₂ emissions start at 106g/km for the diesel versions of the 5008, with the lowest petrol version producing 117g/km. Dependent on specification and other aspects of running costs, low-mileage drivers might be better off in a PureTech petrol than a diesel, with company car providers also benefitting from lower employers' National Insurance (NI) costs.

The 5008 comes in four equipment grades, with the entry-level Active offering standard DAB, compatibility





Controls in the 5008 are tastefully moulded around the driver as part of an excellent cabin design



The 5008 has a longer wheelbase and roofline than the 3008

with Mirror Link, Apple CarPlay and Android Auto smartphone integration, autonomous emergency braking and distance alert, dual-zone climate control, lane departure warning, rear parking sensors, roof rails, 17-inch alloy wheels, automatic headlights, wipers and an auto-dimming rear-view mirror.

Allure models add more safety features, including lane-keeping assistance, blindspot alert, driver attention alert and automatic dipping main beam. Navigation is standard, and includes TomTom Live traffic updates on a three-year subscription. There are also front parking sensors, as well as rear, and a reverse parking camera.

GT Line adds an enhanced i-Cockpit system, and upgraded seat materials, a smartphone charging plate, LED headlights and a different bumper design.

The GT, only available on the top engine variants, has adaptive cruise control, keyless entry, electric tailgate with proximity-sensing opening, leather seats with electric adjustment and massage function for the driver, and 19-inch wheels.

The interior of the 5008 is surprisingly roomy, even with the second-row seats allowing enough space for passengers behind. The three individual seats slide forward and back, and each has Isofix points to accommodate a child seat.

Space is a little tighter in the third row, but shouldn't be a problem for older children and teenagers.

The second- and third-row seats fold flat, while the two seats in the third row can also be removed to allow even greater capacity in the luggage compartment.

There is plenty of room for storage around the cabin, with a deep centre console box and large door bins front and rear, which is a bonus as the glove compartment is tiny.

As with most French cars, the manufacturers absolutely refuse to move the location of the fuse box for right-hand drive models and give British and Irish customers the same level of practicality as for left-hand drive counterparts.

The cabin design and quality are excellent, with Peugeot's standard digital i-Cockpit a model of clarity. Most functions are accessed within the dashboard touchscreen, and there are a few buttons below for other features.

We tried the 120PS diesel automatic and the 130PS manual petrol versions, and both are exceptionally refined. The 120PS diesel has enough power to move the 5008 along well enough, while the auto gearbox is smooth. The petrol is so quiet, it's easy to run for too long without changing up – and it wasn't always possible to say that about a three-cylinder engine.

The mainstream seven-seat SUV market is gaining new additions all the time, but the 5008 is distinctive enough to stand out, and capable enough to be desirable. Its CO₂ emissions will certainly make it attractive as a company car.

COSTS

P11D price	£29,310
BIK tax band (2016/17)	24%
Annual BIK tax (20%/40%)	£1,407/£2,814
Class 1A NIC	£971
Annual VED	£160 then £140
RV (4yr/80k)	tbc
Fuel cost (ppm)	tbc
AFR (ppm)	9
Running cost (4yr/80k)	tbc

SPEC

Power (PS)/torque (Nm)	120/221
CO₂ emissions (g/km)	112
Top speed (mph)	115
0-62mph (sec)	11.9
Fuel efficiency (mpg)	65.7

KEY RIVAL

Nissan X-Trail 1.6 dCi 130 Acenta X-Tronic seven-seat	
P11D price:	£29,240
BIK tax band (2016/17)	29%
Annual BIK tax (20%/40%)	£1,696/£3,392
Class 1A NIC	£1,170
Annual VED	£200 then £140
RV (4yr/80k)	£8,750/30%
Fuel cost (ppm)	9.69
AFR (ppm)	9
Running cost (4yr/80k)	39.75ppm



"The petrol is so quiet, it's easy to run for too long without changing up – and it wasn't always possible to say that about a three-cylinder engine"

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

VOLVO XC60

For oomph and luxury this hybrid takes some beating



The XC60 – designed as a comfortable cruiser

By Matt de Prez

Woah. That was my first utterance when I buried the accelerator pedal in the XC60 T8 for the first time.

An oft-overlooked element of plug-in electric cars is the power; drivers often think they are getting a modern-day milkfloat.

Far from it. I knew the T8 was going to be special when its leather-bound key dropped on my desk and I clocked its 21-inch wheels and dual exhaust tips from the window.

We don't often test cars that accelerate from 0-60 in 5.3 seconds at *Fleet News*, but this Volvo, thanks to its plug-in hybrid drivetrain, it is also capable of emitting just 49g/km of CO₂ when driven correctly.

Some plug-in cars are accused of being a bit of a tax 'blag', with few drivers managing to achieve anywhere near the claimed efficiency figures. But, with a list price of £56,795, the XC60 isn't likely to find itself in the hands of your everyday driver.

Instead, it will attract the attention of company directors who have the freedom to choose more exotic cars.

What they'll get is a car with all the performance and luxury of a Mercedes-Benz GLE43 AMG, but with the tax bills of a Volkswagen Golf – annual benefit-in-kind (BIK) is just over £2,000 per year (40%).



We achieved more than 25 miles to a charge over a week-long test

"With the ludicrous power reserves of this model I have been completely won over"

Note that this rises in 2019 to £3,635 as the bands change, before dropping back to £3,180 a year later when the BIK rules take plug-in EV range into consideration.

Furthermore the T8 does actually work as an EV. We regularly achieved more than 25 miles to a charge during our week-long test (official range is 28 miles), so those with short commutes could have minimal fuel bills.

It goes a bit wrong when the battery runs out, though. Having set off on an 80-mile trip with a full charge I managed to average almost 50mpg with careful driving. However, with nowhere to get a charge I had to rely on the engine alone to get me back, achieving just 28mpg.

It is pretty disappointing, until you consider this car's performance. Total system output is 400PS, with the 2.0-litre turbo and supercharged engine making the bulk 320PS.

The GLE43 AMG offers similar performance but with real-world fuel consumption of just 23.9mpg (although the Porsche Macan matches the T8's 28mpg).

The handling isn't quite up to the same standard as other performance SUVs, but the XC60 was designed to be a more comfortable cruiser. Air suspension is standard and allows the car to lower itself for sportier driving. Combined with the R-Design's huge wheels, the ride is actually very supple and handling is better than standard XC60s.

Having the electric motor adds to the opulence of the interior as the car can cruise up to around 77mph on electricity alone. When the engine does cut in there is a sporty, but muffled, drone from the tailpipes.

In R-Design trim and with the ludicrous power reserves of this model, I have been completely won over.

As real-world testing comes into play, the tax advantage of these types of cars will be reduced, but those who can take advantage now are in for a treat.

THE RIVALS

- Porsche Macan GTS
- Mercedes-Benz GLE43 AMG
- Mitsubishi Outlander PHEV 5HS

P11D PRICE

Outlander	£46,000
XC60	£56,795
Macan	£58,158
GLE43	£62,030

BIK TAX AND CO₂

Outlander	9%/41g/km
XC60	14%/49g/km (from 2020)
GLE43	37%/199g/km
Macan	37%/215g/km

FUEL COSTS

XC60	8.53ppm
Outlander	8.57ppm
GLE43	16.25ppm
Macan	17.36ppm

DEPRECIATION

Macan	43.26ppm
Outlander	43.81ppm
XC60	50.09ppm
GLE43	50.51ppm

SMR

Outlander	5.64ppm
XC60	6.93ppm
GLE43	9.80ppm
Macan	13.84ppm

RUNNING COSTS

Outlander	£46,416/58.02ppm
XC60	£52,440/65.55ppm
Macan	£59,568/74.4ppm
GLE43	£61,248/76.56ppm

VERDICT

Although the Outlander wins on paper, it can't match the XC60 in the performance or luxury stakes. We included the Macan and GLE as they are more realistic rivals, but are prohibitively expensive by comparison.

Winner: XC60 T8

Running cost: *KeeResources* (4yr/80k)

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**Intelligent Mobility –
a consumer's
perspective**

*Steve Yianni, ex-chief
executive, Transport
Systems Catapult*



**The impact of transport
devolution on the
automotive industry**

*Stephen Joseph, chief
executive, Campaign
for Better Transport*



**Are we there yet?
Why the era of mobility
is drawing near**

*Richard Cuerden,
director, TRL Academy*



**The impact of Brexit
on business**

*Darren Jukes, leader of
industry, industrial products
& services partner,
PricewaterhouseCoopers*



**Fleet Trends –
a briefing of the
year ahead**

*Hannah Pickstone, head
of research, Sewells
Research & Insight*

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WHAT WE DO IN YOUR INDUSTRY

Fleet News magazine

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

Commercial Fleet magazine

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



Fleet events

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



Driving Business magazine

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

Websites and newsletters

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

Fleet Leasing magazine

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

Bespoke publications

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

FORD S-MAX

2.0 TDCI 150 TITANIUM AWD

S-Max has few rivals as SUVs replace some MPVs



S-Max has several pluses but sales of people carriers are falling in favour of SUVs

COSTS

P11D price £31,140
BIK tax band 29%
Annual BIK tax (20%) £1,806
Class 1A NIC £1,246
Annual VED £200 then £140
RV (4yr/80k) £9,450/30%
Fuel cost (ppm) 10.06
AFR (ppm) 11
Running cost (ppm) 1.96

SPEC

Engine (cc) 1,997
Power (PS) 150
Torque (Nm) 350
CO₂ emissions (g/km) 139
Manufacturer mpg 52.3
Real-world mpg* 42.9
Test mpg 40.9
Max speed (mph) 122
0-62mph (sec) 12.1
Current mileage 12,255

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

* Data supplied by Equi Index

By Matt de Prez

I've always had a bit of a soft spot for the Ford S-Max. The original model launched in 2006 and was widely regarded as being good to drive.

Ford also offered it with the 2.5-litre turbocharged engine from the Focus ST, which went some way to giving it wide appeal.

As time has moved on, the S-Max has evolved. It's got more tech, more style and more efficient engines (helping it to pick up five Fleet News Awards in the past decade). But the market has moved on, too. The rise of crossovers has seen many families deflect to more stylish SUVs instead and some manufacturers have responded by replacing their MPVs with SUVs.

That leaves our S-Max in a bit of a black hole, particularly as our model is a four-wheel-drive. While we wouldn't necessarily advise choosing an all-wheel-drive it has its advantages in the winter months.

At least that's the theory. We haven't had chance to find out as the

S-Max joined our fleet at the end of winter (later than scheduled). We'll hopefully put it through its paces over the final few months of its test.

The only other people carrier with all-wheel-drive is the SsangYong Turismo. It's much bigger than the S-Max, but not as good to drive. Its high CO₂ emissions (205g/km) also won't appeal to fleet managers. Coincidentally, because it is so cheap, its benefit-in-kind (BIK) tax is almost aligned with the S-Max's at £1,800 per year (20% taxpayer).

A better choice would be the new Škoda Kodiaq, which with seven-seats and a 150PS diesel engine costs the driver also £1,800 a year. Running costs are lower at 39ppm versus our car's 42ppm.

Having driven our S-Max back-to-back with the Land Rover Discovery Sport, I found the two offer remarkably similar driving experiences – in a good way. Both are very agile for such large cars. They have similar levels of efficiency (around 40mpg during our tests) but the S-Max is nearly £7,000 cheaper.

RENAULT MÉGANE
1.5 DCI DYNAMIQUE
S-NAV

The Mégane sustained a stonechip last month which resulted in a crack slightly too large for repair. Two lines expanding out from the chip totalled around 2cm – up to 1.5cm is suitable for repair.

A replacement windscreen was needed, but an additional complication with the Mégane Dynamique S Nav is the fitting of forward camera technology to assist the autonomous emergency braking system.

Unlike a straightforward windscreen replacement with a mobile fitter coming out when convenient, I needed to make an appointment for fitting at one of the glass replacement company's ADAS calibration centres.

The nearest one to my home near Peterborough is in Norwich, and it was estimated to take almost two hours, so even selecting the earliest appointment at 8am, it meant a 150-mile round trip and half a day away from my desk.

After the glass was replaced, the camera needed calibrating to ensure the autonomous emergency braking would work correctly.

This is rather less convenient than having a van coming to your place of work and completing the job in less than an hour, and a few problems with the calibration meant the booked time slot of two hours was exceeded slightly.

While the technology is relatively new, it's to be expected that calibration centres are fewer and farther between than desirable. But it's likely more will appear.

Maybe the technology will improve to the extent that replacing a windscreen won't require calibration, and a new windscreen would once again fall within the remit and ability of a man or woman in a van.

Simon Harris



AT A GLANCE – THE REST OF OUR FLEET

Mazda 6 2.2d SE-L Nav

A recent trip to Wales gave me another chance to reflect on how good the Mazda 6 is on a long journey. Extremely comfortable and very quiet.

BMW 5 series
520d M Sport

Two 120-mile journeys between Norfolk and Heathrow showed what a good long-distance cruiser the 5 Series is.

Honda Civic 1.0 Vtec
Turbo SR

Friends and family continue to be surprised that, despite its sporty looks, the Civic 'only' has a 1.0-litre petrol engine

PAUL TURNER

FOUNDER AND EXECUTIVE CHAIRMAN OF APD GLOBAL RESEARCH

Turner is entirely happy with his role in the automotive research company he founded. But driving of a different kind – golf – is an abiding love that features in many of his answers

The most pivotal moment in my life was joining a pioneering consultancy in 1995 called Mitac. It was challenging the existing conventions in automotive retailing and customer experience. Mitac's internal values and collaborative approach to working with its clients matched my philosophy and provided the inspiration for what we have built together at APD Global Research.

My favourite book is *The Wind in the Willows* because it has such wonderful heroes and a happy ending. I have fond memories of it being read to me by my parents, and later in life I was able to do the same for my son, Ben, at bedtime.

My favourite films are *The Lord of the Rings* trilogy. A wonderful adaptation of Tolkien's masterpiece, underpinned by a magical score and filled with amazing characters and sensational sets.

My hobbies and interests are theatre and rugby (both watching) and golf to keep fit.

I would advise my 18-year-old self is to take the assistant golf pro job at Stowmarket GC, and not to be seduced by the bright lights of London working as a gemmologist before the motor industry claimed me for its own.

If I were made Prime Minister for the day I would increase the salaries of the emergency services and nurses and junior doctors to a level which truly reflects their value and importance in our society.

My first memory associated with a car was being picked up from school by my grandfather in his Vanden Plas and playing with its radio which had an electric aerial.

I want to be remembered as a 'giver' not a 'taker' to loved ones, friends and colleagues.

The three vehicles I would like in my garage are the Mercedes-Benz S Class Coupé, Volvo XC 90 T8 and the EZgo golf cart.

My pet hate is avarice.

First fleet role In December 1981, I stopped off (I thought) at a Ford dealer in Norwich as a fleet administrator. A month later they opened a small lease company called Fleet Anglia. I enjoyed working with the financial and business sector so much I decided to stick around for 36 years!

Goals at APD To provide leadership and direction to my colleagues for delivering exceptional research products and services to clients, and continuing to widen the scope and sectors in which APD operates.

Biggest achievement in business Assembling a group of colleagues who share the same values, ideals and enthusiasm for meeting our client's needs and taking APD into new countries and industry sectors.

Biggest career influence My parents were successful business people. They instilled in me their work ethic and belief to challenge and ask 'why' if I did not understand or agree with a concept or convention.

Biggest mistake in business Being persuaded to try to help with my father-in-law's succession planning for handover of a third-generation company to his sons. I discovered why working with family and relations is not a good idea.

Leadership style According to my colleagues, somewhere between a collaborative autocrat and benevolent dictator.

If I wasn't in fleet I would join The European PGA golf body in some capacity, or playing now on the senior tour if I was good enough.

Childhood ambition To be a golf club professional in America. I thought playing, teaching and living in the US would be a blast.

Most memorable driver moment Driving down The Mall in London on a blazing hot summer's day with the car top down and 'London Calling' turned up loud.



Next issue: Pete Marden, fleet director, Halfords Autocentres



New EcoSport – another world class Ford SUV

The new Ford EcoSport offers enhanced versatility and capability, more refined interior and exterior styling, plus a range of new technologies such as Ford Intelligent All-Wheel Drive, which provides improved on- and off-road traction.

The sophisticated new EcoSport includes for the first time Cruise Control with Adjustable Speed Limiter and a rear-view camera, with SYNC 3 and floating touchscreen as standard across the range.

New EcoSport is also available for the first time as a sporty, Ford Performance-

inspired New EcoSport ST-Line model with 17" five-spoke Dark Tarnish alloy wheels, bodystyling kit and contrasting coloured roof and door mirrors for even further personalisation.

Ford Intelligent All-Wheel Drive is combined with an advanced new 1.5-litre EcoBlue diesel engine, delivering up to 125PS and optimised CO₂ emissions.

Ford's multi-award-winning 1.0-litre EcoBoost petrol engine also will be offered with three power outputs up to 140PS.

The new EcoSport's redesigned cabin features easier-to-use controls and soft-touch materials, a new centre console

and more comfortable seats, all complemented by a new premium B&O PLAY sound system offering, specifically calibrated for the new EcoSport.

Ford of Europe president Steven Armstrong said the new EcoSport "is another example of how Ford is growing our business on our strengths – including world-class SUVs".

Total industry sales of SUVs in Ford's 20 European traditional markets grew 27% last year and accounted for more than one in four new passenger car registrations. Ford's SUV sales in Europe grew more than 30% in 2016 and have risen by 27% in the first eight months of 2017.

'WE'VE ENHANCED THE QUALITY, TECHNOLOGY AND VERSATILITY'

Dynamic, rugged and refined new EcoSport exterior styling reflecting that of the mid-sized Kuga and large Edge SUVs is offered in 12 bold colours.

More personalisation options include contrasting roof colours that extend to the window pillars, upper door frames, rear roof spoiler and door mirrors.

Sophisticated new EcoSport driver assistance technologies and convenience features available include automatic headlights and rain-sensing wipers and Ford's Blind Spot Information System (BLIS) which can alert the driver to vehicles approaching alongside.

"We've enhanced the quality, technology and versatility of the new Ford EcoSport to deliver more of the confidence and control that compact SUV customers want," said Gary Boes, Ford's global B-car vehicle line director. "Drivers will feel more comfortable and self-assured than ever at the wheel."



NEW GRANDLAND X

WHEN OTHERS GO LEFT, **GO RIGHT**



P11D FROM £22,095

BiK FROM 22% | CO₂ FROM 104G/KM | UP TO 70.6MPG

From business journeys to a weekend adventure, Grandland X takes you whichever way you choose to go. With plenty of room for five, serious comfort, connected technology and safety features that include lane departure warning, forward collision alert* and Vauxhall OnStar, go your own way with Grandland X.

Isn't life brilliant.

3

**FREE 3 DAY
TEST DRIVE**

Pre-book your Grandland X 3 Day Test Drive.
Visit threedaytestdrive.co.uk



VAUXHALL

Fuel consumption information is official government environmental data, tested in accordance with the relevant EU directive. Grandland X range provisional fuel consumption figures mpg (litres/100km): Urban: 44.1 (6.4)-60.1 (4.7), Extra-urban: 57.6 (4.9)-80.7 (3.5), Combined: 51.4 (5.5)-70.6 (4.0). CO₂ emissions: 127-104g/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. 2017/18 tax year. Vauxhall Motors Limited does not offer tax advice and recommends that all Company Car Drivers consult their own accountant with regards to their own tax position. Grandland X Elite Nav 1.2 (130PS) Turbo Start/Stop model illustrated (P11D of £26,445) features Topaz Blue two-coat metallic paint (£565), silver-effect roof rails (£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. Includes 12 months of OnStar services from date of first registration and a 3 month/3 GB Wi-Fi free trial period (whichever comes first) effective from the date the customer accepts the nominated network operator Wi-Fi Ts&Cs. OnStar services and 4G Wi-Fi Hotspot are subject to mobile network coverage and availability. OnStar services require activation and account with OnStar Europe Ltd. Wi-Fi Hotspot service requires account with OnStar Europe Ltd. and nominated network operator. Charges apply after free trial period. The OnStar subscription packages could be different from the services included in the free trial package. Terms and conditions apply. Check vauxhall.co.uk/OnStar for details of availability, coverage and charges. Vehicles purchased without OnStar cannot have the required technology retro-fitted. Destination download is not available on Grandland X. Vehicle Diagnostics and Smartphone App do not support tyre pressure or oil life information for Grandland X. All figures quoted correct at time of going to press (October 2017). * = Standard on all models except SE.