

News

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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.



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Official EU-regulated test data are provided for comparison purposes and actual performance will depend on driving style, road conditions and other non-technical factors. 2017/18 tax year. General Motors UK Limited, trading as Vauxhall Motors, does not offer tax advice and recommends that all Company Car Drivers consult their own accountant with regards to their own tax position. New Insignia Elite Nav 2.0 (260PS) Turbo 4X4 auto models illustrated (P11D of £27,155) colours shown are Cosmic Grey two-coat pearlescent paint (£565) and Darkmoon Blue two-coat premium paint (£655), both models feature VXR Styling Pack (£850) and Driving Assistance Pack Four (£595), 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 only available on vehicles with factory installed navigation systems. All figures quoted correct at time of going to press (September 2017).

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FLEETS INFORMED

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Councils seek collaboration not confrontation with fleets on CAZs

Arval consultant says there's no need to panic over air quality proposals

By John Maslen and Matt de Prez

Fleet operators should not panic over upcoming air quality legislation and the introduction of Clean Air Zones (CAZs) affecting diesel vehicles.

This message of reassurance were delivered by David Watts, consultant at Arval, at a recent Fleet200 meeting while elsewhere councils were revealing they will seek consultation not confrontation with fleets about how best to implement clean air policies in accordance with Government directives.

Watts said Euro 6 vehicles won't be affected by the new regulations – which could include restrictions or charges for entering city centres – as most fleets will already be fully Euro 6 compliant before any changes come into play.

"Everything you read tells you this will be a bad thing, but there is a lot more to it," he said.

CAZs do not need to incorporate charging, but, if they do, the cleanest vehicles must be exempt. Currently the legislation outlines that Euro 6 diesel and Euro 4 petrol vehicles must be allowed free entry to such zones.

"The Government has said charging zones should be a last resort. They aren't in the local authorities interests because the practical impact is very big," he said.

"For fleets there is really nothing to worry about. You're not likely to get charged because your vehicles will already comply. The legislation won't be in effect until 2021-2022 either, so everything on your fleet should be Euro 6 by then," Watts said.

Meanwhile, council leaders and environmental chiefs are reaching out to the fleet community in a bid to work together on changes needed to curb air pollution.

In the UK Government's air quality plan, revealed

"There is no magic bullet, so there will be different interpretations as there is no guidance from Government"

Nottingham City council executive

earlier this year, 29 local authorities are expected to develop local schemes or introduce CAZs. There are tight deadlines for planning, with initial local air quality plans due by March next year and final plans to be in place by the end of 2018. Already six zones have been mandated seeing London joined by Birmingham, Derby, Leeds, Nottingham and Southampton.

This month, Scotland launched a consultation on how best to introduce low-emission zones (LEZs) following a commitment to have them in its biggest cities by 2020. Officials want to launch the first LEZ as early as next year.

Scotland Transport Minister Humza Yousaf said: "We have a clear vision for Scotland's air quality to be the best in Europe. The vehicles to be included in, or be exempt from, LEZs will be for individual local authorities to decide, but could include freight, taxis, buses and private motor vehicles."

LEZs were introduced in 1996 in Sweden to improve air quality, and there are now more than 250 LEZs across 15 European countries either operating or in planning phase.

The pace of change across the UK means local authority officials are still developing policy and liaising with the Government as they reach out to fleets to update them on potential changes.

Nottingham City Council has already held a briefing for more than 100 fleets to talk about its journey towards introducing a low-emission zone, although the picture for change is still emerging.

A council executive, who asked not to be named, said: "The guidance on how this is going to work is a bit grey. Most local authorities are under-resourced and departments are already tasked with carrying out a range of other roles, so there is a question over how they are going to fund and resource this additional work."

"Clarity is definitely needed. There is no magic bullet, so there will be different interpretations as there is no guidance from the Government."

"We have said to fleets 'the zone is coming and we will tell you what we know.'"

He said the council is working with businesses to support them, carrying out fleet reviews, speaking to fleet managers and discussing training needs, for example, so mechanics can deal with electric vehicles, as thousands are expected to take to the streets in the next few years.

Despite the concerns, Nottingham officials are confident they will be able to implement a successful scheme following their achievements in launching the country's only workplace parking charge in 2012.

The charge of £387 per space, levied on 5,500 car parking spaces, brings in millions of pounds a year for investment in public transport initiatives, which has included the funding of one of the world's biggest compressed natural gas bus fleets.

However, there are many hurdles to overcome for any zone.



Issues include the area covered by zones, how they will work the technology to monitor them and whether charges will be necessary.

As a result, there are concerns that a patchwork of different approaches will develop.

For example, some zones might require automatic numberplate recognition cameras to monitor vehicles entering a zone to ensure they are allowed. Alternatives being tested in Leeds uses 'geofencing' technology to automatically trigger electric hybrid engines to switch to zero-emission mode in polluted areas.

The Government has indicated that CAZs should be a last resort and this view is supported by Greater Manchester Mayor Andy Burnham, who says he has 'no intention' of introducing a congestion charge in the area.

Seven authorities within the Manchester metropolitan area – Bolton, Bury, Manchester, Salford, Tameside and Trafford – are named within the Government's clean air plan as areas that need to draw up pollution proposals.

A Manchester spokesman confirmed quotes given to local media by Burnham that he had "no intention of charging ordinary motorists".

Burnham said: "We need to improve air quality in Greater Manchester, but I have no plans for a congestion charge and no intention at all of punishing drivers of diesel vehicles."

There is no confirmation that he is ruling out charging for vans or trucks.

Burnham has appointed an 'environment tsar', Stockport Council chief Alex Ganotis, to lead efforts to make the conurbation a world-leading green city region 'where everyone can enjoy green spaces and breathe clean air'.

He will also attempt to get more people travel-

ling using sustainable forms of transport, particularly focusing on cycling.

Councillor Ganotis has also been tasked with implementing plans for a 'green summit', bringing together stakeholders to set a new ambition for carbon neutrality across Greater Manchester – which Burnham says could be achieved between 2030 and 2040.

Ganotis said: "Improving air quality and reducing carbon emissions are two of the most important challenges facing Greater Manchester."

"It's estimated that up to 2,000 people die prematurely in Greater Manchester each year due to air pollution and we're working hard to reduce nitrogen dioxide and particulate levels in the air as quickly as possible, alongside aiming for a 48% in carbon emissions by 2020."

"Fleet companies with the same ambitions would be more than welcome to join us and, alongside other partners and organisations, together we can address the issues of air quality and carbon reduction."

"We are looking at a range of solutions that could be implemented to improve air quality in Greater Manchester, but as the mayor has said we have no intention of punishing drivers of diesel vehicles as part of this."

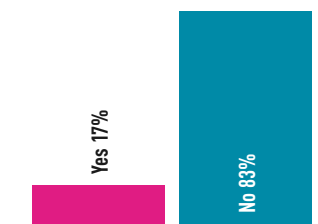
Scotland has also ruled out congestion charging, although the Transport (Scotland) Act 2001 provides the legal basis for local authorities, with the approval of Scottish ministers, to establish road charging schemes.

The consultation document points out that it is not Scottish Government policy to adopt road charging, so it does not propose road charging for LEZs, although it does plan to enforce zones with a national penalty scheme.

FLEET FACTS AND FIGURES

OPINION POLL

Do you think UK roads are suited to 'platoons' of autonomous trucks?



FleetNews view:

The Government has announced plans to carry out lorry 'platooning' trials on UK roads by the end of next year, but an overwhelming majority of respondents feel our infrastructure is not suited to the technology. Our view is that their concern is well-placed. Our motorways are unlike those in America and Australia, with many more exits and entrances, and platoons of trucks could cause visibility problems for motorists as well as difficulties for those looking to join or leave motorways.

This week's poll: Would you pay for goods with a contactless payment car key?

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LOCAL AUTHORITIES EXPECTED TO DEVELOP LOCAL AIR QUALITY PLANS OR INTRODUCE CLEAN AIR ZONES

- | | | |
|--|-----------------------------|-----------------------------|
| ■ Basildon District Council (DC) | ■ Gateshead Metropolitan BC | ■ Rotherham Metropolitan BC |
| ■ Bath and North East Somerset Council | ■ Greater London Authority | ■ Rushmoor BC |
| ■ Birmingham City Council (CC) | ■ Guildford BC | ■ Salford Metropolitan BC |
| ■ Bolton Metropolitan Borough Council (BC) | ■ Leeds CC | ■ Sheffield CC |
| ■ Bristol CC | ■ Manchester CC | ■ Southampton CC |
| ■ Bury Metropolitan BC | ■ Middlesbrough BC | ■ Stockport Metropolitan BC |
| ■ Coventry CC | ■ New Forest DC | ■ Surrey Heath DC |
| ■ Derby CC | ■ Newcastle CC | ■ Tameside Metropolitan BC |
| ■ Fareham BC | ■ North Tyneside Council | ■ Trafford Metropolitan BC |
| | ■ Nottingham CC | |
| | ■ Rochford DC | |

Councils seek increased powers to counter misery of congestion

Study shows average speeds dropping within the majority of big cities

By Gareth Roberts

Councils want more powers to deal with congestion on local roads, with average speeds falling in city centres across the country.

The Local Government Association (LGA) says they should be able to penalise motorists for moving traffic offences, such as blocking junctions, and introduce workplace parking levy schemes without getting Government approval.

Furthermore, it wants the same sort of long-term infrastructure funding for local roads maintenance as that enjoyed by Highways England and Network Rail.

It is forecasting that congestion will cost the economy £300 billion a year by 2030 – a tenfold increase of the current costs of £30.8bn a year.

Cllr Judith Blake, from the LGA transport division, said: "When the average motorist is

spending a working week every year sat in traffic on major roads, and losing almost a £1,000 in the process, it's clear councils need to be able to do more to tackle this growing problem."

The average speed on 'A' roads is now just 25.2mph, 1% slower than it was this time last year, according to LGA.

A new study of London from In-car Cleverness found that average driving speeds five miles from the centre reach just 8mph.

Since 2016, speeds within one mile of the city centre have dropped by more than a mile per hour, with the average driver now registering 5mph.

The study analysed nearly 400,000 journeys over the same three-month period in 2016 and 2017, measuring average miles per hour achieved when driving within a five-mile radius of major city centres.

In Edinburgh, drivers slow to less than 7mph toward the centre of the Scottish capital, while



"It's clear councils need to be able to do more to tackle this growing problem"

Cllr Judith Blake, LGA

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Official fuel economy figures for the BMW iPerformance range: Combined 83.1 – 148.7 mpg (3.4 – 1.9 l/100km). CO₂ emissions 78 – 44 g/km. Figures are obtained representative of what a user achieves under usual driving conditions. The BMW iPerformance Range is a selection of plug-in hybrid electric vehicles that require mains electricity for charging.

driving speeds within one mile of the centre of Manchester have dropped nearly 2mph in just a year, with motorists now averaging just more than 6mph.

Paul O'Dowd, head of sales at In-car Cleverness, said: "The figures paint a stark picture of how everyday commuters, drivers and even businesses are struggling to get around or operate in some of the biggest hubs in the UK."

However, Nottingham, which implemented a workplace parking levy for employers with more than 11 parking spaces in 2012, appears to be bucking the trend.

The charge raised £9.3m in 2015/16 which has been invested in Nottingham's public transport, including the second phase of the city's tram network.

The tram improvements led to an immediate £100m boost into the local economy and, unlike the rest of England's core cities, the number of car miles is in decline.

Between July 2014 and July 2015, after major works to improve the tram network were complete, Nottingham was the only core city in England to observe a reduction in journey time per vehicle mile on locally managed 'A' roads in the morning rush hour.

The LGA says all authorities should be able to use powers to introduce the workplace parking levy and not have to go through the process of seeking Government approval.

A further LGA request to beef up council powers when it comes to managing roadworks looks set to be granted, however.

Inner city congestion is costing the economy billions of pounds



The 2.5 million roadworks currently carried out each year cost the economy £4bn because people are unable to get to work on time or deliveries are delayed, resulting in higher costs for business.

But new Government proposals which would allow local authorities to charge utility companies by the hour to carry out works on selected routes have been announced (fleetnews.co.uk, September 4).

The charging regime would encourage them to avoid busy roads and peak times, and incentivise them to join together when they do need to dig up congested routes, says transport secretary Chris Grayling.

"This would not only improve journeys and cut congestion but also save businesses from the

increased costs they incur as a result of traffic on our roads," he said.

Successful trials in London and Kent have already seen severe congestion caused by utility works fall by more than half.

In London, utility companies have worked together more than 600 times since the trials began, up from just 100 beforehand.

Leon Daniels, managing director of surface transport for Transport for London (TfL), said: "It has been a resounding success in the capital, with the amount of severe disruption caused by badly-managed or poorly-timed roadworks more than halved.

"This has helped improve journey times for bus passengers, drivers and cyclists, while also helping to tackle emissions."



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The new Golf from £17,765 RRP. Model shown £27,950 RRP with optional metallic paint, 18" Jurva alloy wheels and LED headlights. Standard EU Test figures for comparative purposes and may not reflect real driving results.

Official fuel consumption figures for the new model range in mpg (litres/100km): urban 29.4 (9.6) – 68.9 (4.1); extra urban 44.8 (6.3) – 74.3 (3.8); combined 37.6 (7.5) – 72.4 (3.9). Combined CO₂ emissions 102 – 180/km.

Seven-fold rise in drug-driving poses increased threat to firms

Research suggests health and safety practices may need to be revisited

By Gareth Roberts

Convictions for drug-driving have risen from four drivers a day in 2015 – when new legislation and roadside tests were introduced – to 27 a day, last year.

The close to seven-fold increase, according to a new report from the Department for Transport (DfT), equated to almost 10,000 convictions last year. Some 1,442 motorists were convicted for offences including being in charge of, attempting to drive, or causing death after exceeding the legal drug limit, the previous year, when the rules changed.

The new law made it illegal to drive with certain drugs in the body above specified limits – eight illegal drugs and nine prescription drugs. If caught, drivers face losing their licence for at least a year, being fined up to £5,000 or a spell in prison.

Police forces now also have access to improved screening equipment to test suspected drug drivers for cannabis and cocaine at the roadside.

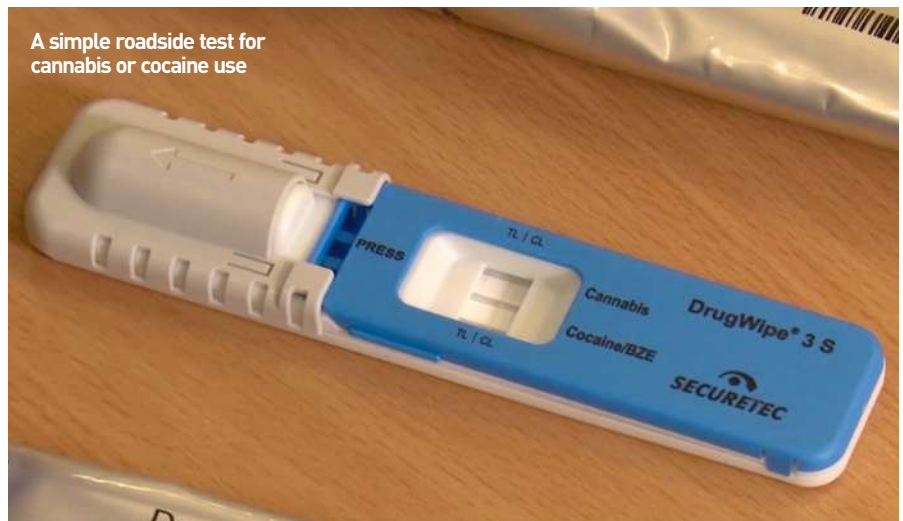
Furthermore, they are able to test for other drugs such as ecstasy, LSD, ketamine and heroin at a police station with a blood test, even if a driver passes the roadside check.

National Police Chiefs' Council (NPCC) lead for roads policing, chief constable Anthony Bangham, said: "This change in the law has enabled us to prosecute thousands more dangerous drivers who may have previously escaped detection yet still presented a very serious threat to other road users."

In its evaluation of the new legislation, the DfT report shows that of the drivers who underwent a preliminary drug screening, approximately 94% were male and 64% were aged between 16 and 29 years.

Fewer women than men report having driven while under the influence of illegal drugs. In 2015/16, 6.3% of men (11.5% in 2014/15) and 2.7% of women (4.2% in 2014/15) who had taken illegal drugs in the past 12 months reported that they had driven while under the influence of illegal drugs.

A simple roadside test for cannabis or cocaine use



For 2015/16, as a percentage of all drivers, 1% of men and 0.2% of women reported they had driven while under the influence of illegal drugs in the previous year.

Suzannah Robin, a drug and alcohol safety expert at AlcoDigital, believes drug-driving poses a real threat to fleets.

Almost a third of employees admitted using drugs at work, with a significant number of them claiming to be 'under the influence' every working day, in a 2015 survey by protecting.co.uk.

Robin said: "Although there is still no legal

requirement for an employer to adopt a drug or alcohol testing policy, they do have an obligation to maintain a safe working environment as part of the Health and Safety at Work Act – and, as these statistics prove, drugs could certainly be an issue in any workplace if practices for detecting misuse aren't implemented."

For the past 14 years she has helped numerous businesses implement alcohol and drug testing policies for their staff through certified training programmes.

"One of the things that concerns companies from the outset is how their employees are going to react to a new testing policy being introduced," she said.

Employers should always communicate clearly with employees before introducing new policies, encouraging staff to declare any medical or dependency issues that could potentially affect a drug test.

She concluded: "Ensuring your workforce fully understand the rationale behind the decision, and what the potential consequences of a positive test result will be are pivotal to operating a best practice policy."



"Drugs could certainly be an issue in any workplace"

Suzannah Robin, AlcoDigital

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Model shown is C-HR Dynamic 5 door Coupe FWD Hybrid 1.8 VVT-i Auto at £28,085. Prices correct at time of going to print. 5 year / 100,000 mile manufacturer warranty subject to terms and conditions.

Welsh police rolls out dashcam pilot to catch dangerous drivers

No current plans to extend to rest of UK but NPCC keeps eye on developments

By Tom Seymour

Police forces across Wales are extending a pilot scheme to use public dashcam footage to help catch dangerous drivers. Operation Snap was run by North Wales Police (NWP) in October last year and is now being rolled out across the country.

NWP has dealt with 129 cases as a result of footage submitted and said it has helped reduce case times by 12 hours each. Footage can be used to prove innocence as well as guilt.

A recent survey by the Road Haulage Association (RHA) found 50% of fleets are now using dashcams and another 30% are actively considering introducing them. UK dashcam provider VisionTrack has seen sales increase 40% in the past year.

A spokesperson for NWP said: "[Operation Snap] is our response to the increasing volume of video and photographic evidence relating to driving offences that members of the public have seen and submitted.

"These reports have been coming in to us in all sorts of ways. So we have developed a streamlined process to deal with them, which will, hopefully, make it easier for all involved."

The police are advising fleets and any members of the public that have footage from a dashcam that has captured dangerous driving to upload it to its secure online portal.

John Pryor, ACFO chairman, said if a dashcam is company-owned it would be down to that individual fleet to decide on releasing footage.

He said: "I have heard of companies that have used the dashcam to stop bogus insurance claims and also provide details for police.



More and more people are sending police evidence of bad driving they have captured on their dashcams

"There could also be reasons fleets do not want to release but I'm sure a lot of companies would provide input if requested under their civic duties. Dash cams have a use and, like all the equipment on cars, they have to be used responsibly."

The remit of the National Police Chiefs Council (NPCC) is to help coordinate operations, but a spokesman told *Fleet News* rolling out Operation Snap across the rest of the UK is not currently under consideration. He said: "Forces are operationally independent so this is, at present, still an operation without involvement from us.

"If we were to do this, it would involve senior

NWP officers making a case to us, usually through the relevant portfolio – in this case, roads policing led by chief constable Anthony Bangham – who would then consider whether it would be helpful to roll this out. As of yet, that hasn't happened and we haven't discussed this in the roads portfolio."

However, Operation Snap has been flagged to the NPCC as something to watch and raise at the next roads meeting.

NWP has urged drivers not to upload any footage to social media, something The AA is already lobbying Government about due to the growing number of people sharing footage online. However, The AA is supportive of dashcam evidence being submitted to police, who can assess it and speak to the other party before action is taken.

Any driver uploading footage to a police online portal must be willing to give a statement and go to court to support the video evidence if needed. Footage has to be unedited and include the whole journey, not just the incident.



"I'm sure a lot of companies would provide input if requested under their civic duties"

John Pryor, ACFO

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*Calls are free of charge from all consumer landlines and mobile phones. If you are calling from a business phone, you should check with your provider whether there will be a charge for calling an 0800 number. Model shown is new 308 GT SW in Magnetic Blue metallic paint. Advanced Driver Assistance Features are optional. New 8-speed (EAT8) automatic transmission is available to order from November 2017 production and is available on GT versions only. Visit business.peugeot.co.uk for more information. Information correct at time of going to print.

Fleet experts pool 76 years of knowledge at FML advice zone

Event attendees can book a free half-hour session with one of their peers

By Stephen Briers

Fleet decision-makers will have an unprecedented opportunity to learn from their peers at Fleet Management Live (FML) in a new Fleet Advice Centre run by members of the FML advisory board.

Five leading fleet managers, including Alison Moriarty, fleet risk and compliance manager at Skanska, Stewart Lightbody, head of fleet services at Anglian Water and Dale Eynon, director Defra Group Fleet Services, have agreed to give up their time to offer free one-to-one consultations to organisations running vehicle fleets about issues they are facing.

The advisors have a combined 76 years' experience in fleet, with expertise in everything from safety innovations, tenders and fleet mergers, to environmental initiatives and managing difficult drivers. They are all members of the FML advisory board and have played a crucial role in shaping the content for this year's event, which takes place at Birmingham NEC on October 3-4.

The Fleet Advice Centre will be a dedicated zone open to managers working in every area of fleet management, from fleet departments to procurement, HR and finance. Visitors will be able to book an appointment on the day at the reception desk for a free 30-minute meeting with a leading fleet professional.

Stewart Lightbody said: "In the interest of

"Ask the Expert' zone will allow fleet managers and their teams to ask for and get impartial advice to any issue they are struggling with"

Dale Eynon, Defra/Environment Agency

raising awareness and supporting the wider fleet manager community, I was more than happy to volunteer for the 'Ask the Expert' zone. If I can share my fleet experiences with anyone and they can leave feeling better informed or at least not out on a limb with no support, then I think it will be time well spent."

Dale Eynon added: "The big challenges facing fleet managers may often seem overwhelming and daunting, particularly if you are a relative newcomer to the industry. The 'Ask the Expert' zone will allow fleet managers and their teams to ask for and get impartial advice on any issue they are struggling with, or they can simply use the experts to bounce ideas off to see if they are

on the right track – all in an informal and open environment."

So far, more than 600 fleet and transport managers have registered to attend Fleet Management Live, up 20% on the same time last year, including almost half of the UK's 200 biggest fleet operators. Organisations signed up are responsible for procurement and managing almost 400,000 cars and 300,000 light commercial vehicles.

In addition, the number of HR, procurement and finance managers with fleet responsibilities has more than doubled, exemplifying the trend towards a broader decision-making unit within many organisations, including outsourcing day-to-day management to leasing or fleet consultancy companies.

Fleets attending FML2017 will have the opportunity to learn from industry experts in nine best practice seminars – including funding, telematics and risk management – and hold in-depth conversations with more than 100 exhibitors at the UK's biggest fleet management event.

Nine of the FN50 top 10 leasing companies – and 18 funders overall – will be exhibiting, offering advice on a range of topics, including total cost of ownership methodology, how the new rules on the Optional Remuneration Arrangement affect cash allowance and salary sacrifice, and residual value forecasting.

■ **Fleet Management Live preview, pages 27-50.**

THE ASK THE EXPERT ADVICE PANEL



Alison Moriarty,
Skanska
October 3 and 4



John Pryor,
ACFO/Arcadia
October 4



Dale Eynon, Defra/
Environment Agency
October 3



Stewart Lightbody,
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October 3 and 4



Lorna McAtear,
Royal Mail
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Highways England steps up battle to improve motorway air quality

RAC Foundation says some initiatives are 'blue sky thinking at its extreme'

By Gareth Roberts

Pollution-absorbing polymer, roads covered in canopies and more smart motorways are being considered by Highways England. The measures, which also include proposals to expand the rapid charging network for electric vehicles, are included in its air quality strategy.

Many motorway service areas have already installed rapid charging points, but Highways England says it will work with operators to ensure this becomes a "comprehensive national network".

It says it is already working to ensure that 95% of the network will have a charging point every 20 miles and, where possible, these will be rapid charge points that can charge an ultra-low emission vehicle (ULEV) in less than 30 minutes.

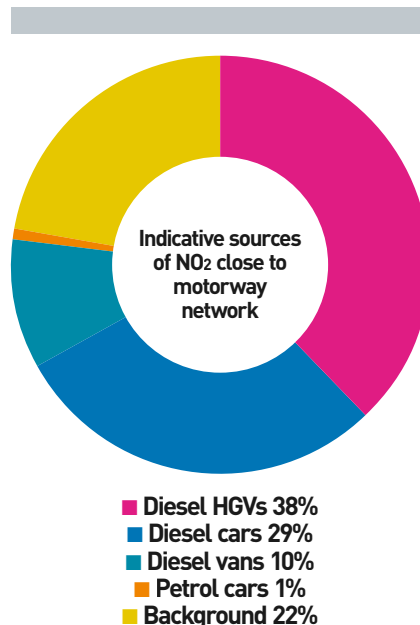
Furthermore, to ensure it identifies the right measures to improve air quality and deploys them quickly on the network, it is undertaking 10 pilot studies which started in 2015 and are due to end next year.

They include a trial of a barrier incorporating a new polymer material with the potential to absorb nitrogen dioxide (NO₂).

Highways England started trialling an air quality barrier on the M62 in 2015. The 100-metre long barrier was initially four metres high before being raised to six in early 2016, after which the polymer was introduced. If successful, they could be rolled out across the network to pollution hotspots.

However, Highways England says it is also investigating if it can reduce the costs to construct a canopy which would work in combination with the barriers to create a pollution tunnel.

Trials of a similar system have taken place in the Netherlands, where it was concluded the structures could be effective but the costs were considerable, at between €15 million (approximately £13.75m) and €70m (£64.2m) per kilometre of motorway.



The pie chart illustrates how HGVs, diesel cars and vans together contribute to 77% of the NO₂ close to the motorway network.

Source: Highways England

Steve Gooding, director of the RAC Foundation, told *Fleet News*: "Clever engineers at Highways England are straining every sinew to improve air quality but this appears to be 'blue sky thinking' at its extreme."

However, he said: "The idea of having a canopy appears to be more about containing the problem rather than solving it."

"What we need to see is accelerated 'greening' of the fleet, starting with the trucks where retrofitting is an option and moving rapidly to vans where we need to see alternatives to the

traditional diesel coming to market."

The pilot studies being launched by Highways England also include the use of incentives to speed up the modernisation of the heavy goods vehicle (HGV) fleet and an electric van demonstrator project seeking to find ways to accelerate the uptake of the cleanest vehicles.

Details will be announced in due course.

Although emissions standards have tightened over time, there is still a significant number of older, more polluting vehicles.

For example, HGVs remain on the road for around seven years before they are replaced with cleaner vehicles while cars typically have a 15-year shelf life.

The Highways England strategy recognises replacing these vehicles is important given it is expanding the strategic road network with predictions that the volume of traffic is expected to rise by up to 55% between 2010 and 2040.

As such, it says it will assess the feasibility of introducing ULEVs for its traffic officers and explore opportunities to promote the use of low emission vehicles by its supply chain.

Looking further ahead, it says it also wants to explore methods to dynamically manage traffic, especially when air quality is poor and examine the use of technology to switch ULEVs to zero emission mode in areas of poor air quality.

A trial of the same technology, which is being coordinated by intelligent mobility experts at the Transport Systems Catapult, gets underway in Leeds later this year (*Fleet News*, August 17).

Furthermore, Government cash is helping Highways England to deliver 50 continuous monitoring stations across the network to give real-time air quality information.

The first new monitoring stations were installed on the M1 through South Yorkshire and have been operating since summer 2015.

It says that many more stations are now operating across the network and it is hoping to complete their installation by spring 2018.



Motorways could get pollution tunnels but the cost would be considerable



"The idea of having a canopy appears to be more about containing the problem rather than solving it"

Steve Gooding, RAC Foundation

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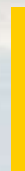
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THE BIG PICTURE

By Stephen Briers, editor, *Fleet News*



With less than four weeks to go to Fleet Management Live, we have dedicated a large part of this issue to the event which, just three years after launch, has become the UK's biggest

and most important event for fleet operators. Our preview starts on page 27.

If you haven't registered for your free ticket I urge you to do so – you won't be disappointed. We have worked more closely with fleet operators than ever before, creating a visitor advisory board to help us shape content that is relevant and useful to everyone, from the largest fleets run by the most professional fleet and transport managers to the smallest SMEs, and covering the interests of all decision-making functions, whether HR, procurement or finance.

"I guarantee you will find something of use – a nugget of knowledge to help you"

I recommend bringing along your finance, procurement or HR directors as well, so they can understand some of the opportunities that exist for improving efficiencies. It might help you to get that next proposal off the ground.

I guarantee you will find something of use – a nugget of knowledge to help you make changes for the better on your fleet

Talking of nuggets, the latest Fleet200 executive club meeting (details on the *Fleet News* website) saw an informative DVLA presentation on latest and forthcoming digital services, including enhancements to the view and share licence service being tested.

We also had a forthright address from David Watts at Arval about air quality and the widespread misreporting from the media on what urban regulations might mean for fleets.

David says there's no need to panic, particularly as most fleets will be running Euro 6 diesels which will not be included in potential charging frameworks (he's also sceptical about any of the affected cities even introducing a charging scheme). His advice? Just make sure you keep up-to-date with developments.

YOUR LETTERS

PARKING SPACES

Drivers should be fined when in the wrong space

EDITOR'S PICK



Bianca Castafiore wrote:

Having read 'Angry motorists want fines issued for misuse of parent-and-child parking' (fleetnews.co.uk, August 31) I agree that people should be fined for parking in parent-and-child bays, and, for that matter, disabled bays too.

These bays are naturally closer to the store and therefore tempt other drivers to use them.

As a driver of a larger than average car and a classic car, I confess to sometimes parking over the lines at supermarkets to avoid careless people opening doors onto my car.

Before I get slated for this, please note that I always park at some distance from the store, and I don't do it if there are very few spaces

available. Most of our parking is done in the evenings when the car parks are generally pretty empty anyway, but I don't like to take chances.

Supermarket car parks always have the most amount of careless parkers, some of whom can barely reverse out of the spaces.

I did visit an Asda store recently in Wolverhampton, and its car park was the best I have seen.

They seem to respect the fact that many people look after their cars or have larger cars, and have actually made the normal bays furthest away from the shop larger than those nearest. This seemed a great idea to me, but sadly I have not seen others follow.

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

Dan added:

As in every kind of unsupervised implementation it just takes a few to ruin it for the many. The problem is not the fines, it's the attitude. One could easily throw in an empty child seat and abuse the privilege with no one asking questions.

Anna continued:

I totally agree with fines being implemented. I have a three-year-old and do not park in these bays as my

son is more than capable of walking. These bays should be for parents and babies, or younger children that need to be in pushchairs etc.

Also a number of disabled people have started parking in parent and child bays as the disabled bays are all being used. If a parent was to park in a disabled bay they would get a ticket?

It's all wrong and people need to start abiding to the rules of the car park and consideration for others wouldn't go amiss, either.

ARTIFICIAL INTELLIGENCE

How intelligent will cars become?

Mark Tilley wrote:

Having read 'Our test fleet: Honda Civic 1.0 VTEC Turbo SR company car review – August 2017 update' (fleetnews.co.uk, August 15) I always enjoy reading about new car models and how their drivers perceive them. However, Sarah Tooze's report on the Honda Civic did make me chuckle.

Some years ago I supplied a 12-month-old Renault Vel Satis 3.0D to my parents. Big, cheap and powerful enough to tow their caravan.

My mother was driving home from a dental appointment one day and heard a chiming noise coming from the car. She had no idea what it meant.

After a couple of minutes a voice came from the car: "Please put your safety belt on." Mum, being mum, responded immediately and put her belt on straight away, replying as she did so: "Sorry, I am doing it now."

I wonder how intelligent these systems will become in the future. Much more intelligent than most of us drivers, I guess.

TRAFFIC FLOW

Low speeds due to bad management

Brett wrote:

Having read 'City driving speeds fall for commuters, says In-car Cleverness' (fleetnews.co.uk, September 5) I honestly believe the low speeds are due to poor traffic management by council planners.

Most traffic lights are out of sync with each other and speed limits are reduced on main trunk roads that lead in, out and through cities. Of course, the increase of traffic hasn't helped but even at 7pm I always hit half of the traffic lights leaving Sheffield.

In fact Penistone Road, Derek Dooley way, Sheffield's Ring Road and the Parkway are all examples of bad planning.

They've replaced roundabouts with traffic lights and removed many underground walkways, forcing pedestrians to go back crossing the roads. This latter was due to people sleeping rough in the tunnels and crime-related issues.

All these add to the increase in stop-start traffic. Many points of Penistone Road could have traffic lights replaced with 'give way' signs and planners could restrict traffic turning right to a few points on the road (or go back to the roundabouts that worked).



ELECTRIC CARS

Bays should be EV only

Ian wrote:

Having read 'Electric vehicle owners warned of 'charge rage' in London' (fleetnews.co.uk, September 4) I suspect that charge rage in the UK will be caused more by people with internal combustion vehicles parking in EV charge bays.

We see this a lot in Milton Keynes where we have many charge points but also many members of the public who think it is fine to park in these bays.

However, Bryn added:

Milton Keynes is the best served city for electric points anywhere in the UK.

The threat of charge rage is nothing to the jubilation of completing journeys knowing that there were zero tailpipe emissions.

Not to mention range jubilation which is unique to electric-only cars and occurs when motorways are restricted to 50 or 60mph.

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Burning question:
What is your earliest memory associated with a car?

Editorial

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Stephen Briers 01733 468024

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My mum's A40 failing to start on cold mornings

Deputy editor

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Aged three, falling out of the back of my parents' Mini and chipping my tooth – we'd just come back from the dentist

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Going to Woburn Safari Park in my parents' green metallic Morris Marina

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My mum claiming she dipped the headlights in her Morris Traveller by nodding her head. The dip switch was actually in the footwell.

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Getting my finger stuck in the door handle of a MK2 Golf GTI

Photos Chris Lowndes

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In the mid '80s I used to ride around in the open back of my dad's truck

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Sitting in a car outside a pub with crisps and lemonade while my dad was inside

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Driving to the beach, in the boot, in the rain

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Erika Small 01733 468312

Being very young and left in my parents' car: I unknowingly pushed the cigarette lighter, took it out and burnt myself with it

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FLEET OPINION

AIR QUALITY

Real-time emissions fairer to fleets

By Matthew Pencharz

“After defeat in three legal cases the Government published its latest air quality plan to address levels of nitrogen dioxide (NO₂) in July.

We know that the action necessary to reduce NO₂ levels will come at a cost, with the Government's central scenario estimating it at around £2 billion. This will fall hardest on diesel drivers.

The air quality plan mandates 29 local authorities, where NO₂ levels are expected to stay stubbornly high, to prepare plans by next March to bring down those levels as quickly as possible.

The Government's own modelling shows quite clearly that this is through introducing Clean Air Zones (CAZs), which would levy a fee on older, more polluting vehicles. However, mindful of the financial impact, the Government is asking local authorities only to implement charging CAZs if there is no other route to getting NO₂ levels down.

So with the Government currently failing to give political cover and even much financial assistance to hard-pressed local authorities there is a danger that the action necessary to improve air quality is not taken, leaving our towns and cities smothered in pollution.

But what if there were a cheap, fair and smart way to deliver charging CAZs? A way to reduce both the compliance and enforcement cost, and give power to drivers to reduce the charge paid while incentivising better and safer driving?

Tantalum developed technology a few years ago to estimate in real-time the fuel usage, and therefore carbon emissions, of a vehicle by using a device connected to a vehicle's on-board computer.

In receipt of a recent grant from Innovate UK and the Centre for Connected and Autonomous Vehicles, Tantalum is using this technology to develop real-time NO_x emissions estimations.

Working with Imperial College, the technology will be able to deliver – in less than a year – a scheme to enforce CAZs where drivers would pay on the actual environmental impact of a journey based on the amount of NO_x and CO₂ produced.”

“Drivers would pay on the actual environmental impact of the journey”



Matthew Pencharz,
lead on Air Car
project for Tantalum
Corporation



Roger Williams,
RAC business
director of sales

ROAD SAFETY

Fast-track OSA treatment for drivers

By Roger Williams

“It's possibly one of the biggest safety issues fleet drivers face today, yet only about a third of managers say they are aware of obstructive sleep apnoea (OSA) and its deadly potential.

It's a condition that causes daytime drowsiness by repeatedly interrupting breathing during sleep, unbeknown to the sufferer. It affects around one in 10 middle-aged men in the UK, with many more going undiagnosed, but among commercial vehicle drivers it's probably more like 15-20%.

The consequences of falling asleep at the wheel are clear and devastating, but in actual fact, the condition itself is easily diagnosed and fast and effective treatment is available so drivers can return to duties without risking their lives, or those of other road users.

However, the challenge is how to encourage drivers to come forward for treatment because, if diagnosed with OSA, the driver must voluntarily stop driving.

As such, drivers are reluctant to come forward and highlight their symptoms to employers because treatment times vary across the UK and they fear they may lose their job if they have to wait many months for treatment.

That's why the RAC, along with other key industry bodies through the OSA Partnership Group, is supporting a campaign to reduce the waiting time from diagnosis to treatment for vocational drivers to a maximum of four weeks.

This fast-tracking service, which was piloted in Newcastle, is now being made available in other parts of the country thanks to some excellent work by health professionals.

But it needs to be rolled out nationwide and have the backing of the departments for both transport and health.

In the meantime, fleet operators can help their drivers by raising awareness of the condition and introduce screening programmes to identify cases where treatment is needed.

It's clearly in everybody's interests to address this issue and by encouraging treatment for the condition we will see safer drivers and lower accidents costs.

But Government backing is crucial to success. To register your support, contact the OSA Partnership Group and back the FourWeek Wait campaign.”

“Drivers fear they may lose their job if they have to wait many months for treatment”



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ASK NIGEL

In our regular feature, Nigel Trotman, *Fleet News* Hall of Fame member and two-time *Fleet News* Award winner, gives advice on your fleet challenges and queries.

COMPANY CARS/CASH ALLOWANCE

Q I have always been an advocate of the company car but, given the new optional remuneration arrangements and recent increases in benefit-in-kind (BIK) and VED, it's becoming increasingly difficult to convince management we should continue with a car scheme and not simply give everyone a cash allowance. I understand the duty of care implications and always argue for company cars but I fear this argument is not as strong as it used to be. Aside from duty of care, what can I say to convince the board we shouldn't go to cash only?

A For as long as I have been involved in fleet, the perception among senior management that giving cash rather than operating a car scheme is cheaper and easier has been a constant theme.

On one occasion my then chief executive said he had been told by one of his peers we would "deliver real benefits" by switching our 1,500-plus fleet to cash.

When we did the full analysis, it would have cost the business more than £1 million a year extra and we would probably have lost some key staff.

Interestingly, that was at a time when the term 'duty of care' and the implications for drivers using their own cars for business were barely understood.

He was also surprised to be told the transition would take four years if the business did not want the significant additional costs of terminating the existing fleet.

My approach would be to go back to basics – why does the organisation operate cars at all?

Is the fleet a key business resource, designed to support the delivery of goods and services to customers, or is it simply part of a benefits package aimed at recruiting and retaining the best staff? Is it somewhere in between?

Basically, the more critical the fleet operation is to the success of the organisation, the stronger the case for it to be properly designed, structured and managed.

Would your organisation allow any other key element of its operations to be delivered by individual employees based on their personal views and requirements? I don't think so! A true working fleet is a key element in delivering business success in many organisations – and deserves to be managed as such.

On the flip side, if the fleet is what we used to call a 'perk' one then the case is somewhat different, and there is less risk to the success of the business in providing cash only. However, even here there remains a need for a proper policy and management, including, of course, the duty of care elements.

"My approach would be to go back to basics – why does the organisation operate cars at all?"

The new optional remuneration arrangements will prompt many organisations to re-examine their provision of vehicles I'm sure.

One further thought. As we approach the brave new world of 'business mobility' and 'mobility budgets' cash-only policies will come under increasing scrutiny.

If your organisation gives staff cash rather than a car, how are you going to manage all their associated travel costs and ensure you are not paying them to run a car and covering public transport and/or hire costs as well?

After all, many cash policies do not require employees to actually buy a car with the cash. It would also not surprise me if in future HMRC takes a detailed interest in whether staff are receiving a benefit they might tax.

Your fleet policy and approach must reflect the needs and culture of your business. So ask yourself, would cash-only really do that for yours – and if not, why not?

■ The next Ask Nigel will be in the October 12 issue.

Nigel Trotman has more than 25 years' experience in the fleet industry.

As fleet manager at Whitbread, he scooped two *Fleet News* Awards – fleet manager of the year (large fleets) and UK fleet of the year – before making the switch to consultancy at major leasing companies Lex Autolease and Alphabet. He entered the *Fleet News* Hall of Fame in 2013.

Formerly he was secretary of ACFO Midlands and was an ICFM board member.

Do you have a fleet challenge you would like Nigel to answer?

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YOUR GUIDE TO THE CHANGING FACE OF FLEET – FLEET MANAGEMENT LIVE 2017

Gain a wealth of advice and information, network with your peers, discover the latest innovations, meet a wide range of potential suppliers, all under one roof

There are just a few weeks to go until the biggest show in fleet – Fleet Management LIVE 2017 – opens its doors at the NEC in Birmingham.

The largest event in the industry's calendar will welcome thousands of managers from every industry sector, covering the smallest to the largest fleets of cars, vans and trucks.

Managers with a combined fleet of more than 700,000 vehicles will pack the halls at the event, where more than 100 exhibitors will be on hand to provide advice and information about the changing face of fleet management.

This year's show, supported by headline sponsor Mobileye, is bigger and better than ever as it has undergone record expansion to incorporate the Commercial Fleet Van & Truck Show. So every area of the industry is covered under one roof.

There will be benefits for everyone, whether they operate cars or commercial vehicles and whether their role is fleet or any other essential fleet-related title, such as HR, procurement, purchasing, finance, risk management, transport, corporate mobility or business travel.

To accommodate the growth, the event has

moved to a new, larger hall at the NEC to make this year's show the largest ever.

The expansion reflects the wishes of vehicle operators, many of whom operate both cars and commercial vehicles.

It also ensures visitors can extract the maximum value from their day by meeting a range of suppliers covering all their needs, while also networking, discovering the latest innovations, learning industry best practice and obtaining important advice on future fleet developments.

To pack the maximum value into the two-day show, Fleet Management LIVE includes a series of presentations, best practice sessions and seminars on a range of key industry subjects.

There are also special exhibition areas that focus on key fleet issues, including a Bluelight Zone and Fleet Technology Zone.

The importance of Fleet Management LIVE is recognised by a range of leading industry associations.

Supporters of the event include fleet opera-

tors' association ACFO, the ICFM (formerly the Institute of Car Fleet Management), the Freight Transport Association's Van Excellence programme, Greater Birmingham Chambers of Commerce and the National Association of Police Fleet Managers.

One of the UK's leading HR publications, HR Grapevine, is partnering with the show to reflect the wide range of executive roles that encompass modern fleets.

Other publications supporting the show, in addition to hosts *Fleet News* and *Commercial Fleet*, include *Fleet Leasing* and *Driving Business*.

A focus on in-depth research will also be provided by Sewells Research & Insight.

Chris Lester, event director, said: "Managers from every area of the market will visit to assess, evaluate and learn, in areas from fleet management to finance, HR and procurement.

"Our growth reflects the interest shown by fleet operators who attend this event and benefit enormously from what it has to offer."

WHO SHOULD ATTEND?

- FLEET
- FINANCE
- PROCUREMENT
- HR
- TRANSPORT
- BUSINESS TRAVEL
- CORPORATE MOBILITY
- SMEs

DISCOVER THE CHANGING FACE OF FLEET MANAGEMENT

AN EVENT OVERVIEW: WHAT TO EXPECT FOR 2017

2,000+

VISITORS TO ATTEND

120+

EXHIBITORS

10-1,000+

CAR- AND LCV-SIZED FLEETS REPRESENTED

20+

EXPERT SPEAKERS

9

BEST PRACTICE SESSIONS FOR FLEET AND TRANSPORT MANAGERS

6

DISCOVER FLEET THEATRE SESSIONS FOR HR, FINANCE, PROCUREMENT AND SMEs

PLUS: NEW FOR 2017 – INTELLIGENT FLEET TECHNOLOGY

The Intelligent Fleet Technology Zone is the latest cutting-edge addition to this year's Fleet Management LIVE. Visit the eight specialist interactive 'pods', to gain information about the latest vehicle innovations currently/imminently available and how they can support your fleet. Showcasing technology including:



CONNECTIVITY



OEM's – AR & VR



SAFETY TECHNOLOGY



MOBILITY - MAAS



AUTONOMOUS VEHICLES



LAST MILE

Sponsored by **ALLFLEET ONLINE**

DISCOVER FLEET THEATRE WILL GUIDE HR, FINANCE, PROCUREMENT AND SMEs

The Discover Fleet Theatre recognises the wide range of roles involved in organising and supporting modern fleets. The theatre will provide expert sessions where guidance will be designed specifically for the specialist roles that support mobility outside the traditional fleet management department.

The Discover Fleet Theatre is aimed at professionals in finance, procurement and HR as well as SME owners/managing directors.

Each area will be covered by an expert speaker during sessions that promise to deliver an unparalleled level of knowledge and insight into the key mobility-related challenges and opportunities facing each business area.

A total of six sessions will run over two days at the event on October 3-4, offering a value-added element to the show for visitors.

The SME session will cover fleet essentials, offering a blueprint for running vehicles that saves time and money.

During the session, presentations will be made by Paul Hollick, chairman of the ICFM, and Alan Asbury, director of CLS Energy.

Finance executives can attend a seminar on funding a cost-effective fleet, offering flexible strategies to enhance return on investment in vehicles.

These sessions will be hosted by David Rawlings, fleet consultant with BCF Wessex Consultants, and Alastair Kendrick, employment tax partner at Harwood Hutton Specialist Tax Services.

HR managers who are involved in fleet will benefit from a session on balancing risk and reward, which looks at how to maintain an attractive choice list and develop strategies to

keep drivers safe. These sessions will be hosted by Caroline Chapman, consultant at Chapman HR Consulting, and Brian Cooper, senior manager, people advisory services at Ernst & Young.

Finally, decision-makers in procurement will be briefed on how to drive efficiencies in fleet purchasing during insightful presentations from David Oliver, procurement manager at Red Bull, and Graham Short, fleet manager at Zip Water UK.

On the first day of the show, there will be sessions for HR, procurement and finance, while on day two, there will be sessions for finance, SMEs and HR.

Each session will last a little more than half an hour, with plenty of time at the end for visitors to seek face-to-face guidance on specific issues.

SESSIONS OVERVIEW

OCTOBER 3

HR: Balancing risk and reward

Maintaining an attractive vehicle offering and protecting drivers



CAROLINE CHAPMAN
HR Consultant,
Chapman HR Consulting

PROCUREMENT: Driving efficiencies in fleet purchasing

Benchmarking and best practice for better fleet buying



DAVID OLIVER
Procurement Manager,
Red Bull



BRIAN COOPER
Senior Manager,
People Advisory Services,
Ernst & Young



GRAHAM SHORT
Fleet Manager,
Zip Water UK

OCTOBER 4

SME: Fleet essentials

An SME blueprint for running vehicles that saves time and money



PAUL HOLLICK
Chairman, ICFM



ALAN ASBURY
Director, CLS Energy

FINANCE: Funding a cost-effective fleet

Flexible strategies to enhance return on investment



DAVID RAWLINGS
Fleet Consultant,
BCF Wessex Consultants



ALASTAIR KENDRICK
Employment Tax Partner,
Harwood Hutton
Specialist Tax Services

BEST PRACTICE SEMINARS: MUST-ATTEND SESSIONS FOR FLEET

BEST PRACTICE ADVICE AT HEART

Best practice advice for employees in every department dealing with fleet is on offer at Fleet Management Live. A wealth of industry expertise is available for visitors from fleet managers, industry suppliers and fleet experts.

Speakers will be presenting during a series of best practice sessions covering a range of key issues for fleet operators.

The sessions are designed to be an integral part of the visitor experience, offering advice that can be implemented in the long-term to provide a strategic benefit for fleet operators.

Every seminar will be delivered once each day, lasting for around 45 minutes.

The free-to-attend sessions will include presentations from industry experts, then interactive Q&A sessions, where fleet operators can delve into the detail of their individual questions.

The format of the event means fleet decision-makers will be able to attend best practice seminars and be briefed on essential actions required to maintain an efficient and effective

fleet operation, before visiting suppliers at the show to discuss how they can help bring new strategic ideas to life.

Topics covered during the sessions will include funding best practice for every vehicle type, covering cars, vans and trucks.

The session on cars will be hosted by Zenith, while the one on van and truck funding will be provided courtesy of Lex Autolease.

The sessions will include a review of the range of funding options available to companies and their suitability for different business environments.

A best practice session on the role of telematics in future fleet operations will provide guidance on how to turn the increasing amount of fleet data available into actionable insights, ensuring there is clarity for managers and on-road compliance from drivers. This session will be provided by ALD Automotive.

With companies under constant pressure to comply with a wide array of legislation, another best practice session from Jaama will cover the vehicle rules affecting companies and provide guidance on auditing and reporting.

The role of employees in running a safe and efficient fleet can't be ignored and this is covered in a best practice session on driver and risk management provided by DriveTech, part of the AA.

It will set out the duty of care responsibilities that companies have to their drivers, including those who use grey fleet vehicles.

Alternative sources of vehicles that are cost-effective will be covered by a best practice session on vehicle rental, presented by Enterprise Flex-E-Rent, which will explore traditional alternatives to fleet acquisition and how rental can help businesses to attain efficiencies.

Free2Move Lease will be hosting a special session on connected vehicles, looking at new mobility solutions through connected services.

Headline event sponsor Mobileye will be guiding fleets through developments in vehicle technology that could have a dramatic impact on the way vehicles of all ages perform.

There will also be a session on how fleets can navigate the road towards low-emission vehicles while still maximising mobility options for drivers and retaining access to urban areas.

Delivered by a host of industry-leading experts, these sessions promise to uncover key opportunities to help lead your business with 'next generation' fleet management best practices

HOW CAN VEHICLE RENTAL HELP MY BUSINESS BE MORE EFFICIENT?

JOHN COLLINS, SALES DIRECTOR, ENTERPRISE FLEX-E-RENT

Discover the cost-effective alternatives to traditional fleet acquisition policies, including: strategies for developing mobility solutions, vehicle hire in the mobility supply chain, asset management, resource utilisation and more.



WHAT LEGISLATION DO I NEED TO COMPLY WITH AND WHY?

Review what fleets need to comply with legislation, requirements and the latest standards. Discuss: best practices for auditing and reporting, strategies for effective vehicle checks, the role of data in compliance and tachograph management.



CONNECTED VEHICLES: NEW MOBILITY SOLUTIONS THROUGH CONNECTED SERVICES

DUNCAN CHUMLEY, MANAGING DIRECTOR, FREE2MOVE LEASE

Connected services give fleets an opportunity to better manage their vehicles with real-time data on usage and performance. Discuss: the mobility affect on behaviour, opportunities connected vehicles bring to your fleet and key business considerations.



TELEMATICS: USING TECHNOLOGY AND DATA TO SAVE MONEY WHILE MAKING VEHICLES AND DRIVERS SAFER

PAUL LOMAS, HEAD OF SALES - NEW BUSINESS, ALD AUTOMOTIVE

Explore the strategies for monitoring vehicles, such as: telematics considerations, the importance of data in managing a fleet, how to develop a culture where drivers support telematics, delivering return on investment and more.



OF SHOW



BENEFITS OF ATTENDING THE BEST PRACTICE SEMINARS

- Connect with and learn from 2,000-plus visitors
- Enable faster, better decision-making in your fleet by meeting with senior representatives from 120-plus manufacturers, service providers and fleet suppliers
- Discover the latest fleet cost-saving opportunities
- Understand the latest legal regulations and requirements
- Hear about the best methods to manage vehicles and drivers – learning new techniques and skills to balance your workload

VAN AND TRUCK FUNDING: COST-EFFECTIVE SOLUTIONS

RICHARD TILDEN, HEAD OF COMMERCIAL VEHICLES, LEX AUTOLEASE

Get expert advice on ensuring your fleet is cost-effective in the long-term, including: a review of funding strategies, tax considerations, calculating the cost of capital, sole supply versus multi-supply and more.



RISK MANAGEMENT: MINIMISING BUSINESS RISKS FROM DRIVERS AND VEHICLES

DAVID RICHARDS, HEAD OF MARKETING, DRIVETECH, PART OF THE AA

Gain practical examples of how your company can effectively evaluate risks, plan for change and introduce policies that bring tangible business benefits.



CAR FUNDING: COST-EFFECTIVE DECISION-MAKING

CLAIRE EVANS, HEAD OF CONSULTANCY, ZENITH

Explore car funding options considering: tax positions, legislative changes, calculating the cost of capital, how and when to carry out funding reviews and establishing the true running cost of your fleet.



THE AUTONOMOUS VEHICLE REVOLUTION: WHAT DOES IT MEAN FOR FLEETS?

GIL AYALON, REGIONAL DIRECTOR, MOBILEYE

Gain the tools you need to understand autonomous vehicles in the short-, medium- and long-term, ensuring you aren't caught out by one of the biggest changes the industry will ever see.



PLUS BREAKFAST FOR BEGINNERS SESSIONS

PAUL HOLLICK, ICFM CHAIRMAN AND BOARD MEMBER PETER ELDRIDGE

Aimed at new fleet managers, answering the introductory questions, such as vehicle funding and your legal responsibilities, plus advice on: suppliers, outsourcing, reducing emissions, insurance and maintenance.



MANUFACTURERS

BMW / STAND C40

There will be a number of BMW iPerformance models on display at Fleet Management Live including: the new BMW 530e saloon, the BMW 330e saloon and the BMW 740Le xDrive saloon.

BMW Group Fleet & Business Sales offers a wide range of products and services with the promise of low running costs as a result of fuel and emissions-saving technology.

The brand says it's continually improving the efficiency of its conventional engines and at the same time pioneering sustainable motoring through its ground-breaking BMW i and new iPerformance models.

By pairing a conventional petrol engine with a BMW eDrive electric motor, its cars can offer fuel efficiency of up to 148.7mpg (combined), while low CO₂ emissions mean benefit-in-kind (BIK) can be as little as 9%.

Delegates will also have the opportunity to see the new Mini Cooper S E Countryman All4 which brings the latest in plug-in hybrid technology and efficiency to the Mini range. With CO₂ emissions of 49g/km and a combined mpg of 134.5, the vehicle is eligible for a £2,500 Government grant.



BMW 530e Saloon



BMW 330e Saloon



Mini Cooper S E Countryman All4

HONDA / STAND A40

Honda UK is returning to Fleet Management Live for 2017, following a successful year to date with the launches of the all-new Honda Civic and Civic Type R.

Early next year a diesel Civic will complete the line-up using a frugal 1.6-litre engine which will be the first Honda model to go through the World-wide harmonised Light vehicle Test Procedure (WLTP).

The Civic Type R and Civic 129PS and 182PS variants will be on stand at Fleet Management Live, alongside the CR-V, in addition to products from Honda's motorcycle and power equipment departments. Honda will also have the interactive 'Beat the Civic' challenge in the event's technology area for visitors to test their driving abilities.

Other developments include the appointment of Marc Samuel as fleet sales operations manager in order to drive Honda's new corporate team; correlating with investment in the Platinum Dealer Programme, which provides a bespoke service to meet the specialist requirements of fleet and corporate customers.

Samuel said: "This year has proven incredibly successful to date for Honda, and we look forward to continuing that trend. The launch of the Civic Type R and the announcement of a diesel variant for the all-new Civic add to the success story."

All-new Civic



The yet-to-be launched Arona



SEAT / STAND C10

Seat will give delegates a preview of the yet-to-be launched Arona SUV and offer opportunities for attendees to book four-day test drives at Fleet Management Live.

Showgoers will also get the chance to view the brand new Ibiza alongside other models in the range, including the Ateca and new Leon.

After recording a 37% rise in fleet sales – and 63% true fleet growth – in the first half of 2017, Seat will continue to expand its product portfolio and services with the introduction of the Arona SUV this winter and the expansion of its four-day test drive scheme to include the latest Ibiza model.

Aaron Cardoso, national fleet strategy manager, said: "With such a strong first half performance, we are looking forward to showing what Seat has to offer in terms of its exciting, growing product range and its fleet services such as the comprehensive four-day test drive scheme. The Fleet Management Live event is a great platform at which to do this."

In partnership with Samsung, the Spanish brand will offer an opportunity for delegates to participate in a 'Virtual Reality' test drive at their stand, allowing guests to experience their popular fleet vehicles in a dramatic 3D setting.

National fleet sales manager, Justin Costello, will be there to answer questions and connect delegates with their local area managers.

VAUXHALL / STAND E40

The Vauxhall stand will feature two of its latest offerings, its flagship car, the new Insignia Grand Sport and the all-new Grandland X SUV.

"With exterior design that combines sportiness with elegance, the Grandland X SUV has elevated seating for five people, generous luggage space, good all-round visibility and a raft of safety technologies," said James Taylor, Vauxhall's fleet sales director.

To celebrate its commercial vehicle partnership with the MCE British Superbike Championship, Vauxhall will have its Luton-built Vivaro Concept on the stand. During the working week this Vivaro is completely functional as a mobile workshop supporting any number of trade professionals, however, on a non-working day it can be easily-transformed into a race day van to support track-day or even off-road motorcycling.

"We'll also have an OnStar Virtual Reality Experience, which takes users on a typical journey demonstrating the features of OnStar connectivity as they go, and free barista coffee. As part of our Home Nations (soccer) sponsorship, there'll be a prize draw to win tickets for a Home Nations match," added Taylor.

Visitors can also book a free three-day test drive at the event. Available to fleet decision-makers and company car drivers, the programme lets you experience the breadth of the model line-up with full insurance cover and delivery and collection from your workplace or home.

Grandland X



New Insignia Grand Sport



Volvo V40 R-Design



New Volvo XC60

VOLVO STAND A10

Following nine years of popularity with fleet and company car drivers, Volvo is returning to Fleet Management Live with the new XC60 SUV.

Developed on Volvo's Scalable Product Architecture (SPA) platform which also underpins the S90 premium saloon, V90 and V90 Cross Country estate and XC90 SUV – the XC60 brings the Scandinavian design and advanced technology of those cars into one of the UK fleet market's most popular segments.

Volvo will also be exhibiting the V60 Business Edition, the V40 R-design – Volvo's most popular trim level with its business drivers – and the S90 saloon in the fleet-friendly D4 Momentum variant.

As well as giveaways and Volvo experts on-hand to assist with any questions, the manufacturer's stand will also play host to its Swedish Fika trike.

Fika is considered a social institution in Sweden; it means having a break with colleagues, friends or family, so the stand team will be welcoming guests to join them for a cup of Volvo's own brand of coffee and some traditional sweet treats.

With the latest edition printed especially for Fleet Management Live, guests can also take a free copy of the new VQ magazine, a dedicated magazine for fleet managers, buyers and business drivers to get the latest news and offers from Volvo.

TOYOTA LEXUS / STANDS F50 & G50

Toyota & Lexus Fleet is inviting delegates to see its latest range of hybrid models, commercial vehicles and learn more about its new Business Plus services at Fleet Management Live.

Visitors can learn how the brand is championing the UK's transition towards cleaner, more efficient vehicles and technologies and how fleet operators can improve their impact on the environment while offering vehicles that employees want to drive.

Business Plus is a combination of benefits and products that can be personalised to support fleets. Representatives from Toyota & Lexus Fleet will be on hand at the show to explain how Business Plus can ensure you receive an exceptional experience with the brands.

Neil Broad, general manager of Toyota & Lexus Fleet, said: "We have one of the most diverse vehicle ranges in the industry so we can supply models from a Toyota Aygo to a Lexus LS 600h luxury saloon. Incorporating both brands we have different models that can cater for all business transport needs. Plus you can add in one of our commercial vehicles in the form of either the Proace panel van or Hilux pick-up truck.

"For the more specialist user we have the Toyota Prius-Plug-in that takes efficiency to a new level without the range anxiety that is associated with full electric vehicles. Finally, we also have the next stage in transport with our hydrogen-powered Mirai. Come and talk to us to find out more."

Toyota Auris Hybrid



JAGUAR LAND ROVER STANDS H40 & G40

The new Jaguar E-Pace will be on display alongside the Range Rover Velar at the Jaguar Land Rover stand this year.

In recent years the company has made major investments in technology, design and production capacity, such as its new production facility at Wolverhampton for the Ingenium engine range.

Jeremy Hicks, managing director, said: "There has been a significant shift in diesel technology, almost eliminating NOx. They meet those Euro 6 standards that half of drivers haven't heard about.

"For fleets, diesel continues to offer significant benefits in CO₂ and fuel efficiency."

Looking ahead, JLR continues to research electric and hybrid powertrains as well as purchasing 100% of its electricity from renewable sources. Meanwhile, new models continue to arrive. Jaguar's award-winning XF and XE compact sports saloon have won many fleet converts with their blend of efficiency, equipment and performance.

Now F-Pace, Jaguar's first SUV and the World Car of the Year has a compact stablemate in the E-Pace. As the trend continues towards crossovers and SUVs JLR confidently expects the E-Pace to be a best-seller.

Land Rover, too, has had a productive few years, with recent additions like the Discovery and Discovery Sport. Now it's Range Rover's turn with the Velar filling the niche between Evoque and Range Rover Sport.

Jaguar E-Pace



Range Rover Velar



NISSAN/INFINITI / STAND D40

Nissan Qashqai



New Nissan Micra



Nissan has updated UK's best-selling crossover, the Qashqai, which will be available to view alongside the all-new Micra at Fleet Management Live (FML).

Both models are available with a premium Bose audio system and Nissan will be offering lucky visitors the chance to enter a competition to win a Bose Bluetooth speaker at the event.

The updated Qashqai features a range of enhancements including ProPilot semi-autonomous driving capability and various changes to improve refinement and comfort.

When fitted with Nissan's 1.5-litre diesel engine the Qashqai emits just 99g/km of CO₂, helping it achieve significant BIK advantages over rivals.

The all-new Micra comes packed with technology. A suite of electronic systems enhances both the safety and driveability, plus a vast range of customisation options means there is a Micra for everyone.

Keen to highlight its new fleet message: "Nissan Fleet, we mean business," the entire Nissan field sales team will be at FML either on its stand or hosting customers. Visitors can also meet Iker Lazzari, the company's new fleet director.

Premium car brand Infiniti will also be exhibiting at the Nissan stand. The company has achieved significant sales growth this year with a 20% uplift on 2016. Fleet sales account for 48% of its total business.

At the show will be the British-built QX30 2.2d crossover, which costs from £30,195, and the Q50 V6 performance hybrid which develops 360PS and emits just 144g/km of CO₂.

Infiniti has partnered with the Renault Sport F1 team, helping to deliver hybrid systems for racing, and will soon launch products inspired by this link.

Tony Miller and Kevin Riddle from the fleet team will be at the event to assist fleets with any enquiries and discuss the brand's full range of vehicles.



Infiniti Q50

Training drivers to make better driving decisions

That's where the main benefit lies when seeking risk solutions from DriveTech

DriveTech will be showcasing, its complete range of occupational road risk solutions on stand B52 at Fleet Management Live. Covering all aspects of fleet risk and safety management, and driver training, DriveTech's products and services are aimed at organisations that have UK-based fleets as well as those that want consistency of training across fleets in many countries.

DriveTech will be demonstrating FleetRiskManager, its acclaimed fleet and driver risk portal. This tool enables drivers to undertake licence validations with DriverConsent™ online authentication, driver risk assessments and online training as well as enter grey fleet and collision data on a PC, tablet or smartphone.

In addition, DriveTech will be showing its state-of-the-art 360° driver assessment capability which brings a fully realistic and immersive approach to assessing a driver's observation and hazard perception skills as well as its Permit-to-Drive solution.

DriveTech – best practice sessions

Many companies adopt an occupational road risk programme with only one intention... to tick the duty of care compliance box. While the threat of prosecution under the Corporate Manslaughter Act, and the substantial 2016 increase in Health and Safety fines, are real, assessing and training your drivers to make better driving decisions is where the real business benefit lies.

Presentations titled 'Fleet Risk Management and Driver Training – what's the ROI?' will look at developing a compelling business case for a driver risk management programme that helps fleet

Find us
at stand
B52



decision makers sell the benefits of a programme upwards within their organisation.

We've been looking at the whole issue of duty of care and health and safety as well as working closely with our clients to

understand how they measure success financially. We will share our insights during our presentation including our most recent case studies with Compass Group, Close Brothers and The AA Group (which DriveTech is part of).

DriveTech – the company

DriveTech is the world leader in fleet risk and safety management and driver training. It is also the UK's largest provider of driver offender retraining courses.

With a track record built over the past 25 years, DriveTech, part of The AA, now delivers fleet consultancy, driver assessment and training services in the UK and more than 95 other countries, in 35 languages working with over 40 partners.

These products and services improve driver safety, reduce fleet running costs and ensure compliance with legal and duty of care responsibilities.

In the UK, DriveTech delivers educational courses to people who have committed a motoring offence as an alternative to a fine or other punishment. DriveTech currently serves 12 UK police forces and Transport for London (TfL) directly and 34 UK police forces indirectly via NDORS (the National Driver Offender Retraining Scheme).

Visit drivetech.co.uk, phone 01256 495732
or email tellmemore@drivetech.co.uk

DriveTech
Part of the AA

FLEET MANAGEMENT LIVE 2017: BIGGEST AND BEST EVENT YET

Fleet Management Live 2017 is set to be a record-breaker in terms of event growth and visitor numbers. It is expecting to welcome in excess of 2,000 members of the fleet and transport community for two full days of learning, sharing and networking. This October's event promises to be bigger and better than ever.

NEW LOOK AND FEEL FOR 2017

Those familiar with Fleet Management Live will have noticed some strategic changes this year. We have entirely rebranded, including a new optimised website, to improve user experience and reflect the upgrade we have injected into the sessions, content and exhibition.

www.fleetmanagementlive.co.uk

CONTINUED GROWTH

Building on the success of last year, we have focused 2017 on securing the perfect balance of visitors, exhibitors and speakers, representing all relevant areas of the industry across fleet and transport management, finance, procurement, HR, SMEs and more.



VEHICLES RUN BY REGISTRANTS



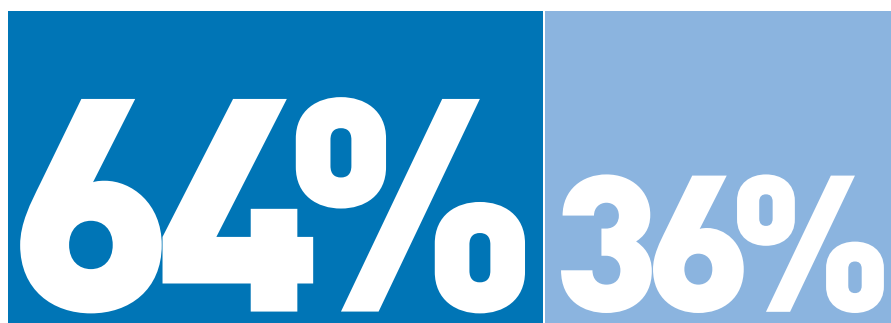
**TOTAL
CARS
400,000**



**TOTAL
LCV
300,000**

AUDIENCE* BY FLEET SIZE

** Registered to attend so far*



MORE THAN 500 VEHICLES

UP TO 500 VEHICLES

VISITORS CAN EXPECT TO SEE...

2,000+ ATTENDEES
OVER 250 RETURNING FLEETS
120+ EXHIBITORS
9/10 TOP UK LEASING FIRMS

Telematics and the Connected Car: a driving revolution

Smartphones changed communication – expect a similar upheaval in transport

Can you remember a time before the iPhone? The smartphone has become such an integral part of our daily lives that it's sometimes difficult to remember how we once managed without them. However did we keep on top of our emails? Find our way to new places? Manage our social life?

It was actually only 10 years ago that Steve Jobs unveiled what he described as a "revolutionary and magical product".

Looking back, many would agree that his predictions were accurate and the launch of the iPhone did, indeed, signal a major breakthrough in a technology revolution that has transformed the way we live and communicate today.

Simply taking once disparate daily tasks and activities and condensing them into a convenient pocket-sized device helped to simplify aspects of our daily routine, from managing our diaries, answering emails, to connecting with friends and more.

With all these resources now at our fingertips, it's become the norm to expect connectivity, convenience and a sense of immediacy in other areas of our lives.

At work it's our goal to streamline our processes, cut back on paperwork and

Find us
at stand
A52



speed up tasks so we can get to the jobs that really matter.

We want to have all the relevant resources at our disposal so we can make decisions and take action to achieve the best results.

In the fleet industry telematics technology has been instrumental in this respect, empowering businesses to gather information about their fleet quickly and in real time. Meanwhile the rise of the connected car means the driving experience is evolving; no longer simply a form of transport, the car is now in sync with our every step and an extension of the connected world around us.

With more than 10 years of development, ALD Automotive's in-house telemetry system, ProFleet, now has the power to connect fleets on an international scale, by aggregating incoming data streams from any device, anywhere in the world.

But how far will the technology go beyond this? Are we really that far from a telematics device being able to automatically connect

to the driver's diary to book in a service or repair without need for driver intervention?

Could we soon see telematics monitoring road conditions and reporting back to the on-board sat-nav system so drivers can avoid routes which might cause damage to their vehicle or put them at greater risk?

Or, with the growing popularity of the electric car, will we soon see telematics recording vehicle charging and making suggestions to improve efficiency, such as recommending an overnight charge ahead of a long journey etc?

We're beginning to get a glimpse of just how telematics and the connected car might shape the way we interact with the car of the future. Many will argue the technology will revolutionise the transport industry, just as the smartphone revolutionised communication.

You can share your views in our best practice seminar, "Telematics & the Connected Car", at Fleet Management Live on 3-4 October.



Visit profleet2.com, phone 0370 001 1181
or email ukinfo@aldautomotive.com



ALD
Automotive

INTELLIGENT FLEET TECHNOLOGY ZONE

Sponsored by



TECHNOLOGY WILL CHANGE WAY WE WORK AND TRAVEL

A new Intelligent Technology Zone will bring the future into the present as fleets review and test hi-tech equipment that could revolutionise the way people work and travel.

The zone will showcase some of the most innovative ideas in fleet and related industries and allow managers to take a hands-on approach to understanding how it might benefit their businesses.

Fleet decision-makers can visit specialist information pods manned by experts who will talk them through the latest developments, with a focus on vehicle-based innovations.

Companies will include innovators behind ideas and technology that includes autonomous vehicles and virtual reality.

Fleets will also be briefed on other long-term advances, such as last-mile delivery solutions, mobility as a service (MaaS) and vehicle connectivity products.

Among the companies in the zone is the Zipabout Mobility-as-a-Service platform.

This is a ground-breaking data aggregation and communication platform for the transport

industry, which enables transport operators to gather highly detailed passenger behavioural information, predict service disruption, optimise capacity and deliver fully personalised communications at an individual level.

Also at the show will be training technology provider Edg VR. Its networked solution allows up to 35 participants to access bespoke videos, learning platforms and CGI.

Already, its educational content has been used by more than 50,000 students worldwide and its corporate training and safeguarding solutions are opening new opportunities for customers to reduce costs while allowing users to learn key skills in a safe environment.

Corporate content

Its corporate content includes traffic management, fleet hazard awareness, fire safety, working at height and site safety.

Starship Technologies, the company breaking new ground when it comes to autonomous commercial vehicle use, will also be exhibiting.

Driverless deliveries by road are being developed to answer the last-mile challenge.

Self-driving vans could quickly and efficiently

transport everything from groceries to urgently needed medical supplies on the ground.

Parcel giant Hermes is rolling out self-driving robots in London, promising autonomous deliveries in the London borough of Southwark.

The company is partnering with Starship Technologies, which has developed a self-driving coolbox.

Initially, the trial will allow the delivery firm to offer limited 30-minute time slots for the collection of parcels, either for items being returned to retailers, or for items being sent by small businesses or consumers via myHermes.

Each of the new drones will be 55cm high by 70cm long and can move up to 10kg of parcels. The six-wheeled boxes will move at up to 4mph and can be used within a two-mile radius of their control centre.

Immense Simulations will also be at the Technology Zone, where it will showcase its 'first of kind' simulation tools that deliver city-scale simulations that enable customers to predict transportation demand and supply.

It brings together a wealth of data sources and machine learning to deliver true insight into city-wide mobility.



"The trial will allow the delivery firm to offer limited 30-minute time slots for the collection of parcels, either for items being returned to retailers, or for items being sent by small businesses or consumers via myHermes"

My Vehicle App launch is industry game-changer

Jaama's latest initiative further enhances its Key2 software offering to fleets

Vehicle and driver compliance with an ever-increasing raft of legislation and best practice is fleet management-critical for all businesses, which is why more and more operators are turning to Jaama's multi-award winning Key2 software.

Key2 delivers to fleet decision-makers not only a smart customer-facing solution, there is also an increasing emphasis on self-service, eliminating the requirement for regular manual intervention and the risk of errors and compliance weaknesses in the monitoring of vehicles and drivers that entails.

Employers face a raft of essential compliance requirements under legislation as well as having duties under road traffic law.

What's more, Government agencies including the DVSA, the DVLA and HMRC are increasingly turning to digitalisation to ensure all vehicle and driver-related records encompass real-time data.

The certainty is fleets need to utilise cutting-edge software to ensure their own vehicle and driver records are current, to help diminish administration headaches and cut risk exposure.

In addition Jaama actively supports industry compliance best practice initiatives including FORS, the FTA's Van Excellence scheme and ICFM initiatives, as well as being a member of the Association for Driving Licence Verification.

Jaama will provide essential guidance on legislative compliance and fleet best practice during seminars being held at Fleet Management LIVE.

Jaama managing director Martin Evans said: "There are no short cuts to legislative

Find us
at stand
B56



and best practice compliance. It is critical that fleet decision-makers have a holistic view of driver and vehicle risk and the strategic reporting and information to make considered decisions.

"Not only is compliance critical from a legislation perspective, but it is also crucial in respect of corporate image and a company's on-going focus on cost reduction.

"The spectacular increase in fleet data witnessed in recent years – and set to continue – means it is essential you have a central repository that can intelligently capture, analyse and report by exception on anomalies."

Although there are no shortcuts to legislative and best practice compliance, encouraging drivers to 'self-help' by uploading information themselves to Key2 through driver apps and interfaces, with regular prompts, significantly reduces the administrative burden on fleet managers.

Evans says responsibility for drivers to regularly provide requested information, for example, relating to vehicle condition and mileage, driver licence-related information and documentation relating to

the use of privately-owned vehicles driven on business – the so-called 'grey fleet' – should be part of every company's culture and included within contracts of employment. A failure to comply should be treated as a disciplinary matter.

Jaama's focus on continuous investment in new solutions totalling some £2 million a year ensures the company's functionality and technology is always cutting-edge.

One of its most recent initiatives is 'My Vehicle App', a genuine fleet industry game-changer delivering benefits to fleet managers thanks to 'auto-triggering', as well as simplifying tasks for drivers.

Critically, data/information uploaded via the app automatically updates and populates the records held within Key2 and triggers in-house rule sets such as service, maintenance and repair procedures.

Evans said: "Fleet managers can never have enough information at their fingertips. To that end it is essential that systems are in place to collect, measure, manage and process all data into strategic intelligence, while simultaneously ensuring total legislative compliance."

For further information visit www.jaama.co.uk;
email enquiries@jaama.co.uk or call 0844 8484 333

BLUELIGHT ZONE

In association with

NAPFM

SHOW OFFERS DEDICATED AREA FOR BLUELIGHT FLEETS

The unique demands of bluelight fleets will be catered for with a dedicated area at Fleet Management LIVE. An all-new Bluelight Fleet Zone, developed in association with the National Association of Police Fleet Managers, will provide displays and best practice advice that reflects the specialist requirements of the sector.

This includes stands and advice on everything from cars and vans to lightbars and high-visibility vehicle markings.

As part of the zone, exhibitors will provide specialists who can talk the language of the emergency services fleets attending the show.

They will be ready to brief visitors on subjects ranging from tendering processes and framework agreements to standard equipment requirements and employee training.

Chris Lester, event director, said: "Bluelight fleets play a critical role in delivering public services and the creation of a Bluelight Fleet Zone reflects their importance."

In addition to showcasing services and prod-



ucts, the zone will act as a hub where bluelight fleets can share best practice ideas and network.

The bluelight sector has been undergoing radical change in recent years as forces have been forced to merge resources and look for savings in the face of ongoing budget cuts.

This year, the Metropolitan Police revealed it is to introduce 250 electric or plug-in hybrid cars to its fleet as part of a multi-million pound fleet renewal programme, accounting for

more than a quarter of 700 planned vehicle replacements on the 4,000-vehicle fleet in the next year.

A key factor behind the increased use of EVs is a bid to tackle pollution in urban environments, amid concerns about the health impacts of diesel exhaust fumes.

The force covers more than 60 million miles a year and, because of concerns over emissions, it has ended its diesel-only policy so it can explore other fuel options.

COLLABORATION ZONE

COLLABORATION WILL BRING LONG-LASTING BENEFITS FOR VISITORS

A Collaboration Zone at Fleet Management LIVE will enable fleets to share ideas and develop new projects during the show.

The zone will be manned by industry experts and associations, who will be on hand to discuss fleet issues and help with making the first steps towards finding answers.

Among the participants is the one of the UK's biggest and most influential Chambers of Commerce, which is supporting Fleet Management LIVE 2017.

The Greater Birmingham Chambers of Commerce (GBCC) represents more than 2,500 companies with nearly 200,000 employees, operating thousands of cars, vans and trucks.

By supporting the event, GBCC recognises the critical role of fleet in delivering business growth within companies, but also the importance of Fleet Management LIVE as a key event in the fleet calendar.

The motor industry plays a special role in the Midlands, as it is home to several car manufacturers, leasing companies and other fleet suppliers.

Paul Faulkner, chief executive of the Greater Birmingham Chambers of Commerce, said: "The Midlands is a key region for the motor and transport sector, so we're delighted to work with Fleet Management LIVE."

"Our members are responsible for fleets that range from small to some of the largest in the country and we recognise the important role fleet management plays in good business practice."

As part of its involvement at Fleet Management LIVE 2017, GBCC will be providing advice and support to visitors from the area and encouraging the fleet departments of its thousands of members to attend.

Chris Lester, event director, said: "Fleet

Management LIVE takes place at the NEC and itself is a major event in the Midlands business calendar. I am delighted that Greater Birmingham Chambers of Commerce is supporting this event, which recognises the importance of fleet for businesses in the region and the benefits of effective and efficient fleet management."

The collaboration zone will feature several new initiatives, including Breakfast for Beginners, a session hosted by the Institute of Car Fleet Management, which will focus on answering the introductory questions of new fleet managers, such as funding, legal responsibilities, supplier management, vehicle sourcing, insurance and maintenance.

"The Midlands is a key region for the motor and transport sector, so we're delighted to work with Fleet Management LIVE"

Paul Faulkner, Greater Birmingham Chambers of Commerce

Guiding you through the maze of funding options

Zenith will host presentations each day that will put fleets on the right course

With a diverse range of fleet profiles and an ever-changing political, economic and taxation environment there has never been a better time for fleet operators to examine their funding arrangements to maximise the benefits for each area of their fleet and driver populations.

Companies that operate fleets of all sizes often still use one funding type across the entire operation, when a more flexible approach can deliver improved employee benefits and provide significant cost savings, utilising sophisticated technology to maximise the use of the right funding solution at the right time.

Tax and legislation changes that impact on funding costs can happen quickly leaving fleet managers little time to respond and shape their policies. We have seen this recently with the introduction of the Optional Remuneration Arrangement legislation that impacts the costs of salary sacrifice and company cars where employees have the option of a cash allowance.

A flexible approach to fleet funding remains a key consideration for employers looking to respond quickly to changes, to unlock savings and free up cash within the business.

The FML seminars will take you through the funding options available and tackle some of the big decisions facing fleet managers in cars and commercials in the changing legislative environment. They will address topics such as: does a one-size funding solution fit all and what other options are there? Why funding is only one part of the true cost of running a fleet, and what are the other items to consider?

Find us
on stand
C54



Claire Evans, head of fleet consultancy, Zenith, presenting at Fleet Management Live 2016

"Understanding how your business can navigate future changes efficiently is crucial – in particular an awareness of the true cost"

Zenith works with customers to ensure the business can adapt and take advantage of the big leaps manufacturers are making with lower emission vehicles. With the Government's clean air agenda being prevalent recently we will look at how this could impact the funding.

Understanding how your business can navigate future changes efficiently is crucial

– in particular having an awareness of the true cost, policy implications and process impacts can be tricky. At our sessions we intend to help steer you through some obstacles and pinpoint what has been recently introduced or is on the horizon.

If you have questions about how these issues impact on your fleet, or if you want to unlock savings and improve efficiency, come and visit us on stand C54 and speak to one of our experts.

Plus for an overview of the latest in best practice, make sure you take time to watch one of the presentations by Claire Evans, head of fleet consultancy at Zenith. Claire will be in Seminar Room 1 at noon on the Tuesday and 2pm on the Wednesday.

Visit zenith.co.uk, phone 0344 848 9327 or email fleet@zenith.co.uk

Zenith
Intelligent Vehicle Solutions

EXHIBITORS



Agility Fleet is a national provider of vehicle funding and fleet management solutions. Having launched its rebrand at FML 2016, the company prides itself on adaptability to changing markets and customer needs.

Agility Fleet's sales director Lee O'Connell said: "Following on from last year's successful rebrand and debut at Fleet Management Live, we are delighted to be returning in 2017 and building on a phenomenal 2016."

"Our customer-centric ethos of putting the client first and developing flexible bespoke solutions is why we've continued to gain new business in our targeted sub-500 fleet sector."

STAND G20



Returning to FML for a third consecutive year, AID Fuel Oils Group will be showcasing a range of national- and international-branded 'fee-free fuelling' fuel cards.

AID Fuel Oils Group advisers will be on hand to discuss the most recent addition to its fuel card portfolio, the national network card.

Created to provide access to more than half of UK fuelling stations on a weekly set pricing system, the national network card also comes with a rewards package.

"As with all of our fuel accounts, we only charge for the fuel your drivers use – your site locator software and account management are standard features on an AID fuel account."

STAND P30



All Fleet Online will officially launch at Fleet Management Live with its new Fleet Fine Online and Connected Car Online products.

Part of the All Fleet Services group, All Fleet Online aims to disrupt traditional methods of fleet management and add a series of products

with a click and go, slick approach to fleet management saving time, money and adding a range of driver, fleet manager and environmental benefits.

Dave Scobie, managing director, said: "This is an exciting time for the company, we're positioning ourselves for the future and building a series of exciting, futuristic products which will set us apart from the competition and drive the fleet management market into a new digital age."

STAND H2 AND H4



For the first time at Fleet Management Live Allstar Business Solutions will promote a business travel expense card, Allstar Plus.

Allstar's head of marketing Nick Webb said: "Allstar Plus offers exceptional control over all your business and travel expenses."

Demonstrations of ServicePoint, its online service, maintenance and repair (SMR) solution will also be taking place throughout the event.

Alongside Allstar, Keyfuels will be on hand to discuss specific fuel requirements.

Whether you want a fuel card with commercial rates, information about managing your own yard bunker or are interested in a dual solution, Keyfuels can help.

Furthermore, demonstrations of how its product ControlMax can help manage the effective use of diesel will be taking place.

Allstar has been providing fuel solutions since 1974 when they traded as Blue Star Garages – it is now used by more than 35,000 businesses and 1.1 million drivers.

STAND B44



Arnold Clark Vehicle Management (ACVM) will be highlighting its recently launched, web-based comparison tool, GENSEN.

Created in response to changes incurred by the 2017 Finance Bill and developed in partnership with BCF Wessex, it aims to provide an in-depth analysis of vehicle costs.

ACVM director Calum Ewart said: "Employers tend to focus on a monthly rental rather than the true wholelife cost of vehicles." To help them make the right decisions about their fleet,

GENSEN compares vehicles and finance options in a highly visible and simple way."

STAND E10



AssetWorks provides a full fleet software package, called FleetFocus. The suite includes Capital Asset Management software and a series of role-based mobile applications called SmartApps.

AssetWork UK director of business development Nick Hill said: "Fleet Management Live is a fantastic opportunity for fleet and asset managers alike to visit our stand and to understand how our integrated solutions are solving some of the key financial problems of managing a diverse fleet."

Capital Asset Management (CAM) is an integrated asset management solution designed to help asset managers determine the optimal life-cycle of an asset.

STAND P38



Appy Fleet will be demonstrating its telematics app that eliminates the need for a black box at this year's event.

The app transforms drivers' smartphones into a telematics device and encourages safer driving with its driver score feature.

Over the past year it has developed new features and improvements to software, such as better reporting, geo-fencing and various usability improvements.

It will also announce its new risk management service add-on that enables managers to monitor driver behaviour and create personalised exception reports.

STAND E42



Autoglass is eager to show fleet decision-makers how its range of products and services

could benefit them. Members on the stand will be showing visitors 'first-hand' how Autoglass' ability to work on a diverse range of vehicles, 24/7 service and repairs, allows them to meet complex needs of the fleet industry.

There will be live demonstrations of products and services, including the technology used for ADAS calibrations.

STAND B20



The Autoserve team will be available at FML to explore changing demands for the future and showcase its latest technology, created to compliment developments within the industry.

In particular, its SMR 'one stop' back-up service.

The service includes accident management, breakdown assistance, maintenance, tyre replacement, punctures and warranty claim administration with a 24-hour driver support line.

STAND P28



The Bott team is looking forward to welcoming FML visitors to stand D60, where it will be showcasing its one-stop-solution, van conversion capabilities and new welfare van.

As a Van Excellence Gold Partner, safety and compliance are core to its philosophy. The Bott team will also be available to provide free, confidential advice to anyone wishing to discuss their compliance challenges and will offer free CV fleet compliance health checks.

To take advantage of this offer and/or to request an introductory meeting, please ask a member of the Bott team at the show.

STAND D60



Road Safety Designs will be introducing its all-new product, BriteAngle, a revolutionised warning triangle. The BriteAngle, developed in

conjunction with British universities and emergency services, features flashing high-intensity LEDs, increasing visibility from 300 meters.

Road Safety Designs' managing director Stephen Wornham said: "Being stuck at the side of the road because of a breakdown or accident is a stressful experience for fleet drivers.

"The high-intensity LEDs mean motorists don't have to walk any distance from their vehicle and put themselves in danger of approaching traffic. Van and truck drivers can even attach it directly to the back of the vehicle."

STAND E20



Credit Card Keys are specialists in the development, manufacture and supply of key management systems.

The company will be show casing various key management systems, including mechanical and electronic smartbox systems, using the latest biometrics technology.

Demonstrations of the key management systems will be taking place on-stand and trained advisers will be on hand to discuss fleet options.

The latest solution from CCKeys combines support and knowledge, while offering customers value for money, innovation and reliability.

"Quite simply, CCKeys provides a valuable solution to anywhere that keys or assets need storing and protecting from misuse."

STAND E14



Transforming the way you work

Keeping control of fleet costs and managing compliance is a never-ending challenge. Civica invites visitors to find out how it is supporting customers such as Eddie Stobart, Travis Perkins, Veolia and London's Metropolitan Police to meet these challenges.

Civica Tranman can support a business's strategy as it removes the administration burden, streamlines and automates business processes and provides critical business information using simple dashboards, ensuring compliance.

Matt Goodstadt, managing director at Civica, said: "In today's climate managers want to be able to focus on running an efficient and compliant fleet, while reducing costs. Tranman

enables you to achieve this by simply accessing real time data on the performance of your fleet and workforce. At a touch of a button, you can review the efficiency of your fleet and receive alerts when something needs your attention."

STAND A54



This year Chevin Fleet Solutions will be showcasing FleetWave's latest enhancements, including a new user interface, standard API functions and an automated compliance and messaging tool.

It will also unveil a brand-new mobile app, FleetWave Forms, a drag-and-drop forms builder that allows users to create forms for almost any purpose.

Chevin's managing director Ashley Sowerby said: "Our clients benefit from a number of advanced functionalities – many of which launched this year – that our competitors simply can't compete with. FleetWave can be configured to fit even the most unique business requirements, providing truly enterprise-level solutions to support fleet and wider operational efficiency."

For a demonstration of our software and its brand-new features, visit us on our stand.

STAND C58



At this year's event, prospective clients can discuss outsourcing management with Complete Vehicle Management (CVM), while still using their own supply chain and nominate their choice of supplier.

CVM fleet management senior account manager Jaymie Stanbrook said: "Our unprecedented retention rate of 100% is testament to how hard the fleet management team at CVM works to ensure maximum customer satisfaction."

STAND J36

EXHIBITORS



At Fleet Management Live, Europcar will be focusing on the solutions it offers SMEs to reduce the burden of vehicle ownership, while keeping staff on the move, safely and efficiently.

The company's fleet of more than 60,000 cars and vans means it can supply the right vehicle for the job through its network of more than 250 locations across the UK.

Europcar Advantage is an alternative to leasing, giving users the choice of vehicles for three or six months. Plus, as all vehicles are new, drivers have access to the latest in-car technology, as well as the most energy-efficient models.

As business fluctuates, vehicle hire makes it easier to scale a fleet up or down without any financial penalty.

STAND H8



Enterprise Flex-E-Rent's sales director John Collins will be delivering a best practice session at this year's event. It will explore how innovations in vehicle hire can make businesses more efficient.

The session aims to examine how fleet operators can provide a cost-effective alternative to traditional fleet acquisition policies via vehicle hire. Topics will include: asset management and resource utilisation; strategies for developing mobility solutions; and cost-effective sourcing of specialist vehicles.

STAND H62



The FORS team will be on hand to talk about FORS Professional, a training programme focusing on best practice in safety, efficiency and environmental protection.

FORS will also be talking about the recently launched FORS driver licence checking service, helping fleet operators manage requirements around risk-based licence checking.

FORS business services manager Paul Wilkes said: "This year's event looks to be even bigger than last year, with high profile speakers bringing real, actionable insight."

"FORS has had a number of exciting developments in the past few months that we are delighted to share with delegates at the show."

STAND P24

FOURWAYS
Vehicle Solutions

Members of the Fourways team will be available to discuss rental solutions and detail the benefits of its service.

Demonstrations of its brand new rental management system, FourSky software, will be taking place.

Fourways director Leigh-Ann English said: "We are looking forward to exhibiting for a second year at the Fleet Management Live show and we are excited to have the opportunity to demonstrate our new rental management system as well as meeting current and prospective contacts within the industry."

STAND G12



Free2Move Lease managing director Duncan Chumley will deliver a best practice seminar at this year's FML.

Chumley's 'Connected Vehicles: Big Data is Fuelling the Future' session promises to highlight how fleets can benefit from connected services – as they are driving fleet management towards a digital future.

Created from the PSA Group's key brands, Free2Move Lease offers fixed monthly pricing, maintenance packages, flexible mileage and contract terms.

If you don't manage to register for the seminar, the company invites attendees to visit its stand and talk to the experts for practical advice on your fleet policy.

STAND E58



Inchcape's fleet experts will explain how customer-centric fleet management solutions could enable focus on core business at FML.

With a rich heritage in the automotive industry, Inchcape Fleet Solutions has been providing flexible fleet management solutions to corporate, public sector and non-profit sector clients throughout the UK for more than 50 years.

Inchcape director and head of business Matthew Rumble said: "Following on from our interactive best practice event in September, visitors to Fleet Management Live will benefit from the valuable industry insights learnt from our event, Fleet Exchange."

"We look forward to discussing your strategic objectives and priorities as well as offering support and guidance to help keep pace with an evolving automotive industry."

STAND F12



Keytracker will be demonstrating how its products and services can help enhance security, provide better operational processes and save time.

Its E-Systems have been implemented by companies such as Motor Range Liverpool, who have a reported 10,000 key movements in and out of the system, every month.

The benefits of mechanical systems will also be a topic for discussion for operators of smaller fleets.

STAND P2



Licence Bureau will be exhibiting once again at FML, where all the attendees are exhibitor relevant. A spokesperson said: "We very much looking forward to Fleet Management Live 2017."

Licence Bureau was "the first company to provide a business solution to the issue of checking driving licences in the UK".

Advisors will be in attendance to give information on its licence checking solution, made using the DVLA database in 2003, and endorsed in 2004. Alongside will be demonstrations of its compliance tool, Compliance Managed Services (CMS) portal.

STAND P22



Driver And Vehicle Information Solutions (DAVIS) is extending its range of services to include a new online aptitude assessment which will be showcased at Fleet Management Live.

The online assessment quickly identifies 'at risk' drivers, giving organisations the opportunity to tailor the support and training provided for these individuals, rather than adopting a one-size-fits-all approach.

With a mix of video, interactive and multiple-choice questions, the solution helps organisations protect the safety of its employees by establishing a safer driver network, and helps safeguard the general public.

Richard Brown, managing director, said: "Driver training can be costly, particularly if applied across the board. What was apparent to me, however, was that some drivers would benefit far more from further training than others."

STAND B60

Lookers Fleet Services

Lookers Fleet Services will have its team on stand to discuss its comprehensive portfolio of value-added services, from accident management, driver training and short-term rental to award winning telematics and dashcam solutions.

Andrew Pace, head of Lookers Fleet Services, said: "I am delighted that we will be returning to this year's event. We also offer a very warm welcome to colleagues from Lookers Leasing, who will be available to offer advice about business vehicle funding and management. Please drop by the stand for an informal chat and the chance to win one of our great competitions."

STAND E22

Marshall Leasing



Marshall Motor Holdings is the seventh largest motor dealer group in the UK with 104 franchised dealerships, representing 24 brand partners across 26 counties.

A quarter of a century ago the Marshall Leasing senior management team came together to create a truly independent fleet management leasing company.

The same team continues to manage Marshall Leasing today in 2017 and will be happy to discuss leasing requirements with visitors at Fleet Management Live.

STAND F16



Nimmos Insurance Brokers will be helping fleets get the best insurance solution for their organisation.

Established in 1947, the company has been arranging insurance for clients with three vehicles to in excess of 100.

Director David Knott says "If we can't come up with a strategy on the days of FML we will contact you shortly after with one."

"Speak to us in advance of your renewal and please don't let your current broker block the market up. We will then seek quotes from a select group of fleet insurers, this may include telematics, driver cam and low claims rebate solutions."

On stand visitors can have a go at cracking a safe combination to win a prize.

STAND H16

2000+

VISITORS



Visitors will have the chance to experience O2 telematics' real-time vehicle telematics solution in action to discover how it cuts fleet operating costs, boosts productivity, and improves vehicle and driver safety.

Oliver Potter, managing director of O2 IoT, said: "O2 Smart Vehicle gives fleet managers a true window into live vehicle performance and driver behaviour. And by putting those critical insights at their fingertips, we can help managers create safer, more efficient journeys across fleets of every size and shape."

"Organisations that install O2 Smart Vehicle, can expect a 10-15% reduction in fuel costs, a 5-10% increase in productivity and a 10% reduction in idle time."

STAND D4



Parksafe automotive will be exhibiting its range of vehicle camera and telematics systems.

The company is able to offer a FORS Gold package which consists of front, side and rear cameras plus a side detection system to warn the driver of a potential vulnerable road user beside their truck.

Whether you operate an international, multi-vehicle fleet or a small business in a remote corner of the globe, Parksafe Automotive says it has a local specialist to help with your safety requirements.

STAND G56



Reflex is launching Drive Safe, a new solution which allows fleet operators to proactively manage occupational road risk, compliance, and driver improvement by helping them to understand telematics data better.

Powered by Drive Consulting, the new service

EXHIBITORS

offers proactive intervention from specialist in-house experts.

Reflex believes telemetry is only effective if the response to the data is appropriate and says many fleet operators install telematics as a condition of their insurance or for operational benefits, yet few realise its true potential.

Drive Safe Intervention captures data and translates it into a digestible format, engaging your drivers directly to enable improvement.

STANDS B54 AND J2/J4



Business drivers are increasingly dispensing with coins and switching to RingGo's cashless parking solution.

In July 2016, just over 114,000 parking sessions were paid for via RingGo Corporate accounts. One year on, and the figure is more than 185,000 sessions in the same month – a rise of 61%.

Adam Dolphin, sales director for RingGo Corporate, said: "Most employees simply can't put their hands on enough coins to pay for business parking, so being able to use RingGo to pay quickly and easily by smartphone app, charging the amount directly to their company's RingGo Corporate account, obviously appeals."

Businesses benefit, too – not just from more efficient working, but reduced penalty charge notices as well.

STAND P6



Selsia Mobile Services has been designed to reduce vehicle loss of use for every type and size of vehicle. Wherever repairs are too large for mobile repairs, Selsia diverts the repairs to any of its 170-plus, approved in-situ repairers.

The company also launched Selsia Commercial Vehicles, a dedicated, managed network of 40 approved heavy commercial and specialist vehicle repairers.

It is now centrally managing accident repairs for some of the UK's leading fleet operators and fleet management companies, operating cars and vans up to heavy commercials and specialist bodied vehicles.

Selsia marketing director Neil Marcus said:

"From 24/7 first notice of loss and deployment to more than 170 approved repairers, to nationwide recovery, progress chasing, safe repairs, online repair management and central invoicing, Selsia removes the hassle and complications involved in repair management."

STAND J40



TCH Leasing's new e-Customer portal allows customers a full outsourcing service which includes all driver liaison throughout the contract's life.

This bespoke service adds real value and frees up valuable resources, allowing clients to concentrate on core business while still maintaining overall control of their fleets but with limited touch points.

Ken Buckley, head of sales at TCHL, says: "Far too many companies give clients access to online systems and then leave them to their own devices, offering little consultation or value."

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

STAND F8



Helping fleets to operate safely and cost-effectively will be the key focus of Venson Automotive Solutions at Fleet Management Live.

It will be showcasing a wide range of services covering all aspects of fleet management, helping operators who manage cars, commercial vehicles, HGVs and specialist vehicles, as well as providing advice on fleet funding and vehicle fit-outs.

A spokesperson said: "Underlining our commitment to encourage high standards and best practice, we will address the occupational risk challenges of fleet operators who manage car and van fleets."

Venson offers training in partnership with RoSPA, as well as Van Excellence Training in collaboration with the Freight Transport Association (FTA).

STAND B10



Driven by experience.

Vindis Group Fleet and SalesMaster will be demonstrating how their combined solutions offer fleet customers the fastest response due to responsive stock management, customer support and overall customer support from enquiry to delivery and beyond.

SalesMaster builds state-of-the-art software for the automotive industry. Clients include major motor manufacturers and dealer groups, including Vindis Group Fleet.

Colin Hutton, Vindis Group fleet director, said: "Vindis Group Fleet supports both corporate fleet accounts and business users with a full support service provision. Our partnership with SalesMaster helps us to provide sound advice, class-leading customer support and innovative supply solutions. We look forward to demonstrating this to current customers and hopefully some new ones at Fleet Management Live."

STAND E50



As part of Volkswagen Group, the largest vehicle manufacturer in the world, the team at Volkswagen Financial Services are confident they have the experience and the best people to manage all your needs, and can't wait to show you at the show.

Visitors to the stand will also be in with a chance to win a golf day for two.

STAND B4

**10-
1000+
CAR AND
LCV-SIZED
FLEETS
REPRESENTED**

OTHER EXHIBITORS YOU CAN SEE AT THE SHOW



STAND B52



STAND A52



STAND E44



STAND P40



STAND D44

ATTICUS INNOVATION

STAND J10



STAND A20

BT Fleet

STAND A50



STAND H10

cap hpi

STAND C20



STAND H58

Daimler Fleet Management

STAND G10



STAND G14



STAND D50

E3 TECHNICAL/WORKPROVIDER (CARWEB)

STAND P48



STAND E12



STAND P56



STAND F14

FTA

STAND E60



Filling you with confidence

STAND G16



STAND E16

Glass's

Part of Autovista Group

STAND H20

halfords
autocentre

STAND C50



STAND B40



STAND B56



STAND D10



STAND B50



STAND P70 & BL4



STAND A62

PDC

STAND F10



STAND J26



STAND E18



STAND B58



STAND H12

Sortimo®
Van Racking Solutions

STAND B52

Telogis®
A Verizon Company

STAND F54



STAND C45



STAND P54



STAND B52

total motion
vehicle management

STAND B30

UNIQUE CAR MATS

STAND F20

WMSGROUP®
The warranty experts

STAND P34



STAND A58

Zenith
Intelligent Vehicle Solutions

STAND C54

HEADLINE SPONSOR



Mobileye, an Intel company, is a global leader in the development of computer vision and machine learning, data analysis, localisation and mapping for advanced driver assistance systems and autonomous driving.

Mobileye's technology keeps passengers safer on the roads, reduces the risks of traffic accidents, saves lives and has the potential to revolutionise the driving experience by enabling autonomous driving.

Mobileye's aftermarket collision avoidance technology is brought to you by the same team developing some of the world's most sophisticated ADAS technology. Mobileye's aftermarket collision avoidance system can be retrofitted to almost any road vehicle. The system is available with a single forward-facing vision sensor or in a multi-vision sensor system designed specifically for large vehicles plagued with hazardous blind spots.

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STAND P70 AND BL4

UK'S BIGGEST LEASING COMPANIES AT THE SHOW

Nine out of 10 of the UK's biggest leasing firms have signed up to Fleet Management Live (FML) as the UK's most important fleet event prepares to open its doors.

The companies will be at the show to showcase the latest fleet innovations and provide best practice guidance to more than 2,000-plus visitors who are expected to attend the event.

Nine of the top 10 top leasing companies attending FML, which is held on October 3-4 at the NEC in Birmingham, are: ALD Automotive, Alphabet, Arnold Clark, Arval, Free2Move Lease, LeasePlan, Lex Autolease, Volkswagen Financial Services and Zenith.

They are listed as the UK's largest leasing companies in the annual FN50 analysis of the industry and between them operate more than 1.2 million vehicles. They are among 18 leasing companies exhibiting at the event and will bring a wealth of expertise in every aspect of vehicle management to the show.

The advice and guidance of fleet suppliers will provide essential support to fleet operators over the coming years as the industry undergoes radical changes.

This includes the impact of new legislation and the arrival of new cars that are increasingly autonomous and connected.

Fleet operators also have to adapt to the fast pace of change in fuel technologies and the ongoing impact of Brexit negotiations on the supply chain.

Chris Lester, event director, said: "The support of the UK's largest leasing providers reflects the importance of Fleet Management Live in the fleet calendar and the quality of the attendees who come to the event."

"We are expecting to welcome fleet executives who are responsible for a combined fleet of more than 700,000 vehicles at the show as they assess, evaluate and learn."

■ For more details, visit www.fleetmanagementlive.co.uk



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ADVISORY BOARD

FLEET MANAGEMENT LIVE – DESIGNED FOR FLEETS, BY FLEETS

The content of Fleet Management Live has been shaped by direct feedback from fleets, including an influential advisory panel of expert vehicle operators.

This has ensured that the event on October 3-4 will deliver exactly what visitors require so they can adapt to the changing face of fleet.

Development started with interviews with hundreds of fleet operators to ensure the show provides the best value for their time when attending.

Overall satisfaction with last year's Fleet Management Live was among the highest ever, with 96% saying they were likely to attend again.

To ensure the show develops and grows to meet the changing needs of the market, industry members were asked for ideas on improving the show and maximising its relevance to every part of the market.

The responses helped to directly shape this year's show to ensure it is a must-attend event for every executive in the industry.

Given that Fleet Management Live is the fleet industry's own show, a visitor advisory board was created so people involved in fleet could have direct input on the show's content and make up.

The panel has met on a regular basis to provide feedback on the show's development, review plans and approve the final content before the doors open next month.

They are also attending the show to experience its benefits for themselves and provide ongoing feedback as the event is developed for future years as well as provide support and advice to other fleet operators.

Their ongoing support has been integral to developing the show to maximise its value to fleet operators.

Chris Lester, event director, says: "A significant part of the success of Fleet Management Live and its strong growth can be attributed to the support and advice of our advisory panel.

"They are an essential part of the event and I would like to thank them giving their time and support to make it such a success."

"Fleet Management Live provides a comprehensive variety of industry organisations all under one roof."

Jerry Ward, manager legal operations (transport), John Lewis Partnership

"[The show is] a fantastic way to explore innovation and consider best practice opportunities."

Rory Morgan, head of logistics support – Western Europe,

"From a procurement perspective, this event is the one in the calendar I always attend. Fleet Management Live has a near perfect combination of suppliers, from a wide range of fleet services, ground-breaking new and emerging fleet technology and, most importantly, a lot of really informative best practice sessions providing ideas and initiatives to take back to your business that can help improve value and efficiency in your own fleet."

David Oliver, procurement manager, Red Bull

ADVISORY PANEL



John Gorton, Kent & Essex Police



Alison Moriarty, Skanska



Chris Lester, Bauer Media



Dale Eynon, Defra Group Fleet Services



David Oliver, Red Bull Company



Debbie Floyde, Bauer Media



Jo Hammonds, Mears Group



Martin Saxton, Carillion



Paul Taylor, Morgan Sindall



Peter Weston, Fleet Management Live



Simon Gray, Mitie



Stewart Lightbody, Anglian Water



Stephen Briers, Fleet News



Denise Lane, Capita Procurement Solutions



Rory Morgan, Iron Mountain



John Pryor, ACFO, Arcadia Group



Caroline Sandall, ACFO



Val South, Xerox



Lorna McAtear, Royal Mail



Jerry Ward, John Lewis Partnership

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Key reasons to visit:

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SELF-CONFESSED 'EV NUT' PUSHES THE ELECTRIC AGENDA

Fleet assistant Jason Smith believes running an electric vehicle fleet offers multiple benefits to the university and its drivers, as [Andrew Ryan](#) found out

Adding electric vehicles (EVs) to Manchester Metropolitan University's fleet is not just part of Jason Smith's job: it's a passion. In his Twitter bio, the fleet assistant describes himself as an 'electric vehicle nut', and with good reason.

"I think you have to be," says the 33-year-old. "I think if you want to do [my job] like I do, you have to immerse yourself in it."

Smith has owned a Nissan Leaf for the past three years and his first-hand experience has made him an enthusiastic advocate of the technology.

"I could have got a standard family car and no one would have thought anything about it, but an EV makes sense for me, for where I live, my journey to work, being able to charge it here," he says.

"It was a no-brainer to have one, and having one helps me educate people about them."

This has been important in helping MMU further its green credentials, something it prizes highly. It is currently ranked the third greenest university in the country in the People and Planet University League.

Its electric vehicle journey began in 2014 when it won funding from Transport for Greater Manchester (TfGM) towards installing 24 charging points.

"This was the catalyst for everything we've done," says Smith. "It was the whole chicken and egg scenario."

"We didn't want to buy any electric cars until we had some infrastructure, and getting it helped to kick-start what we wanted to do here."

The university now has 36 charging points – including the only publically-accessible rapid charger in central Manchester. It has introduced a pool car fleet of five Leafs (two 24kwh and three 30kwh models) and replaced three diesel delivery vans with electric Nissan e-NV200s.

MMU has also replaced the diesel Mercedes-Benz S-Class executive pool car, used by the university vice-chancellor and executive to attend meetings, with a BMW X5 plug-in hybrid, while the security team has also replaced its diesel vehicles with an e-NV200 and a Leaf.

A number of under-utilised diesel vans have also been defleeted.

Smith says the introduction of the pool car fleet has been one of the biggest successes. It has covered a combined 40,000 miles – saving around £15,000 in mileage payments – since it was launched in 2015.

"We'd never had a pool car system before in any capacity," he says. "We had a lot of people using their own vehicles for work-related journeys, but they were also renting vehicles from our nominated supplier and

instead of taking them for a couple of hours, they may have been taking them for a week if they had placement visits, which was not cost effective at all.

"All our placement visits and meetings tend to take place within the Greater Manchester area, and are very rarely outside a 30-mile radius, which makes them suitable for EVs."

One of the early challenges faced by Smith was the administration of the scheme: who would keep the keys, how could employees book the cars, how could he ensure they were put on charge at the end of their hire?

The answers came from a supplier. "We were actually approached by Enterprise to see if we would like to be a pilot scheme for, effectively, what is its car club," says Smith.

"We had already made the capital purchase, but we pay Enterprise a monthly fee, it installs its telematics, gives us a portal on its website and we can book our vehicles through its car club booking system."

"People can get into the cars with their membership card and start it with their PIN."

"It gives drivers the flexibility of being able to take a car at 7am or return it at 11pm and not be concerned about where to leave the keys or if they're secure because the Enterprise system looks after that."

Drivers are encouraged to plug their vehicles in at the end of their hire, but Enterprise monitors the cars so if the





Jason Smith says the decision
to run an electric vehicle
was a 'no-brainer'



FACTFILE

Organisation Manchester Metropolitan University

Fleet assistant Jason Smith

Fleet size 25

Electric charging points 36

Electric pool car vehicles 5



charge hasn't been increasing over a certain amount of time, a member of staff is deployed to plug them in.

Smith says around 160 employees have so far signed up to the pool car scheme, with 65% to 70% of those having used the vehicles. The average mileage of each hire is between 25 and 30.

"I think we can put a lot of (the scheme's success) down to us being quite personal in our approach. So, instead of leaving people to their own devices, we have done quite a lot of personal training," he adds.

"You can arrange a half-hour session with us where we talk you through the booking process right the way through to driving a Leaf. We've found you can dispel rumours about electric cars if you actually sit people in the EV and allow them to drive it.

"We can tell them that it's ok to have the air-conditioning on. They don't need to turn the radio off. Also, they don't need to email us or go online to find out about it."

This is where Smith's experience as an EV owner helps. "During the sessions you can see people visibly relax," he says. "I can tell them that I've never run out of charge, that I've been to London in it, to Birkenhead in it and Yorkshire in it, and that does seem to have an effect on people.

"I can honestly say, of all the people who have used the pool cars in all this time, nobody has said to me 'I'm not driving that again, it doesn't work for me'.

"All the feedback has been positive. We've even had people taking them beyond their range and used the public networks to

charge them. They feel confident with them."

As well as the financial savings, Smith estimates the pool car scheme has cut CO₂ emissions by around 6.65 tonnes, but these are not the only benefits.

Given the vehicles are liveried and branded, they portray a positive image of the university, while also helping reduce the demand for parking spaces on the campus – a commodity under threat as the university's estate strategy is looking at redeveloping many of the spaces in the future.

"If people are bringing their cars to work purposely to go on and do other journeys, then they are still using a car parking space," says Smith.

"With the pool car scheme, they can book a vehicle up to six weeks in advance, they know the car is here and available for them, and in the long-term they know they won't need to bring their car into the city or on to the campus any longer."

"We've found you can dispel rumours about electric cars if you actually sit people in the EV and allow them to drive it"

Jason Smith, MMU

EV POLICY EARNS MMU GO ULTRA LOW STATUS

Manchester Metropolitan University's commitment to low emission vehicles has earned it national recognition.

MMU has qualified for Go Ultra Low Company status, which acknowledges and rewards companies that have included significant numbers of electric vehicles on their fleets, with a commitment to add more before 2020. Earlier this year it was also awarded the Gold Travel Choices standard by Transport for Greater Manchester (TfGM) for its sustained commitment towards promoting sustainable travel.

"A lot of our business cases have been more about outward facing and setting the precedent for being a leader in electric vehicles," says Jason Smith.

"We've done a lot of work with TfGM, and have given presentations to other businesses about what we've been doing in terms of electric vehicles, how we've made these things work and how they can tap into various grants to help them achieve their aims."



Smith adds: "We still feel we haven't scratched the surface on the pool cars in all honesty. Last year 550 members of staff made a claim for mileage for using their own car, and we're up to 160 people who have signed up to the pool car scheme, so we still have a little bit of work to be done trying to bring those numbers up. We also still feel we can utilise the cars better than we do at the moment."

The university also has a number of other initiatives aimed at encouraging staff to travel to work in modes of transport other than a car.

These include a cycle-to-work scheme under which more than 150 bicycles have been bought, loans and travel discounts for public transport, while a stringent application process for parking permits is also reducing the number of people able to park on campus.

A survey earlier this year found the propor-



Jason Smith with two Nissan vehicles from the MMU fleet

tion of staff driving to work as single occupants has decreased from 31% to 26% over the past three years. The university hopes to reduce this to 25% by 2020-2021.

Another core focus of MMU's electric vehicle strategy is to replace ageing diesel vans with electric models.

So far – excluding the security team's vehicles – three have been replaced by e-NV200s.

These are a van on the university's Crewe campus, a vehicle used by the reprographics team which, for example, delivers printing and paper around the Manchester campus, and one used to deliver internal mail.

"The internal mail delivery van has been our biggest win," says Smith. "It's replaced a diesel van which was doing between 75 and 80 miles each day – a no-brainer for an electric vehicle. However, we did discover quite early on that it wouldn't really make the journey on a single charge – it was too close for comfort for the guys."

This issue was initially resolved by charging at Knutsford services, but the university did not want to rely on the public charging network, so "with a little help from Nissan" it installed a rapid charger on the Crewe campus, says Smith.

"We installed it right next to the post room, so the driver can plug it into the charger and that 15-minute boost it provided while they were doing work in Crewe was more than enough to get back to Manchester."

"It was not really that cost-effective to do it, but that was our commitment to electric vehicles and we wanted to make it work."

He adds: "The internal mail delivery van is doing 1,200 miles a month and it's been invaluable."

Smith's ultimate aim is to replace all diesel vehicles with electric models, but this puts him at the mercy of the market, he says.

For example, MMU operates two diesel minibuses, but no electric alternatives are

available, while range restrictions are preventing it from replacing five diesel maintenance vans with electric counterparts.

"They are on a lease at the moment and the major barrier with those is that they are used for call outs, so the guys use them during the day and take them home in the evening," says Smith.

"Some of them live beyond the range of the electric vans we've been looking at recently, so there's a bit of a discussion going on internally whether the call-out system needs to be changed."

"Ideally we want to be able to have a 100% electric fleet, but there are still some obstacles we have to overcome."



For more fleet profiles, visit fleetnews.co.uk/fleetprofiles

'THE 27-YEAR-OLD BUSINESS OPERATING LIKE A START-UP'

Software company sets its sights on doubling global revenue after a root and branch overhaul of working practices. *Stephen Briers* reports

Chevin has transformed its approach to fleet with a new strategic plan and a better understanding of what operators want and need from fleet management software. The changes include new appointments, revisions to the operating platform and a different way of thinking about its customers' requirements.

Example one: until five years ago, the UK board consisted of one person – founder and managing director Ashley Sowerby. Now he has a team of three (finance director, sales director, operations director) plus additional non-exec support, which will enable greater focus on the day-to-day business.

Example two: Chevin has switched from a scattergun approach, going after everyone and anyone in fleet, to a targeted one which sees the right customers (typically job-essential fleets) matched to the right products. This includes manufacturers where Chevin's software solutions "fit their requirements", says Sowerby.

Example three: rather than offering a wholly modular system, Chevin is now providing a more comprehensive base

"We can provide analytics to clients that adds value and gives the return on investment"

Ashley Sowerby, Chevin Fleet Solutions

platform with all the best bits included.

Sowerby explains: "FleetWave is like Lego; we come with a big box of bricks and ask 'what do you want us to build?'. But people don't want that now; they want a system with all the best practice built in. So we looked at our product and why people buy it."

He has also created a library of user stories which will be used to show other fleets how Chevin has solved problems using its software solutions. While FleetWave remains the primary platform, it has been pre-configured as an all-inclusive fleet software system, although users can still add extra functionality. "So, we have the block built ready, although fleets can still add more bricks if they want," Sowerby adds.

INVEST IN SOFTWARE TO CUT COSTS

The primary reason why organisations invest in fleet software is to save money, according to Ashley Sowerby.

It could come from improved utilisation of vehicles, fuel management or risk management – all these and more provide an opportunity to show a return on investment.

A typical FleetWave installation will replace five or six IT systems, such as internal workshop, HR, expense management, service jobs and asset management, such is its flexibility.

Many of these processes sit outside of the conventional fleet, leading to a number of customers renaming the software system to remove the fleet reference. Wave is a popular substitute.

Chevin also has small fleet operators on its RoadBase system, although it stopped selling the software at the start of this year.

A new version under development is due to be launched later this year, which, says Sowerby, will "re-open the market for us".



Founder Ashley Sowerby has overseen the expansion of the board from one (him) to four plus non-execs

The new outlook is part of Sowerby's strategic vision to double global revenue over the next couple of years, including in the UK, Chevin's largest market. In his words, Chevin is "a 27-year-old business operating like a start-up".

At the same time, Chevin has updated its user interface, offering a better, more visual log-in experience that is fully responsive for smartphones with a cleaner home page dashboard. Customers can add their own graphics and logo to have a branded site.

"We are also going deeper into analytics, doing more with the data but also increasing the level of automation so the system pushes to the fleet the things it needs to know about rather than them running reports," Sowerby says. "We are changing from tables to visual reports with colour coding to help users to identify the good and the bad."

The next step, due for launch this month, is Chevin 365 as part of the Chevin Academy online video training service. Chevin 365 will enable fleets to go to an app-style store to drop 'widgets' onto their home page, adding new reports such as fuel use. Rather than having to make the request via Chevin, the fleet will be able to self-serve.

The fleet management functionality of FleetWave is pretty much a given in today's software market, according to Sowerby. It's the additional elements that make the product stand out, he claims. This includes its ability to integrate up to a dozen other systems, such as fuel cards, telematics and licence checking, enabling it to become a hub for data.



FACTFILE

Company Chevin Fleet Solutions

Head office Belper, Derbyshire

Managing director Ashley Sowerby

Vehicles under management 1m-plus globally, around 60% in the UK

Global customers 375 enterprise-level clients (500+ vehicles), plus many more smaller fleets

Software solution FleetWave

"This means we can provide analytics to clients that adds value and gives the return on investment, e.g. utilisation and usage patterns," Sowerby says.

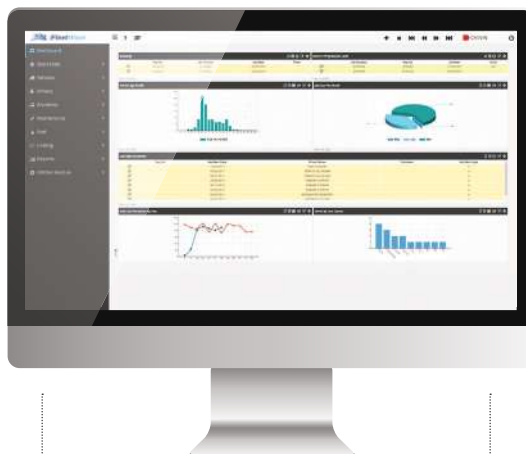
He also puts a lot of emphasis behind a programme dubbed 'Fiona' – fix it once, never again. Every time Chevin receives a support ticket, it instructs its team to work out what it would have to do to have never received it, asking 'how could we prevent that question or issue from ever arising again?'.

"It's a real mind-set approach and it drives a lot of our change," Sowerby says.

One of those changes will see the introduction of FleetWave Forms later this year, which create a two-way flow of information between the fleet and the driver. Incorporating areas such as daily inspections, defect reporting, mileage and driver communications, the system will create a channel for the driver.

"At the moment, the software is uni-directional, i.e. you can send the driver a message. But FleetWave Forms is a two-way communication," Sowerby says. "We are investing in the product, such as extending the API (application programming interface) capabilities [the code that allows different software systems to 'speak' to each other]."

Chevin has not seen any curtailing of demand for software in the face of any uncertainty created by the Brexit referendum and recent general election. While Sowerby detects a certain nervousness by some customers, he points to the fact that, as a way to help companies reduce cost, software



The new FleetWave user interface

can benefit from a constricted economy.

Many of his conversations are now taking place at director level rather than fleet, which is symptomatic of the fact that FleetWave is no longer just a fleet management system, it also plugs into other business operations such as HR, purchasing and finance.

However, Sowerby doesn't seek to deliberately bypass the fleet manager. He believes any organisation with an operational fleet should have a dedicated person overseeing the management of the vehicles, and is not convinced about outsourcing.

"If you outsource, you are single-sourcing and that is not a good business process," he says. "It is cyclical – everyone thinks there is a better way to do it. They go from in-sourcing

to outsourcing, then outsourcing with some in-sourcing, then back to full in-sourcing. That's what I've seen over my career.

"A third party has a different agenda – to keep your business and fund your cars. Software reduces the need to outsource by focusing you on the areas that need focus. It's the freedom to manage without being distracted by the micro detail."

He adds: "The conversation shouldn't be 'do we in-source or outsource'. It should be 'what's the purpose of the fleet'. If it's just for the mobility of an employee, is a fleet needed? In Europe, we see this changing a lot, although in the UK we are still ingrained with our cars."

Chevin's willingness to open up its API gives it a front-row seat as the market moves towards mobility. Sowerby believes the future for cars is less about ownership and more about user-ship with companies forgoing the need to own or lease cars permanently.

For Chevin, mobility is about access to data and data aggregation. It's about integrating with HR systems to understand vehicle usage as part of a mobility budget, but Sowerby recognises his own limitations.

"The challenge is where others are there already, such as Google maps which give routing and travel options. We can't compete with that, so we plug-in to the best of breed and present that back to the operator," he says. "APIs open up so many possibilities."



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STEPS TO A SUCCESSFUL DRIVER TRAINING STRATEGY

Designing and implementing a training programme can help a company keep its drivers safe and reduce costs. *Ben Rooth* reports.

A robust driver training programme has numerous benefits for a company. These include improving the safety of both employees and other road users, helping a company's bottom line by reducing the need for repairs and vehicle downtime, and cutting insurance premiums.

However, a fleet manager considering introducing or refreshing their driver training regime faces a number of decisions, including: how do they identify who could benefit from training, what method is best and how do they implement their strategy?

Overleaf we look at the three key steps.





IDENTIFY YOUR DRIVER TRAINING NEEDS

"All training requirements need to be based on the fullest understanding of risk associated with the driver, vehicle and journey," says Andy Phillips, director of driver risk management company Applied Driving Techniques (ADT).

Key to this is the accurate capture of data. This can come from a variety of sources such as collision reports, licence checks, telematics and online – as well as on-road – driver risk assessments.

Once this is collected, it needs to be correctly analysed – the most challenging part, according to driver training experts.

For example, looking at collision statistics will identify higher risk drivers, but only after they've had an incident.

Predicting who those individuals will be before an accident occurs is more challenging.

Chris Thornton, sales director of driver training company DriveTech, part of The AA, says: "It's a well-established fact that drivers who crash are generally at higher risk exposure than others.

"As a result, many organisations use historic accident information to identify those drivers who need additional training.

"Using history, however, is, by definition, a reactive approach.

"If crash details are not known, the number of points on a licence can also be a good guide to a driver's risk exposure but the number of points doesn't give the whole story either."

According to DriveTech, the best way to identify high-risk drivers is to combine all existing driver information with a formal assessment covering their 'ABC' – attitude, behaviour and competence

– to provide the most comprehensive driver risk profile.

One way of creating wide-ranging driver profiles is the use of telematics, according to Beverley Wise, director UK and Ireland of TomTom Telematics.

"The data collected can form a foundation stone to help fleets create more accurate risk profiles for individual drivers, enabling them to identify the root causes of unsafe practice and track improvements over time," she says.

"The technology can score drivers on areas including speeding, idling, harsh steering or braking and fuel consumption.

"This allows the easy establishment of performance benchmarks and the identification of problem trends.

"Managers are able to drill down into individual areas of performance to gain greater insights into specific problems."

However, Gary Bates, a director at road safety charity IAM Roadsmart, says telematics on its own does not identify why vehicles are being driven in a particular way.

"The data generated may provide a helpful

starting point for identifying specific areas of focus for individual drivers or a fleet as a whole, offering a picture based on mileages or average speeds," he adds.

"But this data is always open to interpretation and is never a substitute for having a qualified instructor observe a driver's behaviour and coming to an understanding of the real-world pressures affecting them on the road in their particular jobs."

Some experts maintain that targeted online risk assessments are also essential when it comes to determining a driver training programme.

Jonathan Mosley, sales director at E-Training World, an online driver profiling and e-training company, says: "The reason they're so important is because they're a pre-event mechanism that means you predict which drivers are at most risk.

"You can then intervene and provide relevant training before they have an incident.

"It's also extremely quick and cost-effective – 20 minutes per driver and you have a profile of everyone's risk ratings and training needs."



"Managers are able to drill down into individual areas of performance to gain greater insights into specific problems"

Beverley Wise, TomTom Telematics

IDENTIFY THE RIGHT TRAINING METHODS

The best training methods will be determined from the training needs analysis (see point 1 facing) and subsequently deciding exactly what skills and knowledge drivers need to possess and develop.

This process often comes down to a balance between need and costs.

The options include online modular training courses, often referred to as e-learning, bespoke group training sessions, off-the-shelf group training sessions aimed at, for example, resolving common accidents like rear-end low-speed shunts, and one-to-one on-the-road training.

"Our belief is that the best way to change driver behaviour for the better is to work at a human level and coach drivers to make better driver decisions," says DriveTech's Thornton.

"This is best done face-to-face, usually by driving in the real world. It enables coach and driver to discuss issues so the driver can reflect on the training and make driving decisions based on more knowledge and a better understanding of defensive driving skills.

"However, not all drivers necessarily need this level of training, maybe just high-risk exposure drivers.

"Online learning and workshops for drivers and managers are less expensive to run and can deliver excellent results."

E-Training World's Mosley feels on-road one-to-one training is best for high-risk drivers who account for 10% of drivers according to his company's online profiling system.

"Online training is perfect for medium-risk drivers – who account for approximately 70% of the total – and low risk drivers do not necessarily need training," he adds.

"Nonetheless, some companies choose to put all drivers through courses such as avoiding rear-end collisions and parking

"Online training is perfect for medium-risk drivers – who account for approximately 70% of the total"



Jonathan Mosley, E-Training World

and manoeuvring, given hitting third parties in the rear and small knocks and bumps tends to feature most frequently in their accident statistics."

IAM's Bates says business drivers covering high motorway mileage can particularly benefit from group sessions or e-learning modules focused on dealing with distractions, managing speed and the theoretical aspects of eco driving.

"These types of training are popular among businesses with field-based teams who may have limited opportunity to take part in on-road sessions, or perhaps for businesses with a large number of staff for whom driving for work is a less significant part of their job," he adds.

Martin Lamb, head of training at Fleet Source, says the training needs of an organisation should be constantly reviewed, refreshed and revised to ensure that training delivery remains current and not dated.

"Consideration needs to be given to the nature and functions of the workforce as well as the roles and responsibilities associated with them," he adds.

TRAINING PROS AND CONS

The main advantages and disadvantages of the different types of training sessions are:

■ Full on-road driving for work courses

Advantages: Usually carried out on a one-to-one basis which means the instructor can observe and work directly with the delegate. It allows principles to be put into practice with immediate and memorable results.

Disadvantages: This method can be time-consuming and more expensive than group seminars or e-learning.

■ Modular on-road training courses

Advantages: Less time-consuming and costly than full courses as they can be focused specifically on identified business needs.

Disadvantages: Limited in scope compared with a full driving for work course.

■ Seminars and group workshops

Advantages: They're inexpensive to run and allow you to train a lot of people at once.

Disadvantages: There's no practical element and no individual driver assessment.

■ E-learning

Advantages: Convenient and inexpensive – and a quick and easy way to record training compliance.

Disadvantages: Once again, there's no practical element and "less engaging" than face-to-face training.

Source: IAM Roadsmart

SPONSOR'S COMMENT

By David Richards, DriveTech, part of The AA



Driver training – does it really deliver a good return on investment? The answer is yes!

Many companies adopt an occupational road risk programme with only one

intention... to tick the duty of care compliance box. While the threat of prosecution under the Corporate Manslaughter Act, and the substantial 2016 increase in health and safety fines, is real – the £700,000 fine of Baldwins Crane Hire and £2,000,000 fine for Travis Perkins Trading prove this – assessing and training your drivers to make better driving decisions is where the real business benefit lies.

Yes, implementing assessments and training costs money. But, approached in a strategic way, a robust programme delivers a compelling business case. It also helps fleet decision-makers sell the benefits of a road risk programme upwards within their organisations.

DriveTech has been involved in driver assessment and training since 1990 but many of our clients find it difficult to demonstrate measurable financial benefits. Those that can, rarely want to publicise their savings, as they represent a significant and sustainable competitive advantage.

We recently analysed one of our customer's pre- and post-training collision costs for high risk drivers. Initial results found a 77% reduction in the number of collisions in the year post-training. In addition, the cost per collision also reduced by 27%, with an overall collision cost reduction of more than 80%.

Our own parent company, The AA, has shown, using telematics measurement, that driver training improves fuel efficiency, tyre wear and lowers service, maintenance and repair (SMR) costs significantly, too.

Driver training means that you're driving a better business. If you want to know more, contact us and we'll help you achieve both legal compliance, improve your drivers' safety and achieve measurable financial savings.

Tel: 01256 495732

Email: tellmemore@drivetech.co.uk

Web: drivetech.co.uk



IMPLEMENT YOUR DRIVER TRAINING PLAN

Implementing the plan is “the most crucial element to get right”, says Andy Wheeler, business development director at driver training company TTC DriverProtect.

“Drivers need to know why they are undertaking a driver assessment or training programme, what the outcomes are if they require additional training and what the benefits to them are personally,” he adds.

“Consequently, a full communication strategy and proper launch with the drivers is essential and this should involve senior management leading by example.

“This means that they should undertake the same assessment and training process as the rest of their staff.”

DriveTech's Thornton agrees that senior leadership buy-in is a vital component in launching a successful programme.

“In addition, the programme must be consistent with – and aligned with – the safety culture of the business,” he adds.

“In some industries, safety is a number one priority and therefore a road risk reduction programme can fit easily into the business and drivers will be receptive to participating.

“In companies where safety is not such a strategic issue, appropriate communications can play a vital part in underpinning the success of the new programme.”



CASE STUDY: RHODAR



Specialist asbestos removal company Rhodar has implemented a driver training programme that will ensure all its drivers have received one-to-one training by October. The move is intended to ensure the company's fleet consistently operates as safely as possible.

Steve Haigh, group transport manager at Rhodar (pictured), says: “As far as I'm concerned, it's worth every penny to pay for the services of a professional driver training company. Within weeks of colleagues attending this course we noticed improved collision rates and I'm convinced the cost of the course quickly pays for itself in terms of reduced repair costs and insurance premiums.

“We've told colleagues what we're doing and why we're doing it throughout the whole process and I think that this has resulted in great acceptance.”

Rhodar operates 200 Mercedes-Benz Sprinter vans, 100 company cars and up to 50 daily rental vehicles.

Haigh decided to change Rhodar's driver training programme at the start of the new financial year after accident reports showed that there had been a “marked increase” in like-for-like collisions between 2015 and 2016.

He attributes this to issues linked to amalgamating a newly purchased company into Rhodar's operations, colleagues being asked to drive larger vans and the recruitment of younger drivers.

Haigh subsequently recruited DriveTech to train every driver. “We found ourselves having a few low-level, but expensive, accidents like colleagues reversing into posts because they were unfamiliar with their vehicle's size,” he says.

“The situation instantly improved after they'd spent time with the trainers. My view is the best results tend to come from one-to-one training, especially if that colleague knows their performance will be appraised and sent back to the management team. I also had the buy-in from the board here, which I regard to be imperative.”

CASE STUDY: THE CLANCY GROUP



National construction business The Clancy Group relies on carefully analysed data to shape its award-winning driver training programme.

This data is sourced from telematics, particularly statistics relating to fuel consumption and braking, as well as forward-facing cameras.

Colin Knight (pictured), head of fleet safety management and compliance at Clancy, says:

“Our programme is consistently shaped by the best possible data at our disposal which is then carefully analysed to ensure the programme we implement is entirely appropriate for drivers.”

The company operates a combined fleet of 150 HGVs, 1,400 vans and 400 company cars as well as 100 grey fleet vehicles across seven depots nationally.

Earlier this summer, Bernie Stack – one of the group's directors – was presented with a RoSPA Gold Fleet Safety award for the driver training programme. This programme initially identified about 20% of all drivers to be ‘higher’ – rather than ‘high’ – risk.

“One of the keys to improving this situation has been engagement,” says Knight. “We've consistently told colleagues about the programme we're implementing as part of our 2020 Vision to cut carbon dioxide emissions and driver collisions.

“Once we've identified through the data that a colleague is higher risk, we talk to them and decide whether there's a need for a speeding or a collision workshop. We have our own team of five driver mentors who can work with them as well as their immediate line managers.

“Over the past seven consecutive months, we've seen a reduction in collisions, and have every intention of maintaining this momentum.”

Knight advises fleet managers to “examine the data holistically” before drawing up a carefully tailored plan. “Once you've identified the right way forward for your organisation, it's then imperative that you get buy-in from senior management,” he says.

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"On Giulia we've done absolutely no rental whatsoever, not a single unit, and we've started to see that manifest itself in the RV position of the car"

Francis Bleasdale, FCA

WINNER: FIAT CHRYSLER AUTOMOBILES UK

FCA takes three steps to improve its fleet offering

Appealing products, quality levels of service and competitive pricing are attracting increased interest from user-choosers

By Andrew Ryan

Fiat Chrysler Automobiles (FCA) UK's development into a fleet manufacturer to be reckoned with is mainly down to three factors, according to its fleet and remarketing director Francis Bleasdale.

"The UK is probably the most competitive fleet market in Europe," Bleasdale says.

"To be successful, you need to have strong, appealing products. You need to have a service in place to support companies in order to operate those products, and you need to be competitive. We've had to work really hard to develop that."

This strategy has seen FCA UK overhaul and significantly strengthen its fleet and business sales team, with a number of appointments creating expert teams focused on specific areas, such as public sector, Motability, SMEs (small- to medium-enterprises) and leasing.

"All that means we are realising opportunities and building our customer database beyond the level it has been before," says Bleasdale.

This has also been aided by FCA's ability to provide five distinct brands – Fiat, Alfa Romeo, Jeep, Fiat Professional and Abarth – through one contact point, which makes the group "unique", he adds.

"We recognise that people's days and the hours within those days are quite tight and they don't want to be seeing masses of manufacturer representatives, so the ability to see one person who can converse with them and support them for all their fleet needs is important," says Bleasdale.

"Our brands complement each other well: Jeep is the iconic 4x4 and SUV brand, Fiat is a fantastically accessible fun brand, Alfa Romeo has a strong sporting heritage and is very aspirational, Fiat Professional is a very strong commercial vehicle brand with a proven history, and Abarth is a real enthusiasts' sporting brand.

"There are other groups where the separation between the brands is potentially quite confusing. Our brands are very distinct and have clear positions in the market place and that really helps us when we speak to customers because they can easily see where our products and brands line up with their fleet requirements."

Fleet News: How important have FCA's new cars been to your fleet ambitions?

Francis Bleasdale: We launched the Fiat Tipo and Alfa Romeo Giulia towards the end of last year and they have been really important to us because they've taken us back into the C and D segment properly for the first time in a while.

We've also got the Alfa Romeo Stelvio and Jeep Compass SUVs coming this year which we have high hopes for. Compass takes us right into the biggest and fastest-growing SUV segment in the marketplace. It will be positioned in the space between Renegade – our fastest-growing model in the Jeep brand – and Cherokee, so it will be a bright addition to the range.

Stelvio, together with Giulia, is really opening doors for us. They are getting fantastic coverage in the media, whether that is in the *Sunday Times* or on Top Gear, and fleet managers are now being asked about Alfa Romeo products by their drivers.

There is a real reservoir of goodwill towards Alfa Romeo and a desire among user-choosers who may well be on their second or third BMW 3 Series or third or fourth Audi A4 to have something that's different but, at the same time, not have to compromise to get it. That's something we've managed to achieve with Giulia.

This has helped us get on to the choice lists of some fantastic customers for the first time, including some major corporates within pharmaceuticals, engineering and financial services.

FN: Do you also see an opportunity for significant growth in the SME sector?

FB: I do. In the past we've had Fiat Professional and Fiat 500, but we've not really had the product offering to confidently attack that area of the marketplace. Cars like Stelvio and Giulia will help us do that.

FN: How have your business-specific trim levels been received?

FB: They are proving popular. We have Elite on Tipo and Technica on Alfa Romeo, so we will have Technica on Giulia and Giulietta and we are evaluating it for Stelvio as well. The business trims allow us to make a really good, appealing product offering to the user-chooser that has got great equipment levels, the prices are at a competitive level in



Fiat Chrysler Automobiles fleet and remarketing director Francis Bleasdale (left) receives the award from Elliot Scott, fleet director at Thrifty Car & Van Rental

terms of benefit-in-kind (BIK) tax, and therefore it means it's a good option for them to choose. It doesn't represent all the fleet mix by any means because there's a high level of fleet customers and user-choosers who just want the model that they want, but it's certainly a very appealing offer and it allows us to focus our fleet communications on one particular model as well.

FN: With the expected growth in volume, how are you protecting residual values?

FB: We've had to be very selective about some of the business we've done for understandable reasons. I'll give you an example: on Giulia we've done absolutely no rental whatsoever, not a single unit, and we've started to see that manifest itself in the RV position of the car, both in terms of its forecasted value and its current value.

We've also developed used car programmes called Found for Fiat, Abarth and Fiat Professional, and Selected For You for the Jeep and Alfa Romeo networks, and this adds to our ability to remarket our products back into the market and support their residual values. This also generates the data which we need to demonstrate how that improvement in RVs has been achieved.

FN: How else is the dealer network supporting your fleet ambitions?

FB: We've relaunched our dealer network business centre programme. This will provide a high level of support to our fleet and business customers and will help us engage with more SMEs and local businesses. Currently just less than 30 dealers belong to the initiative but we hope that will

increase to 40 by the end of the year. If more dealer partners want to invest in the opportunity then we are open to that, but it's really important we know the business opportunities that exist locally will be developed and that they can offer the level of service and support that customers want.

As well as being named most improved manufacturer in the Fleet News Awards, FCA UK has also been celebrating the success of its FCA Fleet Services contract hire company. This moved into the top half of the 2016 FN50 listing of the UK's largest contract hire and leasing companies for the first time, and was the fastest-growing leasing company, in percentage terms. It's 2,569-unit increase to 7,381 represented 53.4% growth.

The contract hire company has recently been rebranded Leasys to bring it into line with the group's mainland Europe operation.

"It's been a bit confusing to customers in terms of FCA Fleet Services versus FCA Fleet and Business Sales," says Bleasdale.

"It didn't really create a distinctiveness, so Leasys has replaced FCA Fleet Services so we will have a really recognisable leasing and contract hire brand as part of our solution and that will give us a real presence in that contract hire market.

"We are genuinely excited by it because in its previous branding it was very difficult to communicate that out into the marketplace.

"Now you will only have to hear the name and you know what the company is about."

FACTFILE

Fleet and remarketing director

Francis Bleasdale

Fleet sales 2017 YTD (2016)

Abarth 513 (630)

Alfa Romeo 1,148 (1,258)

Fiat 15,772 (17,921)

Jeep 2,499 (5,439)

Fleet market share YTD

Abarth 0.08%

Alfa Romeo 0.14%

Fiat 1.93%

Jeep 0.31%

JUDGES' COMMENTS

Fiat Chrysler is much more engaged with fleets, leasing companies and pricing guides due to restructuring its business and making a number of key appointments. It has also launched fleet-specific models and taken numerous actions to reduce costs for fleets, particularly on SMR.

JAGUAR E-PACE

F-Pace-inspired SUV has Audi A3 and BMW X1 customers in its sights

By Simon Harris

Jaguar is taking advantage of an insatiable appetite for crossovers and SUVs among car buyers by adding a second to its line-up ahead of the electric I-Pace next year.

The E-Pace is smaller than the F-Pace launched in 2016, but aims to offer customers more space and emotional appeal than an Audi Q3 or BMW X1. A single 2WD model will be offered in a range dominated by all-wheel drive variants, with a choice of four-cylinder petrol or diesel engines. Orders are open now for delivery in the autumn.

ENGINES AND TRANSMISSIONS

Three versions of the 2.0-litre Ingenium diesel engine are offered in the E-Pace, with the front-wheel drive manual offered as the only 150PS variant (D150).

A nine-speed automatic transmission is offered as an option over the standard six-speed manual on the D180, while the D240 bi-turbo diesel is automatic only, as are the two petrol versions, the P250 and P300, both using Jaguar's new 2.0-litre Ingenium petrol engine.

The D150 offers CO₂ emissions of 124g/km (and 60.1mpg on the NEDC combined cycle), with the all-wheel drive version of this variant, as well as the D180 AWD at 132g/km for six-speed manuals. Both D150 and D180 auto variants have CO₂ emissions of 147g/km, with 162g/km for the D240.

The P250 and P300 have CO₂ emissions of 174g/km and 181g/km respectively, making the P250 more tax efficient in pure benefit-in-kind (BIK) terms than the D240.

EXTERIOR

The E-Pace design team, led by Jaguar design director Ian Callum, already had an SUV in the family from which to take cues. But the E-Pace is meant to appeal to a much younger demographic who might prefer a more engaging drive, so the styling also owes something to the F-Type sports car.

The headlamps are a similar shape to those of the F-Type rather than the wider, shallower F-Pace, while a line on the rear haunches mimics the curved rear quarter of the high-performance coupé and roadster.

Another reason for the headlamps to appear larger is the fact that this is the smallest Jaguar model and, according to Callum, is known internally as the 'cub'. He says cubs are known for their disproportionately large eyes compared with adult animals, as well as oversized paws. Perhaps also a reason the E-Pace can be specified with 21-inch wheels.

There are two model lines, each available with S, SE and HSE equipment grades: standard and R-Dynamic, the latter having a slightly more aggressively styled front end.





INTERIOR

Inspiration from the F-Type continues inside. The gear selector on automatic versions is a conventional stick rather than the rotary version found in Jaguar saloons and the F-Pace. There's also a grab handle on the passenger side of the centre console, like the F-Type, and part of what Jaguar calls a 'wrap-around' cockpit.

The E-Pace has a metal-effect trim finish to give it a more contemporary feel than wood.

All models come with a 10-inch touchscreen interface, reducing the number of switches needed on the dashboard, while the climate control functions are accessed via rotary dials.

R-Dynamic variants have a broader range of interior colour options than standard versions, as well as sports seats and other design differences.

The 8.42-litre centre console can house four large water bottles, as well as configurable cupholders and trays; the lockable glovebox is 10 litres, while the front door bins are 10.56 litres with 8.26 litres in the rear.

The E-Pace has a longer wheelbase than the Range Rover Evoque, with excellent rear leg room and headroom for a car measuring less than 4.4m, while the boot capacity ranges from 577 litres to a maximum of 1,234 litres.

TECHNOLOGY AND SAFETY

All E-Pace models come with autonomous emergency braking with pedestrian detection, and there is a range of stability systems to ensure the driver remains in control in other situations where there is a risk of skidding, such as a trailer affecting the balance of the car or avoiding rolling when cornering severely in an emergency.

It is also available with a blindspot warning and lane-keeping assistance, front and rear cameras to aid visibility at junctions or when reversing to park, full parking assistance, and fixed LED headlights as standard.

The E-Pace is offered with Jaguar's InControl connectivity features, with optional 4G WiFi connecting up to eight devices and five USB charging ports.

Gesture tailgate opening, activity key wristband (where you can safely lock the main key inside the car should you not wish to carry it), and advanced head-up display are also options.

"This is the smallest Jaguar model and, according to (design director Ian) Callum is known internally as the 'cub'"

PRICES

Prices will start at £28,500 on the road for the entry level D150 S, with R-Dynamic variants starting at £30,750, while a high-specification First Edition will be available at on D180 and P250 variants for the first year of production, priced from £47,800. A range-topping R-Dynamic P300 HSE is from £50,710.

THINKING CAP



By Martin Ward, manufacturer relationships manager

cap hpi

Monday Down to Volkswagen Financial Services' shiny new building in Milton Keynes for a fleet and press presentation. Department heads Mike Orford (press) and Michael O'Shea (fleet) were in attendance. It appears VW is doing well with 'true fleet' in the UK. Guests were told that around 60% of diesel vehicles have been completed with 'the revised technical measures' so far. After the meeting there was a few cars to try including the first 1.4 Passat petrol in the country. On paper, a 1.4 petrol 125PS or 150PS in a Passat shouldn't work, should it? But, in reality, it does. What a great car to drive, more than enough power, and around Milton Keynes it achieved in excess of 40mpg. So who needs a diesel?

"This good looking SUV has come at exactly the right time for Volkswagen"

Thursday / Friday Bit of a VW week, this one, as we travelled to the outstandingly beautiful Lake Como in northern Italy for the global premiere of the T-Roc, an SUV/crossover about the same size as a Golf. The T-Roc, not sure where the name came from, is due in the UK in December, with an estimated starting price of around £19,000. A good choice of engines including the 1.0 three-cylinder and the new 1.5 TSI EVO, with VW saying it thinks around 80% will be petrol sales. I think the figure will be higher. This good looking SUV, which is fully loaded with standard spec and technology, has come at exactly the right time for VW.

Saturday Took my old Mini Moke to a small classic car and collectors car show near Holmfirth, Huddersfield. It had around 170 vehicles, ranging from very old, to some fairly new, but unusual, motors. Visitor turn-out was amazing which indicates interest in these shows is growing. Values continue to rise on most old cars, and even those that were in plentiful supply not long ago are making silly money. Makes you wonder which fleet cars will be worth more than you paid for them a few years hence.

VOLKSWAGEN POLO

New generation gets 'A's for increased cabin space and 'big car' technology

By Matt de Prez

The new sixth-generation Polo is bigger, stronger and more intelligent than anything that came before it.

It squeezes the boundaries of its sector. As the car that was once the entry point to the Volkswagen stable, it is now the second tier – thanks to the introduction of the Up – and is knocking on the door of its Golf bigger brother.

Volkswagen says the focus of the Polo's design was to increase cabin space and feature 'big car' technology. On its *Fleet News* report card it gets an 'A' for both.

A 351-litre boot helps the Polo to eclipse rivals for



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outright load-lugging, and even puts to shame the Ford Focus, which only manages 316 litres.

It also gets City Emergency Braking with Pedestrian Detection, Adaptive Cruise Control and Volkswagen's digital instrument cluster Active Info Display.

The new platform that lurks under the Polo's skin is the latest from the Volkswagen Group. It first appeared in the Seat Ibiza which launched earlier this year.

Both cars share a similar stance but the Polo takes a more classic approach to styling, playing it safe compared to the more edgy Seat.

A longer wheelbase allows for plenty of room inside. With the trend towards larger SUVs it's unlikely many



A staggering array of kit is introduced



Pedestrian Detection will be available with the new Polo



Boot space in the new Polo is a whopping 351 litres

"Volkswagen promises there will be a GTI version available next year for user-choosers with deep pockets"

families will choose the Polo over something like a Tiguan or Seat Ateca but we have no doubt the smaller car would suffice.

One of the most noticeable attributes is the improvement in refinement.

The Polo is very relaxing at motorway speeds with little road or wind noise intrusion.

Its suspension errs on the soft side, which is probably the best move as the Ibiza already fills the requirements for something more nimble.

Our test route didn't offer many opportunities to push the Polo's handling beyond the usual day-to-day scenarios but it was clear it doesn't quite match the Ford Fiesta for agility.

However, there are no nasty surprises and Volkswagen promises there will be a GTI version available next year for user-choosers with deep pockets (and an understanding fleet manager).

What you can do is specify adaptive dampers, although prices are yet to be confirmed. They make the ride even more supple in comfort mode, but stiffen up in sport which should be enough to satisfy the average driver.

Volkswagen has not yet revealed the final UK engine line-up but we tested the 1.0-litre TSI petrol motor in both 95PS and 115PS. Petrol engines are expected to account for 95% of sales so these three-cylinder lumps have a lot riding on them.

COSTS

P11D price	£15,500 (est)
BIK tax band (2016/17)	19% (est)
Annual BIK tax (20%)	£589 (est)
Class 1A NIC	£406.41 (est)
Annual VED	£140
RV (4yr/80k)	N/A
Fuel cost (ppm)	N/A
AFR (ppm)	11
Running cost (4yr/80k)	N/A

SPEC

Power (PS)/torque (Nm)	95/175
CO₂ emissions (g/km)	101
Top speed (mph)	116
0-62mph (sec)	10.8
Fuel efficiency (mpg)	53.4

KEY RIVAL

Ford Fiesta 1.0 EcoBoost 100
Zetec SNav
P11D price: £15,570
BIK tax band (2016/17) 18%
Annual BIK tax (20%) £561
Class 1A NIC £387
Annual VED £120 then £140
RV (4yr/80k) £4,100
Fuel cost (ppm) 8.11
AFR (ppm) 11
Running cost (4yr/80k) 25.49ppm

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

Thankfully the engine is a real gem. It revs freely, sounds great and – according to the official specifications – has a modest appetite for fuel.

We also drove the 95PS diesel. It's a 1.6-litre unit and is likely to be the economy champion, although we expect it will cost around £1,200 more than the equivalent petrol so whole-life costs will only be favourable for the highest mileage drivers.

It carries a bit more punch in the mid-range but on the whole is a little gruff compared to the petrol.

The 95PS and below engines get a rather old-school five-speed manual gearbox, while the more powerful units get an extra cog. We also tried the seven-speed DSG which is a great transmission, hindered only by a slow response time due to the stop-start system.

A staggering array of kit is offered on the new Polo; unfortunately at the time of writing we do not know how much will be standard or what options will be available in the UK. We do know all models will feature air conditioning, and the range is likely to closely mirror the new Golf.

The latest eight-inch touchscreen multimedia system provides connected services, DAB, sat-nav and smartphone integration and complements the optional Active Info Display which has been redesigned with better graphics and a more user-friendly interface. It is also positioned higher on the dash than in previous Polos to make driver interaction safer.

Other highlights include a Beats 300-watt audio system, LED headlights, keyless entry and start and a host of colour options for the interior and exterior.

The range now suits a wider market with youth-focused options like orange paint, big wheels and stripes alongside more conservative colours and trims.

We'll have to wait for the prices to decide if the Polo is a good value fleet choice – where Volkswagen expects 30% will be sold – but with residuals expected to be among the highest in the sector and prices rumoured to start at £12,500 it's unlikely this new model will disappoint.

MERCEDES S-CLASS

Latest S-Class can still be regarded as the flagship of flagship models



Price for a base level S-Class starts at a little more than £70,000

By Tom Sharpe

For years the S-Class has been Mercedes-Benz's technological tour de force, the test bed for all the technology that eventually trickled down into the rest of the range.

This time around the 'new' S-Class is the result of a mid-life redesign and actually sees some 'trickle up' – if such a thing were possible – of equipment already seen in its E-Class sibling.

Mercedes-Benz's semi-autonomous steering assistance – which will not only maintain the S-Class's course between the white lines but will swap lanes with the flick of an indicator – and the 12.3-inch HD dashboard display screens in place of conventional dials, are both familiar from the E-Class.

Less familiar is the mesmerising technology of the Driver Assistance Package which sees the adaptive cruise control system not only maintain a set distance from a car in front, but draw on sat-nav data to adjust speed and gearing to changes of speed limit, junctions and stop-start traffic.

A new smartphone app also enables S-Class drivers to park their car in a tight spot while outside the vehicle, making access possible in the tightest of spaces.

In specifications equipped with Magic Ride Control an on-board camera system will keep an eye on the road ahead and adjust the suspension to the prevailing conditions.

Introduced in 2013, the system – standard on the S 63 AMG – now functions at up to 112mph and will tilt the car 2.65-deg into a bend to reduce lateral forces on passengers.

Interior comfort is improved by the introduction of 'energising comfort control', a combination of fragrances delivered via the climate control system, ambient lighting, the heating or cooling effects of massaging seats and some pre-installed music to set one of six moods.

Down-filled pillows add to the sense of opulence enjoyed by rear seat passengers.

User-choosers taking to the S-Class's helm will be more concerned about the new engines.

Mercedes-Benz is preparing for the arrival of a plug-in

COSTS

P11D price	£72,450
BIK tax band (2016/17)	29%
Annual BIK tax (40%)	£8,404
Class 1A NIC	£2,899
Annual VED	£200 then £450
RV (4yr/80k)	£18,650
Fuel cost (ppm)	10.27
AFR (ppm)	12
Running cost (4yr/80k)	86.51ppm

SPEC

Power (PS)/torque (Nm)	286/600
CO2 emissions (g/km)	139
Top speed (mph)	155
0-62mph (sec)	6.0
Fuel efficiency (mpg)	52.3

KEY RIVAL

BMW 730d M Sport	
P11D price:	£70,085
BIK tax band (2016/17)	27%
Annual BIK tax (40%)	£7,569
Class 1A NIC	£2,611
Annual VED	£160 then £450
RV (4yr/80k)	£17,125
Fuel cost (ppm)	9.54
AFR (ppm)	12
Running cost (4yr/80k)	83.33ppm

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



The new model gets the familiar 12.3-inch HD dashboard display screen from the E-Class

hybrid with a 31-mile EV range and a new 3.0-litre straight-six petrol engine 'mild hybrid', but for now a new 3.0-litre straight-six engine replaces the old V6 turbodiesel to provide maximum efficiency.

In 286PS and 600Nm S 350 d 4Matic guise the S-Class claims 42.7mpg combined fuel consumption and 145g/km CO2 emissions. The S 400d 4Matic's 334PS engine is the most powerful series production diesel engine ever offered by Mercedes-Benz and claims 42mpg and 147g/km.

Less appealing to fleet users is the S 560 4Matic's 4.0-litre, biturbo V8 petrol which, despite featuring cylinder deactivation tech, delivers the cost of 469PS and 700Nm by way of a 33.2mpg and 195g/km CO2 emissions.

Prices for the new S-Class range from £70,470 for the base S 350d all the way to £195,920 for the S 65S AMG.

We drove S 560 4Matic and the S 400d 4Matic and found that, while the petrol engine can be worked harder, the powerful turbodiesel offered no real refinement shortfall while its 700Nm of torque provided effortless low rev progress.

While BMW's 7-Series has the scale, it doesn't have S-Class levels of luxury and, as Audi prepares to launch a new A8, this feels like an impossibly tough act to follow. In short, the S-Class still feels the flagship of flagship models.

Automotive Outlook

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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
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BMW 5 SERIES 520D M SPORT



Who knew a button could make so much difference? I'll admit I was slightly underwhelmed by the 5 Series when it arrived. Not for its looks or build quality or technical excellence, but for the way it drove.

I saw this behemoth of a vehicle with its 19-inch alloy wheels, M Sport body kit and 'get out my way' intimidating stance and thought it would deliver a top-drawer driving experience. Let's not forget this is supposed to be the ultimate driving machine.

On the motorway it is perfect. It wafts like a 7 Series, giving the driver complete isolation from the outside world. The ride is as smooth as silk and it deposits you gracefully in a refreshed state, no matter how many miles you've clocked up.

When you get to the country lanes, however, things are less impressive. The steering feels numb and the whole car rolls into corners in a less satisfying manner. Not the experience I was expecting from such a high-value vehicle with performance intentions.

Next to the gear lever is a switch offering four options: Eco Pro, Comfort (default), Adaptive and Sport. Usually I would disregard these settings as they are often little more than a gimmick on mainstream cars.

But our car is fitted with optional adaptive dampers (£985) and these settings make the world of difference.

In Sport, the whole car hunkers down, the steering weights up and the gearbox becomes more responsive. The 5 Series transforms into the car I expected it to be. The body roll disappears and it feels like you are in something much smaller.

When you've had your fun, switch back to comfort and soak up the miles, or choose Adaptive and the car will adjust according to the road ahead. As for Eco Pro... more on this next time.

Matt de Prez



The Zafira clocked up 10,000 miles with very few complaints

VAUXHALL ZAFIRA TOURER

1.6CDTI SRI NAV

More storage would complement the Tourer offering

COSTS

P11D price	£26,785
BIK tax band	23%
Annual BIK tax (20%)	£1,232
Class 1A NIC	£850
Annual VED	£0 then £30
RV (4yr/80k)	£7,150/27%
Fuel cost (ppm)	8.81
AFR (ppm)	9
Running cost (ppm)	62.05

SPEC

Engine (cc)	1598
Power (PS)	134
Torque (Nm)	320
CO₂ emissions (g/km)	119
Manufacturer mpg	62.8
Real-world mpg*	47.3
Test mpg	51
Max speed (mph)	120
0-62mph (sec)	10.4
Current mileage	10,790

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

* Data supplied by Equa index

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

* Data supplied by Equa index

By Luke Neal

I have enjoyed the past 10,000 miles with the Zafira Tourer. It's not a car (or a sector for that matter) that is likely to get many drivers' juices flowing but as a usable seven-seater it's a sensible choice.

Last month I reported I was about to take a two-week journey to the south-west of France. The entire trip of almost 2,000 miles was trouble-free and the car averaged 51mpg according to the trip computer.

The Wi-Fi kept the kids quiet but, given we needed to take everything but the kitchen sink, it became apparent the Zafira is seriously lacking in storage areas, cup holders, door and seat pockets and it has a very small glovebox. This means, invariably, all passengers become surrounded by gadgets, toys and wires for electrical devices.

I also had to buy multiple 12v socket adapters due to the lack of power points.

After the journey nobody had any other comments so the Zafira must have done everything expected



of it, just without any fanfare.

My colleague Andrew Ryan commented on the Zafira's impressive turn of speed for a large car and enjoyed its fuel economy. However he agreed the number of internal storage compartments is not up to scratch with other people carriers on sale.

I have only experienced one minor problem in the past six months. While driving home one evening parts of the dash binnacle stopped working without warning including the speedo (both analogue and digital) and also the temperature gauge and fuel consumption computer went black (see picture above).

A quick restart and everything restored with no further issues.

"After the journey nobody had any other comments so the Zafira must have done everything expected of it"

TEST TIMELINE

Start



HONDA CIVIC

1.0 VTEC TURBO SR

Our mpg reading splits real world and official figures



Civic has the only petrol engine in our fleet of diesels

COSTS

P11D price	£20,125
BIK tax band	22%
Annual BIK tax (20%)	£886
Class 1A NIC	£611
Annual VED	£160 then £140
RV (4yr/80k)	£6,200
Fuel cost (ppm)	9.62
AFR (ppm)	11
Running cost (ppm)	000001

SPEC

Engine (cc)	988
Power (PS)	129
Torque (Nm)	200
CO ₂ emissions (g/km)	117
Manufacturer mpg	55.4
Real-world mpg*	39.5
Test mpg	47
Max speed (mph)	126
0-62mph (sec)	10.9
Current mileage	5,322

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

* Data supplied by Equi Index

By Sarah Tooze

The Honda Civic is currently the only petrol engine model on our test fleet. We opted for petrol because there isn't a diesel available yet and with my short commute (22 miles return) rather than a long motorway journey there is a case for me running a petrol (or perhaps even an electric).

However, Honda recently announced it will be adding a revised 120PS 1.6-litre i-DTEC diesel engine to the Civic range in Europe from March 2018.

It will be the first Honda model to be officially tested under the new Worldwide Harmonised Light Vehicle Test Procedure (WLTP), which came into force at the start of this month.

Like the previous New European Driving Cycle (NEDC) test, it is conducted in a controlled laboratory but, according to the Society of Motor Manufacturers and Traders (SMMT), it is "faster, longer and more dynamic, with a greater range of vehicle and engine speeds, engine load, gear

changes and temperatures".

The WLTP is complemented by an on-road test called Real Driving Emissions (RDE), which uses a Portable Emissions Measurement System (PEMS) to measure emissions while the vehicle is driven on the road.

Our 1.0-litre VTEC Turbo petrol won't go through the new test as it was launched prior to September but there is real world data available from Emissions Analytics (the Equi Index, which can be found on the tools section of the *Fleet News* website).

It reports a fuel economy figure of 39.5mpg (against an official combined figure of 55.4mpg).

That seems poor, especially given we've been returning an average of 47mpg (up slightly from the 45.5 reported previously), having clocked up more than 5,000 miles since we began testing the Civic in May.

However, our figure is based on the car's trip computer reading so it will be interesting to see if that changes when we calculate it manually next time.

MAZDA 6 2.2D SE-L NAV



Mazda's company car credentials are strengthened thanks to its Skyactiv technology which delivers low emissions without sacrificing power.

Introduced in 2011, it was driven by a desire to increase fuel efficiency, while retaining a degree of driving pleasure.

Engineers at the Japanese manufacturer designed a lightweight, but rigid, platform, improved transmissions and developed engines which squeeze far more energy from every drop of fuel.

Our test car is powered by Mazda's 2.2 (150PS) diesel engine which delivers 107g of CO₂/km. To put that in context, the Kia Picanto, which is a city car, delivers 101g/km from a 1.0-litre petrol engine.

Mazda claims the Skyactiv-D provides a fuel economy improvement of 20% over conventional diesel engines. The combined fuel economy on our test car has been hovering around the 46mpg mark against a claimed combined of 68.9mpg – a 30% shortfall.

From a benefit-in-kind (BIK) perspective, it means a company car driver will pay 23% this tax year, rising to 25% in 2018/19 and 28% in 2019/20. With a P11D price of £24,100, that would equate to £1,109 for a 20% tax-payer this financial year.

Employers would have to pay £140 in Vehicle Excise Duty (VED) and £765 in Class 1A NICs.

Running costs, taking into consideration depreciation, service, maintenance and repair (SMR) and fuel, based on a four-year/80,000 mile cycle, would be 35p per mile (ppm).

It is also worth noting that if you reimburse your company car drivers according to Government advisory fuel rates (AFRs), that frugal engine could prove beneficial to them. The 2.2-litre engine falls into the highest bracket, giving drivers 12ppm.

Gareth Roberts

TEST TIMELINE



AT A GLANCE – THE REST OF OUR FLEET



Ford S-Max 2.0 TDCI AWD Titanium

Not only is it an excellent car to drive over long distances, it's also supremely comfortable to be a passenger in.



Renault Megane 1.5 DCI Dynamic S Nav

The 1.5-litre unit probably offers the best balance of performance, economy and refinement of any small diesel.

JONATHAN LAYTON

HEAD OF FLEET, MICHELIN

Godfather film fan Layton felt the chance to return to fleet at the start of the year was an offer he couldn't refuse. Family is his focus and he would like to see free childcare for all working parents

The most pivotal moment of my life was my move to Michelin in 2000. It's such a huge global company and one of the most recognised brands around the world. It's certainly a far cry from my first job, which was as a sales representative for Servatruc in Nottingham, selling materials-handling equipment.

My earliest memory associated with a car is sitting on my dad's lap as he drove his Ford Cortina down the famous Pendine Sands on the shores of Carmarthen Bay in Wales. A bouncy ride, but he let me hold the steering wheel.

I would tell my 18-year-old self to have confidence in yourself, learn from your errors, and place a bet on the long-shot that Donald Trump will become President of the United States of America.

My hobbies and interests are spending quality time with my wife and children. They are my number one focus outside of the office and there is nothing more important.

My favourite film? *The Godfather* trilogy – I love gangster movies.

If I were Prime Minister for the day I would hold a referendum on what I'm confident would be a winning policy: free childcare for all parents working in a full-time job. After that, I think I'd spread the spring Bank Holidays throughout the year.

The three vehicles I would like in my garage are a classic Jaguar E-Type, a smart new Aston Martin DB11, and some kind of flying car for the kids. It would be a winner on the school run, if I'm allowed a flight of fancy.

A book that I would recommend to others is *The Silkworm*, by Robert Galbraith. Imagine my surprise when I discovered that Galbraith is JK Rowling's pen name.

My childhood ambition was to be a professional footballer – specifically, a striker for Chesterfield football club.

I would like to be remembered as a man determined to do the right thing in both his professional and personal life.



First fleet role I originally cut my teeth at Michelin in 2000 as a regional account manager for fleet in northern England and Scotland. I came to love the fast pace of the fleet industry, working to sell Michelin tyres on their long-lasting performance. Returning to fleet at the start of this year has been really exciting – the cars are so much more technologically advanced in terms of on-road performance and power, and Michelin's tyres have evolved to meet this demand.

Career goals at Michelin

Working for Michelin opens many opportunities for career progression. For the time being, I'm just looking forward to the challenges that lie ahead in the fleet sector.

"It's not a case of I lead and you follow, it's more like a democracy"

Biggest achievement in business

While I could point to any number of happy customers, for me, managing a productive, high-performing team and getting the best from them in terms of sales and customer service is my biggest achievement.

Biggest career influence When I joined Michelin I had the privilege to work for Peter Philpott, who was head of car fleets at the time. Peter was a fantastic mentor, and I learned everything from him. He offered encouragement and direction and was a true leader.

Leadership style

Inclusive. Michelin's fleet team is tight-knit, and I look to them for ideas as much as they look to me for direction. It's not a case of 'I lead and you follow', it's more like a democracy.

If I wasn't in fleet I'd like to think I'd still be at Michelin, possibly in management in a different division.

Next issue: Ken Needham, director – fleet and logistics, Foxtons

Mobile servicing reduces vehicle's SMR downtime

Fleets are finding out the benefits of being able to get vehicles serviced or repaired when they want and where they want, saving valuable downtime.

Almost 100 Ford dealers nationwide are now offering Ford Mobile Service, with Ford-qualified technicians able to service fleet customers' vehicles where the customer requires.

Ford Mobile Service has been designed to ensure minimum disruption to fleet operators by reducing vehicle downtime with on-site maintenance, which also

improves service lead times in Transit Centre workshops.

The Ford Mobile Service technicians can also undertake multiple services at any location. Currently mainly working out of Ford Transit Centres in England, Wales, Scotland and Northern Ireland, the mobile units are equipped to handle a wide range of servicing, maintenance and repairs (SMR) including warranty work.

The distinctively liveried Ford Transit vans are fitted with a specially-designed racking system by Edstrom, including custom shelving, storage and compart-

ments to hold all tools required to carry out a comprehensive service.

Equipment includes a 2.5-tonne jack and axle stands to give easy access to the underside of vehicles, as well as a 4G-enabled on-board diagnostic system, allowing state-of-the-art servicing of all Ford vehicles, from KA+ to Transit.

The vehicles specified for mobile service use are 130PS six-speed manual Ford Transit vans, with front-wheel drive. They are operated by technicians trained at the Henry Ford Academy.



GREAT THINGS IN STORE FROM TRANSIT CUSTOM'S NEW CABIN

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

The UK's best-selling commercial

vehicle now sports a bold new front-end design, a completely new cabin that offers best-in-class stowage, improved comfort and ergonomics, and easy connectivity with SYNC 3 or MyFord Dock options.

Further technologies introduced to commercial vehicles for the first time include Intelligent Speed Limiter.

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

ALL-NEW FIESTA

Ford

TOGETHER WE GO FURTHER



MOVING YOUR FLEET FORWARD

WITH THE UK'S MOST TECHNOLOGICALLY ADVANCED SMALL CAR

P11D

£21,070 - £12,520

BIK

22% -18%

CO2

118-82g/km

COMBINED MPG

54.3-88.3



Official fuel consumption figures in mpg (l/100km) for the All-New Ford Fiesta range: urban 40.9-80.7 (6.9-3.5), extra urban 67.3-94.2 (4.2-3.0), combined 54.3-88.3 (5.2-3.2). Official CO₂ emissions 118-82g/km.

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

SEARCH: ALL-NEW FORD FIESTA