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



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## FLEETS AND SAFETY

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## Fleet in focus: Nottingham City Council

Andrew Smith (left) and Ady Cawrey are ramping up the electric vehicle plans at NCC as the city is one of five that must tackle air pollution by the end of 2019

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Developing a service that's new and different is gaining business from SMEs, says AMT sales and marketing director Neil Burroughs

# Cash-strapped councils paying more than HMRC-approved rate

Taxpayers' Alliance rails against local authorities that pay their grey fleet drivers over the odds

By Gareth Roberts

**O**ne in three councils paid employees who drive their own car for work above the HMRC-approved mileage reimbursement rate in 2016-17.

Bassetlaw Council paid the highest rate: 69 pence per mile (ppm), 53% (24p) above the Government-approved mileage allowance payments (AMAP) rate for grey fleet drivers.

The figures, obtained through a Freedom of Information request sent to every local authority in England, Scotland and Wales by the Taxpayers' Alliance, show it was one of 173 councils – 38% – that paid more than 45ppm.

However, Bassetlaw has vowed to bring that rate down and says it has already taken action to cut its grey fleet costs.

It has abolished all essential car user allowances – a cash lump sum paid to certain council staff – and has reduced the cost of employee mileage from £229,000 in 2012/13 down to £156,127 in 2016/17.

A *Fleet News* investigation previously revealed cash-strapped councils were stumping up an estimated £50 million a year in lump sum

payments to almost 43,000 grey fleet drivers ([fleetnews.co.uk](http://fleetnews.co.uk), May 20, 2015).

Classed as 'essential users' due to job need or minimum mileage, the employees receive a cash lump sum each year on top of any mileage they reclaim for driving their own vehicle in the course of their work.

A Bassetlaw Council spokesman told *Fleet News*: "We recognise that the mileage rate is high and, as part of our medium term financial plan, we will be undertaking a review of mileage with a view to bringing it in line with the HMRC rate."

"The council's current mileage rate was set as part of a programme that looked at historic terms and conditions and addressed issues of inequality with staff mileage rates."

The AMAP rate for cars and vans is 45ppm for the first 10,000 miles and 25p thereafter, 24ppm for motorcycles and 20ppm for bikes. Employers can choose to pay above the approved rate, but they

**£223m**  
paid to grey fleet drivers  
by councils in 2016/17

must add anything above the 'approved amount' to employee's pay, and deduct and pay tax as normal.

The same applies to national insurance.

Employees who receive less than the approved amount are entitled to tax relief on the unused balance of the approved amount.

## CAR CLUBS CUT COSTS

Many councils have embraced car clubs in an effort to curb grey fleet mileage. Schemes give fleets access to 'on-demand mobility' through a pool of vehicles that are on-site or near their offices, which can be for their exclusive use or shared with other businesses.

Drivers reserve vehicles in the same way they might book a meeting room. Slots can range from less than an hour to a full day.

Fleet costs can be substantially reduced by introducing a corporate car club. Aylesbury Vale District Council has been operating a car club for several years as an alternative to pool cars and some fleet vehicles.

Mileage payments to its grey fleet drivers were slashed from as high as 65ppm to just 15ppm.

Utilisation of the car-sharing fleet is at 80% as changes to reimbursement rates mean there is little incentive for drivers to cover business mileage in their own vehicles. At the same time, overall business mileage has fallen dramatically as employees think more carefully about whether journeys are necessary ([fleetnews.co.uk](http://fleetnews.co.uk), March 10, 2017).



Enterprise operates a car club for North Ayrshire Council

Alan Asbury, senior energy and fleet consultant at Incgen, a wholly-owned trading arm of Aylesbury Vale District Council, which operates the corporate car-sharing scheme, said: "Before we were spending £220,000 a year on vehicle expenses. This has been cut by £104,000 a year thanks to the scheme, which has also reduced fuel use and emissions."

A shift to new, cleaner vehicles, including electric cars, has slashed average CO<sub>2</sub> emissions by more than half, he added.

Meanwhile, North Ayrshire Council has cut its grey fleet CO<sub>2</sub> emissions by 37% – or 9.1 tonnes annually – after introducing its car club service, operated by Enterprise Car Club, just over two years ago.

Councillor Jim Montgomerie, cabinet member for place, said: "We were spending approximately £1.2 million on business miles and that simply needed to change."

"The scheme is about changing the mindset of our staff and making it the norm for employees to book car club vehicles for meetings. Using your own car and claiming mileage should become the exception to the rule."

"The car pool scheme saves the council money, reduces our carbon footprint and is really positive for staff. It allows them to leave their own car at home which takes away all the hassles of traffic, parking and minimises the wear and tear on their car."

"The scheme has worked very well and the message is getting across to our staff. The feedback from staff using the scheme is always positive."

Paul McCorkell, Enterprise's regional business development manager for Scotland and Northern Ireland, said: "The success of an employee car club is entirely dependent on culture. Everyone has to understand the bigger picture and what the club can deliver in terms of real impact. It isn't change for its own sake."

38%  
pay above 45ppm

54%  
pay 45ppm

8%  
pay less than 45ppm

#### 'No excuse' for excessive rates

John O'Connell, chief executive of the Taxpayers' Alliance, believes paying above the HMRC-approved rate is inexcusable when town hall budgets are being squeezed.

He said: "Driving is extremely expensive in Britain thanks to sky-high rates of fuel and vehicle excise duties, but there's no excuse for councils to pay over the odds.

"It's simply not credible for councils to plead poverty and raise council tax while paying excessive mileage rates, especially when the Government has told councils to rein in these payments for the past five years. No local authority should be paying more than HMRC's approved rate."

Each council was asked to provide: the rate paid per mile for cars above 1,200cc for casual users in 2015-16 and 2016-17; and the total amount spent on reimbursing grey fleet drivers in 2015-16 and 2016-17.

For simplicity, the Taxpayers' Alliance asked for mileage rates for 'casual users' for the first 10,000 miles or the nearest relevant threshold used by the council.

It used the rates paid for vehicles with an engine size of 1,200cc (or the nearest size for which the council pays), because 1,200-1,450cc is the upper band chosen by the National Joint Council (NJC),



*"No local authority should be paying more than HMRC's approved rate"*

*John O'Connell, Taxpayers' Alliance*

as well as to maintain consistency with previous data.

However, some councils pay a flat rate for all engine sizes and some pay per journey, with the rate varying across a mileage threshold. For example, 40ppm up to 40 miles, and 24ppm thereafter. Where this was the case, the Taxpayers' Alliance said the initial rate had been used in collating its data.

Some councils also pay the rate agreed by NJC in 2014 for local Government staff, which is 65ppm for the first 40 miles of any journey and 13.5ppm thereafter, and some paid different mileage rates for different staff.

Hampshire County Council, for example, paid 59.3ppm to its lowest paid staff, while those occupying the highest pay grade received 45ppm.

Similarly, employees on salary grade six and below at Ceredigion Council were paid a higher rate of 52.2ppm.

Meanwhile, Croydon and Rochford councils paid higher rates for lower emission vehicles.

For example, Rochford paid 50ppm for a grey fleet car with emissions between 0-120g/km, 45ppm for 121-225g/km; and 40ppm for anything above 226g/km.

The figures from the Taxpayers' Alliance do show some improvement, however. Fewer councils were paying above the AMAP rate in 2016/17, compared to the previous financial year – down from 41% to 38%.

In fact, more than half (54%) – 215 councils – now pay 45ppm and 8% pay below the AMAP rate, with Pendle paying just 11.2ppm.

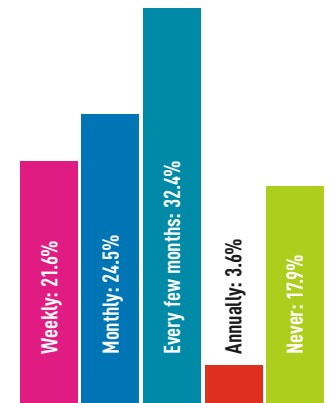
The overall expenditure on grey fleet mileage is also falling. Local authorities made £223m in mileage allowance payments to their employees in 2016-17, down from £231m in 2015-16, and almost half the £427m paid out in mileage allowances in 2009-10.

Lincolnshire Council paid out the most in mileage allowance payments in 2016-17, £6.9m, reflecting the rural nature of the county.

## FLEET FACTS AND FIGURES

### OPINION POLL

How frequently do you check your tyre pressures?



#### FleetNews view:

The results of our poll suggest that the majority of motorists are failing to safely monitor their tyre pressures. Failure to make these checks even after a couple of weeks can have a significant knock-on effect to fuel economy, not least driver safety. Our view is checking tyre pressures is the bread and butter of car management and should be done every week.

This week's poll: Do you think forcing fuel retailers to install EV charge points is a good idea?  
[fleetnews.co.uk/polls](http://fleetnews.co.uk/polls)

### MOST COMMENTED ONLINE

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[fleetnews.co.uk/news](http://fleetnews.co.uk/news)



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WHO'S IN?

MINI Fleet & Business Sales



Official fuel economy figures for the new MINI Cooper S E Countryman ALL4: Combined 122.8-134.5 mpg (2.3-2.1 l/100km). CO<sub>2</sub> emissions 52-49 g/km. \*Figures are obtained in a standardised test cycle using a combination of battery power and petrol fuel after the battery had been fully charged. They are intended for comparisons between vehicles and may not be representative of what a user achieves under usual driving conditions. The new MINI Cooper S E Countryman ALL4 is a plug-in hybrid electric vehicle that requires mains electricity for charging.



49 g/km\*



134.5 mpg\*  
(combined)



9%

# ACFO calls for tax rate clarity in Chancellor's upcoming Budget

Concern that Government could target diesel vehicles amid air quality concerns

By Gareth Roberts

**T**he fleet industry is calling for clarity around future company car taxation rates ahead of the Budget on November 22.

Fleet representative body ACFO has repeatedly asked for benefit-in-kind (BIK) tax rates to be known for what, in the vast majority of cases, will be the entire operating cycle of a vehicle.

In recent years, businesses have moved to longer replacement cycles with company cars driven into a fourth and even a fifth year in some cases.

ACFO chairman John Pryor told *Fleet News*: "It is therefore critical that employers and employees are not left in the dark as to what their BIK tax bills will be in their final year or two of operation. We would urge Chancellor of the Exchequer Philip Hammond to confirm company car benefit-in-kind tax rates for at least 2021/22 and 2022/23."



*"Changes in the way vehicles are being tested should not be seen as a mechanism for raising more tax"*

Caroline Sandall, ACFO



Will the 'devil be in the detail' in this month's Budget statement?

ACFO is also keen for the Chancellor to tell fleets how carbon dioxide (CO<sub>2</sub>) emissions measured via the new Worldwide harmonised Light vehicles Test Procedure (WLTP) will impact on company car BIK rates.

The new vehicle emission and mileage testing regime was introduced in September for all new car and van models requiring a new type approval number and will be used from September 2018 for all cars and vans.

ACFO deputy chairman Caroline Sandall said: "Industry experts have suggested that CO<sub>2</sub> figures on a car-by-car basis could increase by about 20% with introduction of the WLTP, but fleet managers and company car drivers still do not know how company car BIK tax rates will be adjusted to reflect the new regime.

"Company car tax bands based on CO<sub>2</sub> emissions under the existing testing regime have been published until 2020/21 so it makes sense to use them and then switch to WLTP.

"It is ACFO's understanding that HM Treasury does not see WLTP as a tax-raising development, but as transitional. Therefore, changes in the way vehicles are being tested should not be seen as a mechanism for raising more tax and should be tax neutral."

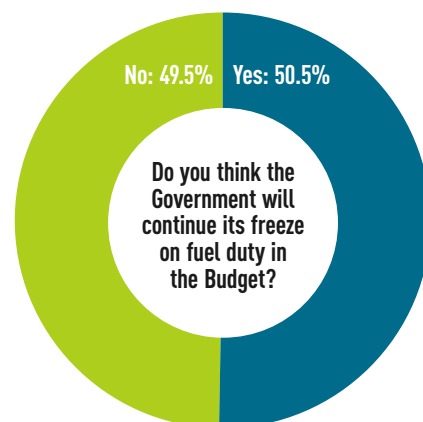
Hammond has said the tax treatment of diesel vehicles could change to cut pollution from the transport sector and improve air quality.

He could also target diesel by increasing fuel duty, having previously announced a seventh

consecutive freeze in last year's autumn statement. Previous Budget papers have shown that the Treasury expects revenues from fuel duty to rise by £2 billion to £30bn a year by 2021.

A *Fleet News* poll suggests almost half (49.5%) of respondents expect the Chancellor to increase fuel duty.

Colin Tourick, professor of automotive management at the University of Buckingham Business School, said: "The right way to discourage the use of older diesels – which are not clean – is to introduce T-charge zones, such as the new one in central London, because oxides of nitrogen do the most damage in heavily-congested areas."



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C-HR Dynamic 5 door Coupe FWD Hybrid 1.8 VVT-i Auto. Official Fuel Consumption Figures in mpg (l/100km): Urban 80.7 (3.5), Extra Urban 68.9 (4.1), Combined 72.4 (3.9). CO<sub>2</sub> Emissions 87g/km. All mpg and CO<sub>2</sub> figures quoted are sourced from official EU regulated laboratory test results. These are provided to allow comparisons between vehicles and may not reflect your actual driving experience.

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.





The number of charge points is not keeping up with the increase in EV demand

# Petrol body calls for 'more carrot, less stick' to install charge points

Subsidies exist for others but we are being legislated against, say petrol retailers

By Gareth Roberts

**T**he Government has been told that fuel retailers should not be forced to install electric vehicle (EV) charge points without some sort of subsidy.

The Automated and Electric Vehicles Bill, which is currently working its way through Parliament, will make the provision of charging infrastructure mandatory at motorway service areas and large fuel retailers (fleetnews.co.uk, June 21).

However, the Petrol Retailers Association (PRA) told MPs on the Automated and Electric Vehicles Bill committee that retailers need "more carrot and less stick".

Brian Madderson, chairman of the PRA, said: "Subsidy schemes for home and workplace charging equipment exist, while there is no assistance for fuel retailers, yet fuel retailers are being legislated against.

"Rapid charging infrastructure is unaffordable and the return on investment is not sufficient. To increase the uptake, a government grant for retailers needs to be provided."

In a recent report for the RAC Foundation, looking at how the powers the Government is seeking in its Automated and Electric Vehicles Bill could be used to best effect, automotive consultant Harold Dermott laid out the key recharging challenges that urgently need addressing (fleetnews.co.uk, October 4).

He says that Government support has encour-

aged quantity rather than quality, with the result that the current public charge point network is "unattractive to use and is unsuitable for encouraging the next wave of EV customers".

Without widespread, reliable and simple-to-use charge points the practicalities of 'filling up' electric cars could limit the mass-market appeal of ultra-green vehicles.

It could also hamper the Government's plan to ban the sale of conventional petrol and diesel cars by 2040.

Steve Gooding, director of the RAC Foundation, said: "A robust public charging network is critical for enticing people to go electric and make the leap to 'pure' electric.

"We may be on the cusp of a motoring revolu-

tion, but step-changes in vehicle technology must be matched by equally big strides in our recharging infrastructure."

About 43% of residential properties do not have access to off-street parking, therefore other forms of charging facilities need to be available, according to Marcus Stewart, head of energy insights for the National Grid.

He told the committee that installing charge points at key locations on the strategic road network would act as a key enabler for the roll-out of EVs and will help to remove some of the concerns around range anxiety, which is seen as one of the main barriers to adoption.

"If you do not have that, it is likely that the roll-out will be slower," he said.

New electric vehicle registration data shows that public appetite for plug-in vehicles continued to accelerate in the third quarter of 2017.

A total of 12,932 plug-in models were registered between July and September, a rise of 36% on the same period in 2016 and 721 units higher than the previous record quarter, January-March 2017.

Nevertheless, Madderson argues that the charge point market has to mature before fuel retailers should be forced to act.

"We feel mandating the implementation of EV charge points too early would be dangerous to businesses affected," he said.

"A standardised charging option has yet to emerge and the technology is still in its primitive stages of development."

*"Rapid charging infrastructure is unaffordable and the return on investment is not sufficient"*



Brian Madderson, PRA

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Official fuel consumption for the SEAT Ateca SE Technology 1.0 TSI Ecomotive 115PS in mpg (litres per 100km): urban 44.8 (6.3); extra-urban 60.1 (4.7); combined 53.3 (5.3). CO<sub>2</sub> emissions 120g/km. Standard EU Test figures for comparative purposes and may not reflect real driving results. Business users only. \*Source: CAP, August 2017 data for the SEAT Ateca SE Technology 1.0 TSI Ecomotive 115PS on a 36-month/60,000-mile agreement. Excludes fuel costs and metallic paint. T&Cs apply.





# Scale of 'money-spinning' parking penalties suggests 'failing' system

Councils argue parking charges are 'essential' to maintaining road safety

By Gareth Roberts

**C**ouncils dish out a parking charge every four seconds on average in the UK, with some eight million tickets issued annually.

RAC Foundation research shows that, overall, up to 12 million motorists receive a penalty notice each year – close to 33,000 a day.

At eight million, local authority parking penalties make up the lion's share, with the remainder consisting of local authority bus lane and box junction penalties (2.5 million), 500,000 late licensing and insurance penalties, and a million speeding and red-light penalties.

However, that figure does not include the five million parking penalties issued to drivers on private land each year, nor the 1.2 million drivers now undertaking a speed awareness course annually, instead of receiving a penalty and points on their licences.

A further 200,000 drivers a year attend other types of courses having committed other types of offence.

Steve Gooding, director of the RAC Foundation, believes that large numbers of motorists being penalised may suggest a different approach is needed.

"When it comes to civil enforcement of bus

lane and parking infringements authorities should constantly be asking themselves whether the number of notices issued suggest a different method is needed," he said. "Some bus lanes and box junctions have become renowned as money spinners. If thousands of drivers a day are getting tickets, this is a clear indication of a system that is failing."

*"Parking controls essential to keep the roads clear"*

*Cllr Martin Tett, LGA*

The penalty notices included in the RAC Foundation research are one of two types: a fixed penalty notice (FPN) – a criminal penalty issued for contravention of motoring law; and a penalty charge notice (PCN) – a civil penalty often issued by councils for contravention of things like parking regulations.

Councils argue parking penalties are "essential" to maintaining road safety and traffic flow. Local Government Association (LGA) transport

spokesman, Cllr Martin Tett, told *Fleet News*: "Effective parking control is one of the most frequent and important demands of local residents from their councils."

"Parking controls are essential to help keep the roads clear, pedestrians, motorists and cyclists safe and to make sure people can park near their homes and local shops."

Furthermore, Tett maintained that income raised through on-street parking charges and fines is spent on running parking services.

"Any surplus is only spent on essential transport projects, such as tackling the £12 billion roads repair backlog and creating new parking spaces," he said.

"A clear appeals process is in place for anyone who feels they have been fined unfairly, including the ability to ask for an independent review."

The RAC Foundation report – Automated Road Traffic Enforcement: Regulation, Governance and Use, by Dr Adam Snow – also highlights how cameras are routinely used, not only to catch speeding motorists, but also those who enter bus lanes or make illegal turns at junctions ([fleetnews.co.uk](http://fleetnews.co.uk), October 25).

Snow suggests the main driver for the increase in the importance of automation could be the real-term reductions in police budgets.

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# LeasePlan takes 'clicks and bricks' route to remarketing ex-lease cars

Internet and 'experience centres' planned but UK launch date still not disclosed

By Tom Seymour

**L**easePlan aims to start remarketing its ex-lease cars directly to consumers through a new 'clicks and bricks' offering that mixes online services and physical experience centres.

A UK launch date is yet to be confirmed but there are plans to have a number of experience centres across Europe before the year ends.

Details of the new approach to remarket some of its ex-fleet vehicles were revealed as part of LeasePlan's new 'What's Next' brand campaign, which focuses on the tagline 'any car, anytime, anywhere' ([fleetnews.co.uk](http://fleetnews.co.uk), October 25).

*Fleet News* understands customers will be able to buy used cars outright, lease or rent them through the new business. However, the leasing giant declined to comment on UK specifics for the new business, including questions on what percentage of LeasePlan's UK risk fleet will be disposed of through this new route or how many experience centres will be in the UK.

The move puts LeasePlan in a similar space to dealer or manufacturer-owned leasing companies like Arnold Clark Finance and Volkswagen Financial Services that have the ability to sell used fleet cars through their dealer networks.

Meanwhile, Lex Autolease, the UK's biggest leasing company, did have its Car Select supermarket brand, but this was closed after it appointed BCA Marketplace to manage its remarketing towards the end of 2015. The Car Select brand retailed around 500 vehicles on site to the general public.

*Fleet News* understands LeasePlan is putting the onus on customers being able to browse online and will mix this with the ability to visit small 'experience centres' where customers can physically view stock.

The What's Next brand campaign launched simultaneously across LeasePlan's 32 global territories and coincided with an email campaign targeting 250,000 individuals with products and services.

The company increasingly rolls out global initiatives as part of its 'One LeasePlan' approach to business, which looks to leverage its global scale and a consistent approach across each market.

The What's Next campaign has been



Chief executive Tex Gunning says LeasePlan's goal is ambitious

Click & Drive offers SMEs the opportunity to lease a new vehicle and trade in their old one if they own outright. LeasePlan will manage the part-exchange process as part of the deal and cars can be taken with repairs, maintenance, administrative support and reporting included.

LeasePlan has taken on an extra 1,000 vehicles in a selection of trims and model types to support the Click & Drive service. As the cars have already been selected by LeasePlan it can cut delivery times down to "a matter of weeks".

Tex Gunning, LeasePlan chief executive, said: "We are living through a mega change in which people are moving from owning their cars to using cars-as-a-service. In this fast-changing world, LeasePlan aims to be the company that knows and stands for what's next.

"Ultimately, our ambitious goal is to provide a fully flexible 'any car, anytime, anywhere' service. For us, this is the future of mobility."

James Dower, Cap HPI Black Book senior editor, said he can see how retailing out of ex-lease stock in Europe makes sense as its auction industry is not as developed as the UK. However, he said moving into the retail arena in the UK is not without its challenges.

"Lex was retailing out of stock as its disposal method but pulled the plug on that approach when it appointed BCA to handle its remarketing," explained Dower.

"There has to be the preparation, finance and warranty controls in place. While there may be a higher top line profit at retail, you then have to look at the investment in staff, premises and training. You would also have to look at how confident consumers would be buying a used car online.

"Most will still want to come to the experience centre to see and touch the car before buying. We've seen customers buying online with new cars, but it's not quite the same with used.

"You would also have to factor in how far a customer would be willing to travel to an experience centre to view a car."

He said the quality of ex-lease cars can also vary quite greatly with some cars being "bright as a button, while others have had a very hard life". It would then be down to LeasePlan to choose which stock was suitable to retail and which would go to auction.

*"We are living through a mega change in which people are moving from owning their cars to using cars-as-a-service"*

*Tex Gunning, LeasePlan*

supported by a three-minute video starring ex-*Top Gear* presenter Richard Hammond and LeasePlan is also introducing new services to small-to-medium enterprise (SME) customers in the UK such as Click & Drive.



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# Self-driving cars enter stage two of the Move UK three-year trial

Pool cars for Greenwich council workers will now have radar added to the mix

By Simon Harris

**L**ower insurance premiums and gradual acceptance of semi-autonomous features will create demand for self-driving cars in the future, according to the consortium behind a technology trial in London.

Move UK, a partnership comprising Bosch UK, TRL, Jaguar Land Rover, The Floow, Direct Line Group and the Royal Borough of Greenwich, is conducting a three-year trial to enhance autonomous driving technology of the future, with five cars monitoring how drivers behave in real situations.

The Land Rover Discovery Sport models are 2.0-litre diesel automatic versions. They are used as pool cars for Greenwich council workers, who remain in command of the vehicle's functions at all times, but computers measure their responses and reactions compared with how the car's technology would have behaved.



*"There is growth in car sharing, and car ownership models are changing"*

Trevor Dorling, Digital Greenwich

The first phase of the trial, based on what the car's forward-facing camera detects, is now ending, with a second phase, adding radar to the cars, getting under way. The final phase of the

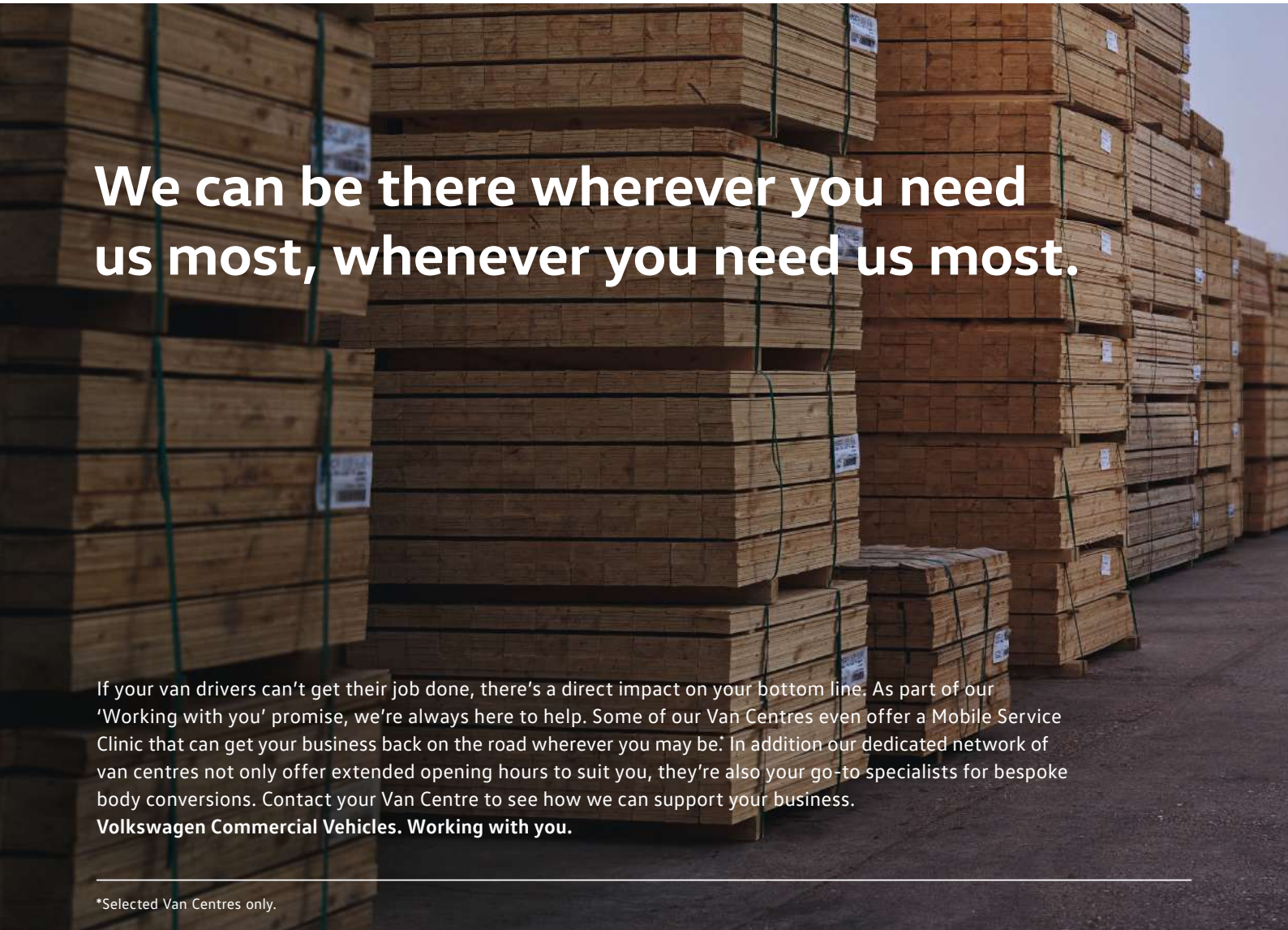
trial is scheduled for completion in May 2019, with the final report delivered two months later.

Other cities across the world are also involved in autonomous vehicle trials, and the consortium hopes the Greenwich study will provide valuable data.

Dan Freedman, director of motor development at Direct Line Group, responded to criticism that autonomous vehicle development is lacking in consumer enthusiasm saying: "We are at an early stage on the path to autonomous driving, but we will arrive at a consensus as people are gradually exposed to the various elements of the technology incrementally, and get more used to the convenience and the safety benefits.

"There will be lower insurance premiums for customers making the choice and, while we haven't quite worked out the mechanics of that yet, there will definitely be an incentive.

"Scepticism is declining and many people now



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**Old tech meets new: Land Rover Discovery Sport models are being used in the trial staged in Greenwich – home to the Cutty Sark tea clipper**



see the value in what the technology is capable of, especially in giving back time to the driver.”

Trevor Dorling, managing director of Digital Greenwich, added: “There are a lot of changes happening in cities now where we’re having to deal with the economics of scale. There is growth in car sharing, and car ownership models are changing.

“Autonomous systems work in tandem with improving air quality, better safety and reducing congestion.

“Driving is not a pleasurable experience in many cities and, as we try to optimise the infra-

structure in cities, putting more vehicles on the roads is not a solution.

“We are also interested in the interplay between autonomous vehicles and public transport. For example, wouldn’t it be preferable for someone attending a doctor’s appointment to be picked up from their home in an autonomous vehicle and arrive at the surgery just in time for the doctor to see them?”

The trial in Greenwich is funded jointly by the UK Government through the £100 million Intelligent Mobility Fund, and the consortium partners.

Bosch UK is the lead partner in Move UK,

providing the sensors and systems for data collection and preparing the vehicles for the trials. Bosch is also central to developing and installing the cloud software and data analysis tools.

Simon Morley, lead project manager at Bosch UK, said: “These real world trials of a new method of validating automated driving systems is important, and wouldn’t have been possible in this way a few years ago.

“Vehicles generate about 1,000 different signals and we’re recording about 250 of them in this project. When events are triggered, data is recorded and we have immediate accessibility.”

TRL is responsible for managing the trials, hosting the UK-based server, software support, and data analysis. TRL plans to use the ‘Big Data’ resource produced to create an evidence base for future regulatory and type-approval requirements. Move UK is taking place in TRL’s UK Smart Mobility Living Lab in the Royal Borough of Greenwich.

Richard Cuerden, technical director for vehicle safety at TRL, said: “We can improve algorithms for autonomous vehicles based on real-world testing. We are trying to understand the driver intention and the vehicle’s autonomous technology intention simultaneously.”

The Floow is providing automatics telematics know-how and plans to use the data collected to improve telematics risk understanding and grow insurance analytics to better support future autonomous vehicles.



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# THE BIG PICTURE

By Stephen Briers, editor, *Fleet News*



At a time when councils are under immense pressure to save money, it's astonishing that more than one third continue to pay over the odds when reimbursing staff using their own cars for business purposes (see p6-7).

It's a topic covered previously in *Fleet News*, with our own investigations revealing that councils are spending £275 million a year on grey fleet, via pence per mile (ppm) payments and car user allowances. Latest figures suggest this has dropped to £223m.

*"Have unions considered the uneven playing field they are perpetuating?"*

The highest rate is 69ppm, paid by Bassetlaw, which equates to overspend by the district council of more than £54,000 over the past 12 months.

Councils complain they struggle to reduce payments due to resistance from trade unions. Public sector wages have been capped at 1% for a number of years and any move to reduce fuel reimbursement is seen as further hitting staff in the pocket.

However, this ideology creates its own injustice. Why should staff who drive on business have their wages subsidised by inflated fuel reimbursement when their non-driving colleagues do not? Have unions considered the uneven playing field they are perpetuating for their members?

There is no justification for staff profiting from fuel. Arguably, the HMRC-approved rate of 45ppm is already generous, particularly considering the efficiency of modern cars.

Our website running costs calculator shows typical fuel costs of 8ppm for a 1.6-litre diesel small family car (the entire running cost is below 30ppm over four years!). Even allowing for real-world efficiency, there is a sizeable gap between fuel costs and AMAP, which is closed only slightly by additional costs related to SMR, residuals and business insurance.

Note also that use of an employee's car is usually their own choice – in most situations, alternative forms of travel are available, such as pool cars, hire cars or car clubs.

## YOUR LETTERS

### ROAD SAFETY

## Educate car drivers – not motorcyclists

EDITOR'S PICK



### Sorry mate I didn't see you wrote:

Having read 'Fleet Operator Recognition Scheme to include motorcycle delivery companies' (fleetnews.co.uk, October 25), while there are undoubtedly some riders who take unnecessary risks, the majority of motorcycle collisions are at junctions and are down to car drivers that do not look for, and see, motorcyclists (and often cars).

The standard of car driving in the UK is absolutely appalling, lane discipline, not using roundabouts correctly – taking the racing line straight across multiple lanes is not correct – not indicating correctly and using phones and social media while driving is absolutely endemic.

Motorcyclists make up 2% of traffic and the vast majority are capable sensible riders conscious of their

vulnerability – it doesn't matter who's fault it is, a collision on a bike is going to hurt. The remainder of the 2% is a very small number indeed.

Why then are we concentrating on this very small group of road users when in recent surveys more than a third, that's seven million, of the 22 million UK car drivers, openly admit to using phones and social media while driving?

Educating them would have the biggest positive impact on road safety, and not just for motorcyclists, instead of placing the blame for collisions unfairly on a very small number of motorcyclists. Motorcyclists, incidentally, who already have to undergo up to four separate tests to obtain a licence, and not the 40-minute drive around the block that cars drivers get away with.

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

### However, Edward Handley added:

This is a very good move, but would be even better if they included a new standard for the cycle delivery companies. There is a huge number of cyclists delivering food and other items that are completely unregulated.

If Transport for London (TfL) is serious about lobbying for improvements in motorcycle licensing it should start by banning companies from using provisional licence holders to make

deliveries on mopeds and small motorbikes.

There are a huge number of young riders out there delivering pizza and other stuff on provisional licences on the strength of only having passed compulsory basic training (CBT).

How can it be considered safe to let a young and inexperienced rider loose on the streets of a city delivering fast food having passed just a one-day training course?



## ELECTRIC VEHICLES

# EV adoption needs improved charging infrastructure

### Gordy wrote:

Having read 'Unreliable charge points deter 77% of drivers from purchasing electric vehicles' (fleetnews.co.uk, October 27), come on Office for Low Emission Vehicles (OLEV), step in and come up with some sort of framework the electric vehicle charging companies must adhere to.

I'm on my second Leaf and have covered more than 40,000 miles in just over two years. During that time I have made much personal sacrifice in accepting longer journey times waiting for chargers or looking for another charger when the one I arrive at is broken.

Once upon a time I would have said I would never go back to

diesel. My commute saves six tonnes of CO<sub>2</sub> each year, plus goodness knows how much NO<sub>2</sub> and particulates.

If OLEV/Government/charging companies don't get their acts together then, should the infrastructure not keep up with EV take-up, 'charge rage' will become a regular event.

If this happens I will switch back to diesel for the simple reason all of the above have failed to implement a sustainable and sensible charging infrastructure.

If you really want to encourage the uptake of EVs then you need to have some policy document to guide councils about long term proper places to put them or you are just wasting money.

## ELECTRIC VEHICLES

# New Leaf can widen EV appeal

### Swansswimmer wrote:

Having read 'First look: All-new Nissan Leaf – range, prices and specs' (fleetnews.co.uk, October 30), this is another step towards an electric car that will be able to replace a conventional internal combustion engine (ICE)-powered car. Some will prefer hybrids but zero tailpipe emissions means electric only.

One observation my current 30kW delivers realistic range of

120 miles in the summer, reduced to around 85 in the winter (the 155 is lab test result).

The new Leaf 40 kW will not have a range of 235 but may well get to 160-170 miles between charges.

This is sufficient for serious commuting and also for reps on longer journeys that recharge overnight at home and rapid charge for 30 minutes each day while away from the office.

## PARKING SPACES

# Disputes, sadly, part of busy modern life

### Robberg wrote:

Having read 'Quarter of Brits seen or involved in parking disputes' (fleetnews.co.uk, November 11), I'm not surprised to read this as it is symptomatic of many aspects of modern life.

Nobody has any time and everyone is so busy and full of their own self-importance. We're all in the same boat so just give each other a little bit of space.

Try visiting a retail park or shopping centre a week before Christmas to experience the compliments of the season.

## ROAD SAFETY

# Changing the clocks is crazy

### Diarmuid Fahy wrote:

Having read 'Calls for accident investigation branch after road deaths reach four-year high' (fleetnews.co.uk, September 29), of all child road casualties (15,976), 38% were pedestrians, and nearly a quarter (22%) were killed or injured during the afternoon school run, between the hours of 3-5pm.

Yet we continue with the outdated craziness of changing the clocks to make this time of day even more dangerous for children making their way home from school.

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**Burning question:**  
What is your favourite season – and why?

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ISSN 0953-8526.  
Printing: PCP, Telford



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## FLEET OPINION 1

Windscreen mounted ADAS camera is critical to car safety systems

Camera calibration is always required after windscreen replacement



Alex Rothwell,  
chief technology  
officer, Masternaut

### FLEET TELEMATICS

## Data straight from the CAN may provide best approach

By Alex Rothwell

Choosing between telematics systems that connect via the OBD (on-board diagnostics) port or the CAN (controller area network) deserves careful consideration.

Many telematics providers use the OBD to access vehicle data as it provides lower cost installation and

a simpler way of accessing vehicle data. But there are issues with this.

The first is the myth that OBD devices are 'plug and play' or 'self-install'. The reality for commercial-grade telematics is that professional installation is almost always required due to the position of the OBD socket and placement of the device to achieve good GPS performance.

75%

of cameras require calibration in a workshop

£2,000,000

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## FLEET OPINION 2

### RISK MANAGEMENT

## Licence checks won't identify all the drivers most at risk

By Richard Brown

According to the most recent figures from the Department for Transport, the estimated total value for all reported and unreported road accidents in 2016, was £36 billion.

Statistically, at least one third will have occurred while people were

driving for work, with their employer suffering both direct and indirect costs, such as insurance excesses, administrative overheads and lost productivity. Finding ways to mitigate this unwanted cost should be a matter of priority.

One way to do this is to identify those drivers who are most at risk

of involvement in accidents and then find ways to manage this risk, to a more acceptable level.

All organisations that require or allow drivers to drive on their behalf should have a system for checking driving licence validity, entitlements and convictions.

Higher levels of penalty points, or certain types of endorsement, may justify more frequent checks and some form of targeted intervention to address the driver's behaviour and manage the risk. There is ample evidence to show that in many cases, this can be instrumental in changing driver culture and reducing accidents.

The problem with relying on licence checking alone is that it doesn't address those drivers that may present a risk, but have yet to be convicted. They will cost the business just as much if they have



Richard Brown,  
managing director of  
Licence Check



Secondly, OBD devices are user-accessible and at greater risk of tampering, or being left unconnected following vehicle servicing.

Another concern is around vehicle security and integrity. By their very nature, OBD devices are 'intrusive' as they 'write' messages to vehicle systems. Occasionally this can cause erroneous behaviour, such as activating alarms or warning lights.

And as they are technically able to 'command' vehicles, they present a potential safety and security weakness, especially if connected via 2G/3G/4G, when they're potentially open to hacking.

Finally, there are worries regarding manufacturer warranties, especially as some are now taking action to restrict the use of third party OBD devices for anything other than servicing.

Christoph Grote, senior vice-president electronics at BMW, said: "OBD

*"Connecting OBD devices while vehicles are in motion may impact how warranty or liability claims are viewed"*

has been designed to service cars in repair shops. In no way has it been intended to allow third parties to build a form of data-driven economy on the access through this interface."

The impact on warranties is legally complex, but, under certain circumstances, connecting OBD devices while vehicles are in motion may impact how warranty or liability claims are viewed.

The alternative approach is to use the CAN network which offers a source of accurate, real-time data. Access has to be non-intrusive, as physical connections may interfere with the network. A CAN cable

reader that doesn't puncture cables or 'write' to the CAN is a better option, as it doesn't invalidate statutory warranties and can be securely located behind the dashboard.

In summary, while OBD systems may offer lower installation times and costs, they can be insecure and may deliver lower performance; moreover, newer vehicles may block access when the vehicle is in motion.

As such, they are ultimately a compromise. Solutions that take data directly from the CAN may come at a slight premium, but offer safer and higher performance.



# One = A World Leader in ADAS camera calibration

visit for windscreen replacement and calibration

*"Having flagged up the problem drivers, the next challenge is to determine the intervention required"*

an accident caused by their behaviour, as drivers with points already on their licence.

The solution may well be assisted by technology. There are a number of applications that use a smartphone to monitor driver conduct behind the wheel in real time – accurately reporting harsh braking, cornering and acceleration. This information can then be used to set averages and profiles within the organisation with a view to flagging up those deemed to be at risk.

Having flagged up the problem drivers, the next challenge is to determine the intervention required

to bring them into an acceptable risk profile. There are online training courses to help build awareness of the unwanted conduct on the part of the driver and how they can address this.

Reducing driver risk brings more benefits than just saving money. Improving driving standards at work through training helps protect colleagues and other road users.



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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.

## TAKING ON FLEET RESPONSIBILITY

**Q** I am an HR professional who has just been given responsibility for the company fleet. It's a significant number of vehicles and I'm not getting any support from the current leasing provider or internally. What is your advice?

**A** I can sympathise with your situation as my introduction to the world of car fleet was equally challenging – my only experience was as a company car driver.

While the world of fleet has changed significantly since, some of the lessons I learned still hold true today.

I would also guess that you have been given the fleet role as part of other roles which increases the level of challenge still further and reduces the time available to spend learning 'on the job'.

Your priority needs to be to build an effective network of individuals and organisations that can provide you with help and advice based on their own experience.

Few organisations can offer internal support or knowledge so your leasing provider should be the place to start. If you feel they are not supporting you, tell them clearly what you expect. It should be in their interests to ensure that they understand what you need from them and do their best to deliver it.

*"Don't be afraid to ask. The fleet world is full of people who are happy to help a newcomer like yourself"*

Sit down with your account manager and pick their brains about current trends and what you should be doing. Ask them to introduce you to other customers who may be in a similar position and can share experiences. Many leasing providers offer some form of consultancy to existing customers – if yours does this, ask them to review your current operation and make recommendations for improvements.

If you have any direct manufacturer relationships in place use their account manager's expertise and contacts as well – I have found these people very knowledgeable and helpful over the years – and it is, of course, in their interests as they hope to sell you more cars or influence the choices offered to your drivers.

Joining ACFO (the representative body for car fleet operators) is another great way of building a network, as their regular seminars offer updates on the issues of the day and the opportunity to network with others. In my view the ACFO annual subscription offers outstanding value. If you have the time and inclination to study (and your business is prepared to back you financially) explore the training offered by another trade body – the ICFM. The training is first class and will deliver significant benefits to your business.

Our industry also offers a wide range of knowledge-gathering and networking opportunities, and I would advise you to take advantage of these.

The recent Fleet Management Live event at the NEC was a great example of this and there are many others that take place during the year. Most have no cost, other than your time, and I always find something of benefit, even after all my years in the industry.

My most important message to you is "don't be afraid to ask". The fleet world is full of people who are happy to help a newcomer like yourself.

■ The next Ask Nigel will be in the December 14 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?

Visit [fleetnews.co.uk/asknigel](http://fleetnews.co.uk/asknigel) or email [fleetnews@bauermedia.co.uk](mailto:fleetnews@bauermedia.co.uk)



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# YOU'VE GOT TO BE IN IT TO WIN IT

**FleetNews**



**AWARDS  
2018**

LAST CHANCE  
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Last chance to put your fleet's name forward to earn sector's most prestigious accolades

**T**o former fleet manager of the year Dale Eynon, the Fleet News Awards are "the biggest in the industry and much

sought after". Winning one, he says, "is a tough, but enjoyable, journey".

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

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

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

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

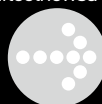
"I entered because I wanted to be benchmarked on what I've achieved so far – it was about a journey," he says. "To be the fleet of the year, you don't have to be perfect on everything; you just have to demonstrate where you have made a positive influence on your fleet."

Entries to the 2018 Fleet News Awards will close very soon. Go to the website at [www.fleetnewsawards.com](http://www.fleetnewsawards.com) to find out how you can join the high profile, prestigious award winners' club.



**"IT MEANT A HUGE AMOUNT TO US AS A BUSINESS. WE'VE PUT A LOT OF HARD WORK IN OVER THE PAST FEW YEARS AND THIS SHOWS WE ARE ON THE RIGHT PATH, BUT THERE IS STILL WORK TO DO"**

*Matt Dyer, LeasePlan managing director*





URGENT: Downtime Issue!

M. Paul  
URGENT: Downtime Issue!  
To: David

David,

Our vehicles have to get fixed and back on the road ASAP.  
Every day they are not moving it's costing us money.

Get this sorted, now.

M. Paul  
Managing Director

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## THE CATEGORIES

### FLEET AWARDS

#### Fleet of the Year – up to 250 vehicles

2017 winner: London & Quadrant Housing Trust

#### Fleet of the Year – 251-1,000 vehicles

2017 winner: Enserve Group

#### Fleet of the Year – 1,001-plus vehicles

2017 winner: Environment Agency

#### Most Improved Fleet of the Year

2017 winner: London & Quadrant Housing Trust  
*Sponsored by Reflex Vans*

#### Safe Fleet Award

2017 winner: Skanska

#### Eco Fleet Award

2017 winner: Panasonic Europe  
*Sponsored by BMW UK*

#### Outstanding Cost Control Award

2017 winner: Royal Mail  
*Sponsored by Zenith*

### MANUFACTURER AWARDS

#### Best Small Car

2017 winner: Citroën C3

#### Best Lower-Medium Car

2017 winner: Vauxhall Astra

#### Best Upper-Medium Car

2017 winner: Škoda Superb

#### Best Compact SUV

2017 winner: Nissan Juke

#### Best Mid-size SUV

2017 winner: Seat Ateca

#### Best People Carrier

New category

#### Best Compact Premium Car

2017 winner: Audi A3

#### Best Premium Car

2017 winner: Audi A4

#### Best Executive Car

2017 winner: Mercedes-Benz E-Class

#### Best Zero Emission Car

2017 winner: Hyundai Ioniq

#### Green Fleet Manufacturer of the Year

2017 winner: Hyundai

#### Most Improved Fleet Manufacturer of the Year

2017 winner: Fiat Chrysler Automobiles

### SUPPLIER AWARDS

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

2017 winner: Activa Contracts  
*Sponsored by Jaguar Land Rover*

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

2017 winner: Zenith  
*Sponsored by Jaguar Land Rover*

#### Rental Company of the Year

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

#### Outstanding Customer Service Award

2017 winner: The Automobile Association  
*Sponsored by Škoda UK*

#### Innovative Use of Technology

New category  
*Sponsored by Nissan Motor (GB)*

#### Fleet Dealer of the Year

2017 winner: Swansway Group

### HEADLINE AWARDS

#### Fleet Manager of the Year

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

#### Fleet Supplier of the Year

2017 winner: BT Fleet

#### New Company Car of the Year

2017 winner: Mercedes-Benz E-Class

#### Fleet Manufacturer of the Year

2017 winner: Audi UK  
*Sponsored by KeeResources*

#### Fleet News Hall of Fame Award

2017 winner: Colin Marriot

## ENTER ONLINE

Entries for the 2018 Fleet News Awards should be submitted via our dedicated website.

Go to [awards.fleetnews.co.uk](http://awards.fleetnews.co.uk) and click on the link at the top of the page 'Awards categories and entry process' to learn more about the entries and start your journey to the awards.

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

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

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

Please ensure you save your entry. It will be saved in a 'My Awards' area that you can return to at any time before submitting your entry to *Fleet News* ahead of the deadline – Friday, November 17.

You have a week to enter.

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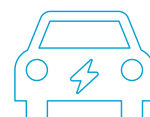


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# 'WE MUST LEAD BY EXAMPLE'

Nottingham City Council is ramping up its electric vehicle plans as the city looks to tackle air pollution by introducing a CAZ. *Sarah Tooze* reports



Nottingham City Council's fleet team is all too aware of the need to reduce vehicle emissions.

Levels of nitrogen dioxide (NO<sub>2</sub>) in the city currently exceed the legal limits and it is one of five (along with Birmingham, Derby, Leeds and Southampton) to be mandated by the Government to introduce a clean air zone (CAZ) by the end of 2019. Nottingham is still looking at options before seeking to determine which vehicle types will be subject to a levy.

Both Ady Cawrey, commercial operations manager – fleet, and Andrew Smith, assistant manager – fleet, say the council must “lead by example” with the vehicles it operates.

The council already has a number of Euro 6 diesel vehicles and has been operating electric vehicles (EVs) since 2010.

It made a commitment last year to ramp up the number of ultra-low emission vehicles (ULEVs) on its road-going fleet (including cars, vans, HGVs, tractors and ride-on mowers) to 80 – or 15% – by 2020, after becoming a Go Ultra Low company. The scheme, which is part of the wider Go Ultra

Low campaign (jointly backed by the automotive industry and Government), is open to organisations that have at least one plug-in vehicle on their fleet and commit to at least 5% of their fleet being ULEVs by 2020.

Nottingham is also a Go Ultra Low city. Together with Nottinghamshire County Council and Derby City Council it secured £6.1 million Government funding last year to install 230 charge points and will offer ULEV owners discount parking, as well as access to 13 miles of bus lanes along key routes across the cities. The access is for all ULEVs – vehicles producing less than 75g/km of CO<sub>2</sub> – not just EVs.

The Government funding is also being used to pay for a new business support programme, letting local companies ‘try before they buy’.

The council has 25 EVs, having recently taken delivery of three Nissan Leafs (taking the total to five) and two Nissan e-NV200s (taking the total to 18). It also has two Mitsubishi i-Mievs, both of which it has operated since 2010, as part of its pool car scheme.

“They have done around 30,000 miles at a cost of about £4,100 each. That’s close to eight years so at £512.50 each year they have been brilliant,” Smith says.

However, the council’s early experience of

electric vans wasn’t so successful. “We had a couple of Smith Electric Ford Transit [conversion] panel vans which worked OK for a couple of years then they just got so unreliable, so expensive to maintain, that eventually we couldn’t warrant having them so we disposed of them at auction,” Smith says.

But that hasn’t deterred the council from operating electric vans and in December 2015, it decided to replace eight diesel vans with e-NV200s, following a successful month-long trial with the managers of its neighbourhood operation.

The managers visit workers at various sites around the city and typically do around 20 miles per day before returning to base, making them “ideal candidates” to drive an electric van, according to Smith.

The e-NV200s cost more upfront than the diesel vans the council previously operated but Smith estimates they are 80% cheaper to run when comparing vans of a similar size, even taking into account the cost of electricity.

The council’s highways and energy infrastructure team also now operates five e-NV200s and the transport strategy team has invested in one, which it is able to use at events and as a demonstrator for local businesses who want to trial an electric vehicle.





Andrew Smith (left) and Andy Cawrey are well aware of the council's role in establishing and maintaining a clean air zone in Nottingham

Two other departments – community protection and trading standards – also have EVs. Community protection has two Leafs and an e-NV200 while trading standards has one of each.

Smith, who works with the council's procurement team to acquire vehicles, has identified which conventional diesel and petrol vehicles could be replaced by ULEVs over the next three years. It is not financially viable for the council to replace all of the vehicles "in one year".

His plan, which he dubs his "wish list", is to replace another 13 vehicles before the end of the financial year, 16 vehicles in 2018/19 and 27 vehicles in 2019/20 but he needs to work with the different operational areas to ensure the vehicles are fit for purpose.

The community protection team, for example, has two Škoda Octavia Scout 4x4s to carry the equipment they need for their role. A Leaf wouldn't be suitable so Smith is considering a petrol hybrid SUV.

The council's Leafs are all pool cars, which are used by staff to get to meetings around the city. Smith would like to convert the entire pool car fleet of 14 cars to electric but some staff, such as the council's social workers, have to travel long distances.

Staff are permitted to use their own vehicles for business journeys but must first consider whether the journey is necessary and to look at alternatives such as the bus, tram, train, walking or cycling before opting for their own car or a pool car. Utilisation of the pool car fleet is currently 70%.

The council also boosts utilisation of its entire fleet by renting vehicles to staff at the weekend.

The current Leafs are all 30kWh and are achieving a real-world range of 80-100 miles, while the e-NV200s typically manage 60-70 miles.

The council has 27 charging points at various depots and offices and will benefit from Nottingham's plans to develop a public EV charging network as part of its Go Ultra Low city status.

While council employees are given a 30-minute induction prior to driving an EV, Smith believes more education is needed to make sure "everybody is switched on to smart recharging" so vehicles aren't simply put on charge when they return to the depot in the afternoon, they are set to charge overnight when the electricity is cheapest.

However, the challenge is making sure that if there is an emergency call-out in the

evening, the vehicles have sufficient charge.

Drive feedback about the EVs has been "very positive", with the only issue being that the range drops during the winter months when drivers use the heater.

Cawrey says: "There are some culture changes with electric vehicles but those barriers are being broken down quite easily for us."

He adds that reliability of the products (aside from the Smith Electric conversions) has been "really good".

As the council's electric fleet expands, it is hoping to maintain the vehicles in its own workshops.

It has started to train its workshop technicians on basic ULEV maintenance and the fleet team is discussing the possibility of accredited training through Nissan.

"It's an investment in our technicians to show them that we want to give them something, we want to develop their skills," Smith says. "If you want to work with the city council there is an opportunity where we are going to give you access to future technologies."

Nottingham City Council favours an in-house approach to fleet management. Consequently it employs 52 staff in in





## FACTFILE

**Organisation** Nottingham City Council  
**Commercial operations manager – fleet** Ady Cawrey  
**Assistant manager – fleet** Andrew Smith  
**Fleet size** cars 44; vans 187; HGVs 106; plus other road-going vehicles  
**Funding method** outright purchase  
**Replacement cycle** seven-10 years, but under review



its fleet team, including administrative support, technicians and supervisory staff.

Cawrey is the council's operator licence holder and oversees the whole operation, including responsibility for increasing commercialisation of the council's workshops.

The workshops maintain around 300 vans for Nottingham City Homes (a standalone company, which maintains the council's housing stock), some 200 vehicles for Nottinghamshire Fire and Rescue, 50 vehicles for Rushcliffe Borough Council and 74 vehicles for Arriva Passenger Services vehicles for the Nottingham area, as well as maintaining the council's own core fleet of 337 cars, vans and HGVs, plus around 800 items of plant and equipment.

"Nottingham is a forward-thinking council when it comes to commercialisation," Smith says. "We've got people with skills, we've got facilities, so why not offer them to the commercial world?"

The Nottinghamshire Fire and Rescue contract includes mobile servicing, major servicing and defect reporting.

"We respond to category one defects within two hours across the whole of the county," Cawrey says. "Nottinghamshire is quite a long county with the northern-most fire stations doing more work in South Yorkshire than they actually do in Nottinghamshire so it's quite a spread out service."

Cawrey points out that the council, as a fleet operator itself, understands the importance of minimising downtime and is looking at offering a collection and delivery service.

"If you book your vehicles in with a local dealer you join the queue," he says. "We're trying to improve the service."

Cawrey is also undertaking a detailed

review of the council's own fleet, looking at how processes and systems can be improved.

"In the past nine months we've been going through a full review, a fleet service improvement plan where we look at every element of what we do," Cawrey says.

"We're down to looking at how we can update our fleet management system, how we can improve our internal pool hire, the way we invoice customers, the way we recruit, the way we retain staff.

"That process is ongoing, we're about 50% through. We're trying to raise the profile of fleet services [through the review] because we are an integral part of the council in keeping the cogs turning; it is an important part of the business."

The review has led the fleet team to launch a 'driver improvement scheme', which aims to tackle avoidable accidents.

"We're trying to get more ownership from the driver, more responsibility, so they treat it [the vehicle] like a £30,000 asset," says Smith.

*"We are trying to raise the profile of fleet services (through the review) because we are an integral part of the council in keeping the cogs turning"*

*Ady Cawrey, Nottingham City Council*

"We've just introduced a better, more fit for purpose pre-use inspection pad and we do audits so we'll be out at 6am quizzing drivers and looking at the vehicles."

The workshops have also been instructed not to repair damaged vehicles where no accident report form has been completed.

The fleet team hold monthly review meetings with the operational areas to discuss driver conduct, the results of the audit and what the avoidable damage is.

Cawrey says: "We give out good news as well as bad so it works both ways and it's developing all the time but the aim is to ensure we've got a compliant fleet, to ensure that everything is safe, that accidents are kept to a minimum and the benefit of that is reduction in cost. We think we're starting to see that."

The council is also investing in re-training drivers where appropriate and in technology. All of the vans now have front- and rear-facing cameras.

"We've sold it to the drivers 'it's not there to catch you out, it's to protect you. If somebody says you caught their vehicle parked we can check your camera system and see you've not done it' because we get false claims all the time," says Smith.

Vehicle tracking has been fitted to the majority of the council's vehicles, including pool cars, for the past six or seven years. The data enabled the council to remove three sweepers from the fleet, making significant savings.

The council uses Civa's Tranman fleet management software in its workshops but its IT department is developing a system which will pull in data from various sources to give the team a holistic view of the fleet.

Next on the fleet team agenda is to look at investment in the workshops and investigate ways to lower emissions on its heavier commercial vehicles.

A lack of manufacturer product means that the council is looking at an aftermarket conversion from Magtec.

"We're keen to integrate modern technology, cleaner vehicles, more fuel efficient vehicles on our fleet," says Smith. "We don't want to stand still."

## CONSORTIUM BUYS TO THE POWER OF 15

**Nottingham City Council is making significant procurement savings by being a member of the Notts and Derbys Transport Consortium.**

**The consortium combines the buying power and fleet experience of 15 Nottinghamshire- and Derbyshire-based local authorities to buy vehicles and tyres.**

**The consortium meets quarterly to discuss maintenance issues and opportunities to save money.**

**Andrew Smith says the council's approach is to get suppliers to "sharpen their pencils".**

**"Nottingham City Council challenges everything," he says. "You want us to pay how much? We're not paying that. You can do better than that."**



For more fleet profiles, visit  
[fleetnews.co.uk/fleetprofiles](http://fleetnews.co.uk/fleetprofiles)





Andrew Smith is bidding to get more buy-in and sense of ownership from the council's fleet drivers



# AMT AIMS TO GIVE SMALL FLEETS 'SOMETHING NEW AND DIFFERENT'

Thinking small has proved big for company that started life renting out premium cars. Now it has a fleet of 2,400 vehicles. *Stephen Briers* reports

**S**mall fleets are big business. Big for manufacturers, leasing companies and rental firms which are equally eager to court small-to-medium enterprises (SMEs) with their cars, products and services.

It is also one of the hardest markets to crack. Quantity is the maxim; it's the cumulative effect of winning business with thousands of companies operating a handful of cars or vans that adds up to success.

This takes resource and dedication – or relationships with companies better geared to target SMEs, such as brokers. Most leasing and rental companies have opted for a combination approach; some have put all their eggs with brokers.

The traditional broker-fleet relationship is transactional, with fleets flitting from company to company chasing the best deals.

Some brokers have sought to break this mould by putting greater emphasis on fleet management services, attempting to mirror the extended product and service portfolios of the contract hire companies.

AMT Group believes it has created the

*"They will remember us as a trusted partner. There is the potential for them to become customers for years to come"*

*Neil Burroughs, AMT Group*

most comprehensive service yet, moving beyond its rental roots. Offering everything (rental, short-term lease, contract hire, asset finance and ownership) from one day to five years, AMT's new consultancy team provides free of charge advice to create bespoke solutions for fleets.

Neil Burroughs was appointed sales and marketing director in June 2016 with a remit to devise and launch the new business.

"We recognised a year ago that we wanted to penetrate the market with something new and different," he tells *Fleet News* at the company's head office in Leeds.

## FLEETS NEED TO PLAN AHEAD TO GET THE BEST DEAL

**Planning is crucial to extracting maximum value – and the lowest price – when procuring new vehicles for the fleet.**

**Burroughs says: "If you need a vehicle in two weeks' time, you won't get the best price. If you plan ahead, you will."**

**However, value is about much more than price, which is where AMT's experience comes into play.**

**"What might appear cheap today might be a bad decision in three years' time,"**

**Burroughs says. "We have the knowledge to prevent that happening."**

**He adds: "We also see leasing companies constantly evolving with their prices. We plan batch purchasing where possible to get the maximum value."**



### FACTFILE

**Company** AMT Vehicle Solutions  
**Head office** Leeds, West Yorkshire  
**Sales and marketing director** Neil Burroughs  
**Rental fleet** 2,400 vehicles  
**Contract hire fleet** 1,200-1,500 vehicles  
**No of locations** Seven

"Many businesses are siloed in contract hire, purchasing or asset finance and they are transactional.

"I wanted to give value back to the SME. So we launched a free, independent, unbiased service offering everything in one place. We built a management team and put in a field-based consultancy team."

AMT was set up in 1981 as a rental provider for premium cars, and now trades from seven offices across England and Scotland. It aims to provide aspirational vehicles at a similar price to less aspirational brands, with a fleet of 2,400 vehicles. It also brokers 1,200-1,500 cars per year on contract hire via a panel of five funders.

The rental and leasing divisions used to operate independently; now they have merged to support the aims of the consultancy operation, AMT Vehicle Solutions.

Burroughs's claim is "the right vehicle at the best price" which has seen the company move into volume brands and light commercial vehicles to accommodate his growth aspirations.

He plans to increase the rental fleet to more than 4,000 vehicles over the next four years, while quadrupling the size of the contract hire division.

AMT Vehicle Solutions consists of four consultants, but Burroughs wants to double





Neil Burroughs is confident that the offer of free advice is the right approach to develop long-term business relationships

that number as quickly as possible. Their role is to get under the skin of a company (see panel) to understand its operations and its short-, medium- and long-term business objectives to create a fleet solution that meets those needs.

They effectively act as a implant, visiting the customer on a regular basis to guide them and doing all the research for them.

"It's not just about the raw facts," Burroughs says. "It's the soft facts – the company culture, what's important outside of vehicles – that's the information we gain upfront to truly understand the business."

The initial meeting can take between four and 15 hours and comes at no cost to the business.

Something for nothing – what's the catch?

"Our message is that this is a long-term relationship; it's not about today," Burroughs replies. "Yes we have supply channels [for funding and rental], but we have also gone into companies that outright purchase and done a full assessment and, because they have strong terms, we advise them to maintain those relationships."

"Things might change in the future and they will remember us as a trusted partner. It's a long game; there is the potential for them to become customers for years to come."

Most of the solutions AMT introduces

result in a mix of contract hire and rental, with its matrix based on wholelife costs, flexibility, usage and operating cycles. Flexi-rental – one to 12 months – is growing in popularity due to business uncertainty caused by current trading conditions.

Burroughs believes many SMEs have potential to realise significant savings by adopting tailored fleet solutions.

"Often SMEs give the role of acquiring and running the fleet to someone not specialised in it, for example, HR or finance, and they don't know all the tax implications, legislative changes, emissions charges and implications of giving cash allowances," he says. "We help them to understand the cost and the impact on the business."

One £100 million turnover construction firm, which has just taken delivery of its first tranche of vehicles through AMT, from the chairman's Bentley to a number of light commercial vehicles, has made a six-figure saving on the first van deal alone.

AMT's typical customer has between five and 150 vehicles; they have in common a lack of internal expertise. Usually, someone has been given fleet responsibility and it has become a drain on their time.

"Often they are spending 40% of their time on fleet, but they have other plates they are managing," Burroughs says. "Planning

## DISCUSSION TOPICS TO 'GET UNDER THE SKIN'

1. Taxation knowledge, including BIK and NIC
2. Consistency of vehicle selection policy
3. Schemes and options for each category of job
4. Mitigating early termination risks
5. Knowledge of residual values and risks
6. SMR intervals and time off road
7. Role of the car in staff retention
8. Cash allowances and grey fleet policies

ahead is an issue so they don't benefit from the cost savings to the company or the benefit-in-kind (BIK) savings to the driver."

Arguably one of the biggest challenges facing AMT is to change the SME cultural mind-set, which is predominantly one of self-control.

"We have to get them to recognise the complexity and risk in the market," Burroughs says. "Our prospects don't know what they don't know. But we do."





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# FLEETS AND SAFETY

Technological advances are playing a major role in the improvement of fleet safety. It is now possible to monitor and attempt to adjust the mood of drivers and some are even finding lessons can be learned from playing video games

## INSIDE

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Technologies can now read facial expressions, gauge body language and pick up on your tone of voice

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How video games, driver-facing cameras and wearable biometrics are improving duty of care

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Simulators can be used to complement driver training, but they'll 'never replace' on-road tuition

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Michelin claims that some worn premium tyres can stop in the wet just as well as new budget ones



# ARTIFICIAL INTELLIGENCE THE NEW SAFETY REVOLUTION

Manufacturers are developing technologies which can monitor driver moods through facial expressions, body language and tone of voice to further improve vehicle safety. *Andrew Ryan* reports

## DRIVER WELFARE

**D**river welfare is increasingly becoming a focus of vehicle manufacturers when developing safety technology.

Many cars already feature systems designed to detect signs of tiredness and warn the driver they need to take a break: research shows that fatigue may be a contributory factor in up to 20% of road accidents, and up to one-quarter of fatal and serious accidents.

These types of crashes are about 50% more likely to result in death or serious injury as they tend to be high-speed impacts because a driver who has fallen asleep cannot brake or swerve to avoid or reduce the impact.

Volkswagen's Driver Alert System monitors driver behaviour by detecting erratic steering wheel movements and lane deviations, so it can judge the moment they start to feel sleepy and need to stop.

If the system detects the driver is starting to lose concentration it will alert him or her with a visual display on the dashboard and a warning sound. If they don't take a break within 15 minutes, the system will repeat the warning.

However, even more sophisticated technologies to monitor driver welfare are being developed. Both Toyota and Honda unveiled concept cars at this year's Tokyo motor show featuring the use of artificial intelligence (AI) to improve safety.

Toyota executive Makoto Okabe says the use of AI means cars may get to know drivers as human beings by analysing their facial expressions, driving habits and social media use.

This means they can detect when a driver is angry, confused, distracted or tired.

Honda's Neuv can assess its driver's stress levels by analysing facial expressions using cameras and voice tones and provide suggestions for coping with different situations.

The Toyota Concept-i also reads facial expressions and voice tones, but takes it a step further by monitoring body language.

Using these parameters, it can work out if the driver is feeling happy or irritated, as well as nervous or tired.

It then tries to change the mood of the driver through various sensory inputs: it might expand and contract a seat to simulate the rhythm of deep breathing to calm them down when they



are feeling anxious, jiggle them to make them more alert when they seem sleepy, or trigger a herbal scent known to be invigorating.

Toyota plans to have some of the technology ready for road tests by 2020.

Continental has developed a driver analysis system that uses two cameras embedded in the dashboard to monitor a driver's gaze.

A computer analyses how often a driver closes their eyes and uses this information to prevent drowsiness by issuing an alert to the driver. It can also detect if a driver looks at the sat-nav for extended periods.

The company is also developing a car seat which uses four inbuilt thermal sensors to identify body temperatures and humidity levels. It can help the car determine whether the driver is stressed or anxious, and can, for example, turn on the air-con to cool the driver.

In the future, the sensors will be able to pick up things like heart rates and breathing

patterns to see whether a medical emergency is in progress.

Nissan has showcased a Juke model with 'smart' materials aimed at encouraging drivers to remain properly hydrated.

A 2015 study by Loughborough University found that drivers who had consumed only a sip of water (25ml) per hour made more than double the number of mistakes on the road than those who were properly hydrated.

In conjunction with Dutch design brand Droog, a sweat-sensing technology coating called Soak has been applied to a Juke's steering wheel and front seats.

The coating changes colour when it's in contact with perspiration, giving a simple warning that the driver needs to have a drink: when the driver is dehydrated it turns yellow, when rehydrated it turns blue.

Nissan currently has no plans to add sweat-sensing technology to production Jukes.





# NCE: TION



## VULNERABLE ROAD USER SAFETY

**C**ar and van makers have until July 1, 2019, to fit all new models of hybrid and pure electric vehicles with an audible alert system to warn pedestrians and cyclists of their presence.

The EU audio vehicle alerting system (AVAS) regulation has been introduced to protect vulnerable road users in urban areas where the noise of a petrol or diesel engine lets them know of the proximity of a vehicle. As vehicles which run on electricity are near-silent at low speeds, any noise created is often masked by the background noise of a city, increasing the risk for vulnerable road users.

At this year's Tokyo motor show, Nissan revealed 'Canto': the future sound of its electric vehicles. Perhaps best described as a high-pitched buzzing noise, its tone and pitch change dependent on whether the car is accelerating, slowing down or reversing.

The sound is activated at speeds of up to 12-18mph dependent on market-place requirements, with Nissan saying the level of the sound will be clearly audible, without being overly

disturbing to pedestrians, residents and passengers.

"Canto has been developed to help with pedestrian safety, as well as to provide a distinct Nissan sound," says Daniele Schillaci, executive vice-president for global marketing and sales, zero emission vehicles and the battery business.

The EU regulation also stipulates that hybrid and pure electric cars will also have to be fitted with a switch which allows drivers to turn the AVAS system off. All existing models have until 2021 to have it installed.

Bosch has developed a system which employs the mid-range radar sensors used for blind spot indicators to help prevent vehicle occupants from opening their doors in the path of a passing cyclist.

In this system, the sensors remain active for all car doors for several minutes after the ignition is turned off when a vehicle is parked at the side of the road.

During this time, the system will warn occupants of any incoming road users approaching from the rear within a 20 metre radius.



## SPONSOR'S COMMENT

**Steve Beattie, Head of Business Sales, Volvo Car UK**



Volvo remains committed to providing class-leading safety technology in its cars that helps prevent users being seriously injured or killed, but also reduce motoring costs. This is a valuable combination as fleets focus on their duty of care to their employees, but also on running an efficient vehicle fleet operation, which includes reduced insurance premiums.

Our new XC60 and XC40 have both been launched in 2017 and continue to push the boundaries of safety in Volvo cars.

The XC40 premium compact SUV which is available to order now for Q1 2018 delivery is the first car in its sector to provide as standard City Safety, Volvo's automatic emergency braking system that can detect pedestrians, cyclists and large animals.

*"New XC60 and XC40 continue to push the boundaries of safety in Volvo cars"*

Oncoming Lane Mitigation is also a standard feature, which warns drivers if they move out of their lane into the path of an oncoming vehicle. Steering Support is automatically activated to guide the driver safely back into their lane.

Our new XC60 premium SUV boasts these technologies as standard, but also includes Volvo's Blind Spot Information System (BLIS) which now uses Steering Support functionality to reduce the risk of lane-changing collisions.

XC60 also includes Pilot Assist, our advanced semi-autonomous driver assistance system, which takes care of the steering, acceleration and braking on well-marked roads up to 81mph, as an option.

We look forward to hearing feedback from fleet users and company car drivers over the coming months on our two exciting new SUVs.

**For more information call the Volvo Car Business Centre on 0345 600 4027**



## THE CLOUD

When vehicles ahead detect poor road conditions Volvo's Slippery Road Alert can pass the information on to those following



# ADVANCED DRIVER ASSISTANCE



## BLIND SPOT WARNING

This detects vehicles approaching from the rear in the driver's blind spot, alerting the driver should he or she be planning a lane change.

When introduced by Volvo, it relied on cameras mounted under the door mirrors, which could often be fouled by grime.

Now, it is more common to use radar sensors that continuously monitor behind the car and illuminate a warning light in or around the door mirror on the side where traffic is approaching. Should this have been missed and the driver indicates to warn of a lane change, an audible warning sounds.

Once exclusive to large executive cars, advanced driver assistance systems (ADAS) are becoming increasingly available on vehicles of all sizes.

Using camera, radar and laser technology, they are able to keep cars in their lanes, warn of obstacles in the blind spot when changing lanes, provide support for pulling into and out of parking spots, and help maintain following distance, to name just a few examples.

Here we look at some of the ADAS systems currently available:

## AUTONOMOUS EMERGENCY BRAKING

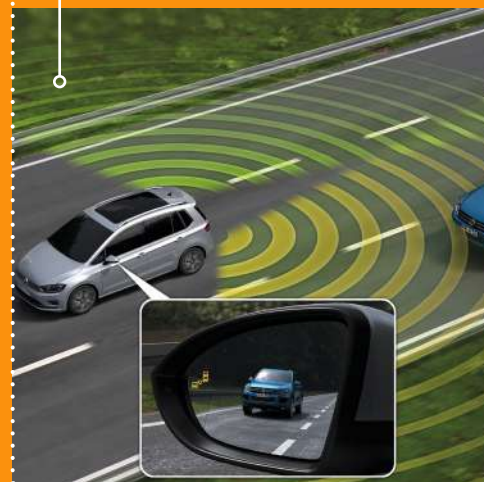
While the technology is given the generic autonomous emergency braking (AEB) tag, manufacturers will often give it another name such as Volvo's City Safety.

Laser and radar sensors continuously monitor the road ahead and pick up obstacles, such as other vehicles and pedestrians.

If the system deems that a collision is imminent, it will give the driver an audible and visual warning, and if the driver doesn't intervene, it will apply a significant braking force to try to avoid it. Research by Euro NCAP has found that the technology leads to a 38% reduction in rear-end crashes.

The organisation has also included AEB systems with pedestrian detection in its safety rating system since 2016. From next year, it will include emergency braking systems with cyclist detection in its scoring system.

Bosch has already developed an AEB system with cyclist detection which automatically brings a car to a stop from around 25mph. When the emergency braking system's radar or video sensor detects an imminent collision, the Bosch iBooster initiates full braking in just 190 milliseconds – less time than it takes to blink twice.





## CONNECTED/AUTONOMOUS TECHNOLOGY

It is becoming increasingly common for new cars to be fitted with advanced driver assistance systems (ADAS), such as autonomous emergency braking, which can have a significant impact on safety.

However, ADAS technologies use radar or laser sensors, and therefore rely on line of sight. Connected cars will be able to gather intelligence from further down the road, even at a blind junction or in weather affecting visibility such as heavy rain or fog.

KPMG research produced for the Society of Motor Manufacturers and Traders (SMMT) found that connected and autonomous vehicle technology could save more than 2,500 lives and prevent in excess of 25,000 serious collisions in the UK by 2030.

For example, it is expected to significantly

reduce nose-to-tail incidents which occur when a car at the front of a line of traffic brakes sharply. Following drivers slow only when they see the brake lights, leading to a collision when at least one of the drivers fails to react in time.

With connected technology, as the first car brakes, it can also signal all the vehicles behind, allowing them to brake simultaneously.

Connected vehicle technology will also be able to warn of upcoming hazards, with, for example, Volvo introducing two connected car safety features initially in Sweden and Norway: Slippery Road Alert (SRA) and Hazard Light Alert (HLA). SRA collects road surface information from cars ahead and warns approaching drivers of a slippery road section, while HLA warns of vehicles ahead that have their hazard lights on.

Both systems use cloud-based data from the

car to warn following vehicles of dangers ahead, and there is potential for these features to be rolled out more widely in the future.

The safety options also extend to predictive maintenance and providing diagnostics which will alert motorists when a fault may be about to occur on their vehicle – again, reducing the chance of a potential traffic accident.

Another element to this issue is that the data collected by these cars could be used by insurance companies to advise them on motorists' individual driving habits and their potential risk.

This then further enhances public safety by advising drivers of traffic patterns, hazards and accidents in real-time.

"Safety is one of the most important areas that will benefit from connected cars and autonomous vehicles," says a spokesman at Frost & Sullivan.

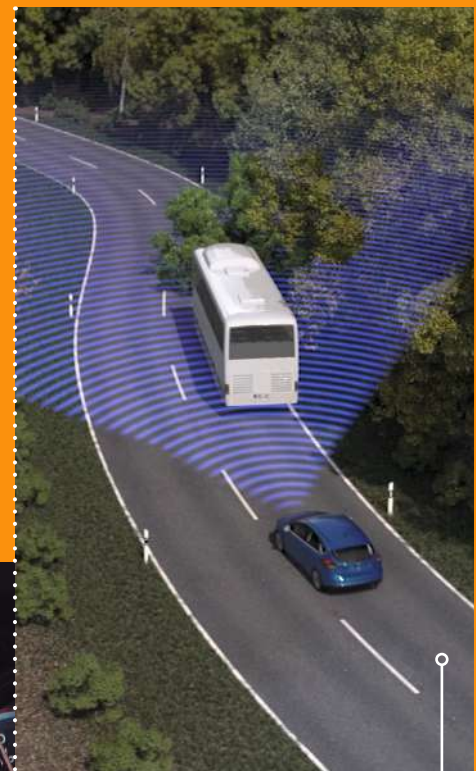
# SYSTEMS

## LANE-KEEPING ASSISTANCE

Linked to the same technology that monitors the edge of the lane, the car can make subtle steering inputs to prevent it from leaving the lane unintentionally.

The steering correction can be overridden by the driver, but the system takes control if it thinks the driver isn't holding the steering wheel.

Most systems are based on electric power steering systems where it's possible for the car to correct the steering using the power steering motor. Where it's available on cars with hydraulic power steering, it makes the corrections to the car's trajectory with subtle application of the brake on the corresponding front wheel to bring the vehicle back into line.



## EVASIVE STEERING ASSIST

This system monitors the road ahead on a single carriageway and prevents the car from veering into the path of an oncoming vehicle or other road users.

Forward sensors linked to autonomous braking technology can prompt the car to alter its line smoothly to avoid a pedestrian suddenly stepping into the road, and return to the original line afterwards.

## LANE DEPARTURE WARNING

This aims to avoid collisions caused by vehicles veering unintentionally out of their lane. Lane markings are monitored by a camera and if the car moves close to the lines without the driver indicating, a visible alert or a vibration through the steering wheel is triggered.





# WAYS FLEETS USE TECHNOLOGY TO IMPROVE SAFETY

Fleets are increasingly adopting innovative technologies to reduce collisions and improve duty of care. Here *Andrew Ryan* looks at some of the best examples

## PLAYING VIDEO GAMES

Lincolnshire Police has been working with Sony PlayStation to explore supplementary driver training methods by using its Gran Turismo Sport video game. Four of the force's specialist operations officers spent the day at the Silverstone race circuit where they first recorded a real-world lap time before playing the game.

Any areas for improvement, such as carrying too much speed into corners were identified, with Gran

Turismo Sport used to demonstrate correct techniques. Afterwards, the officers returned to the track and all improved their lap times.

Assistant Chief Constable of Lincolnshire Police Shaun West says: "There will never be a replacement for traditional training methods, but we are always looking for innovative ways to supplement the learning of our officers and staff.

"If Gran Turismo can help to train world-class racing drivers, then we were keen to explore whether it could offer anything to our officers and help expand the way we think about evolving and refreshing our training methods.



Playing a video game allowed officers to improve their lap times

"It's important to emphasise that exploring other methods such as this is not in any way seeking to substitute the rigorous training we already have in place, but is simply another way to potentially bolster

those existing programmes that our officers undertake. Because road safety is of paramount importance in Lincolnshire, we want to ensure our practices are as up-to-date and innovative as possible."

## DRIVER-FACING IN-CAB CAMERAS



Using driver-facing in-cab cameras "are great for driver behaviour", says Rory Morgan, head of logistics support – Western Europe at Iron Mountain.

Many fleets already monitor driver behaviour through telematics systems, but having footage of the employee at the moment events such as harsh braking or acceleration take place puts the incident into

better context.

"The cameras help you understand why you have those events," adds Morgan. "Is the driver looking at his paperwork? Is he eating a sandwich? Is he leaving his hand on the gearstick? It could be a multitude of things."

Morgan says the cameras are also useful to reinforce driver training messages and monitor driver development.

"We use vehicles with driver-facing cameras in instances where the trainer keeps going out with a driver, the driver improves, and then after a couple of weeks his events start creeping up again," says Morgan.

"With the best will in the world, the driver trainer can't be with the driver everyday whereas the camera can be."

Andrew Tillman, fleet strategy director for Trakm8, adds: "The combination of driver scores with actual footage of events is a powerful training tool."

## WEARABLE BIOMETRIC TECHNOLOGY



Service provider Amey has trialled wearable biometric technology which detects when its wearer's body is under stress to reduce risks to drivers and lone workers.

The system was provided by Fuji and includes a collar drowsiness detector and ear clip measuring changes in blood flow which are indicators of attention loss and an initial sign of fatigue.

It also includes a location device so workers could raise instant alarms at the touch of a button.

Mike Kehoe, principal engineer for intelligent transport systems at Amey, says: "We are always looking for ways to increase worker safety and wearable safety technology has huge possibilities.

"Our eight-week trial on Highway England's North East Regional Technology Maintenance Contract really put it through its paces. Every staff member on that contract drives and can be out at any time of the day or night, in all weathers or in locations like embankments and next to live traffic.

"We found the tech is transferable to other situations and could potentially provide a wealth of data about the well-being of our people which will help us improve general safety."

Amey is considering a detailed report on the technology's capabilities for improving staff safety across its business. It plans to evaluate other devices and suppliers.



**THE NEW VOLVO XC60**  
WITH NEW-GENERATION CITY SAFETY



## SEE THE UNEXPECTED

IN BUSINESS, FORESIGHT ENABLES YOU TO IDENTIFY POTENTIAL RISK THEN PROTECT YOUR INTERESTS. SIMILARLY, THE NEW VOLVO XC60 READS THE ROAD AHEAD AND REACTS, FASTER THAN HUMANLY POSSIBLE, TO STEER YOUR DRIVERS TO SAFETY. IT'S ONE OF VOLVO'S WORLD-FIRST AND SUV-FIRST ADVANCEMENTS TO HELP KEEP YOUR ORGANISATION MOVING FORWARD.

### PEACE OF MIND FOR BUSINESS

Plan to take care of your drivers and your Total Cost of Ownership with the XC60's range of preventive safety, like the new Lane Keeping Aid and SUV-first Run-off Road Mitigation. And the new-generation City Safety and Blind Spot Information System, both now with Steering Support, help keep business on a safe course. After all, less chance of collisions means fewer subsequent costs for your workforce and finances.

### STRUCTURED FOR SUCCESS

Because, like you, Volvo looks to the future to prepare for today, its Scalable Product Architecture replicates and resizes engine and electrical infrastructures across models. This organised modular system enables drivers to access new technologies, while improved weight distribution makes for a dynamic driving experience.

### CONNECTIVITY ON THE MOVE

And for an intuitive way of working, the XC60's Sensus Connect touchscreen interface is now the familiar smartphone portrait format. The Volvo On Call app delivers new connected services where drivers can send locations from calendars to the car's navigation, find fuel stops, and more. While the app's redesign makes it simpler to monitor up to ten fleet cars.



From  
49G/KM CO<sub>2</sub>

UP TO 134.5 MPG  
(COMBINED)

From  
9% BIK

DISCOVER MORE BY CONTACTING OUR FLEET SALES TEAM



**VOLVOCARS.CO.UK/NEWXC60**



**VOLVO CAR BUSINESS CENTRE: 03333 204 147**



# REACTING TO DANGER – WITHOUT ANY RISKS

Simulators can be used to complement driver training, but they'll 'never replace' on-road tuition. *Matt de Prez* reports

One of the mobile simulators which is capable of training eight drivers a day

Imagine you could control the weather, traffic and behaviour of other road users. You could see how well your drivers can control a car in the snow – in August! Watch how quickly they react to a child walking out in the road, without threatening anyone's life. Or, show them how dangerous using a mobile phone at the wheel can really be, again without any real risk.

An advanced driving simulator can achieve all these tasks, and more, in one morning at your office.

Driving simulators aren't new. XPI Simulations, one of the country's leading simulator specialists, has been developing them for more than 10 years for a number of clients, including the military, police and universities.

But now the company has launched its own driver training centre and is opening the doors to fleets with a range of



## BEHIND THE WHEEL

During our visit to the Driving Simulation Centre we put the range of simulators through their paces to see how they shape up against the real-world driving experience.

The first thing I noticed was how crisp the graphics were. The street furniture, pedestrians and other vehicles on the road are realistic.

Centre manager Steve Dethick told me the system is about to undergo an update to further enhance the visual clarity and add further realism with more activity on screen.

After a quick practice run to acclimatise to the controls, Dethick started the first exercise. It was based around hazard awareness and requires the driver to honk the horn or flash the lights when they see a potential hazard.

It immediately highlighted the importance of looking ahead, as concentrating on the vehicle in front meant I failed to spot a child approaching a zebra crossing. A last-minute emergency braking manoeuvre was required.

I fared better on the second attempt and, at the end, the system showed me how fast I'd reacted to potential hazards and where I could improve.

Further modules allowed me to try driving while answering text messages, while tired and in the snow.

The realism of the car's controls, sounds and haptic feedback was impressive, as was the behaviour of the virtual traffic.

We then switched to the full-size car. All the controls are connected to the simulator – even the radio and air conditioning still works, and



it starts with the key. This time I could look left and right at junctions, or over my shoulder to see oncoming traffic.

The car pitches, dives and leans as you drive and even replicates the shunt of hitting a kerb.

The simulator experience proved how so many day-to-day driving habits can be spotted and improved in a short space of time, without the need to venture on to the road.

bespoke training packages and driver assessment services.

Steve Dethick is manager of XPI's Driving Simulation Centre. He has vast experience in on-road driver training and has made a career from improving the skills of drivers from all parts of the spectrum.

"You'll never replace on-road driver training," he says. "I think simulators can complement it and do more targeted training.

"The main difference is that on a simulator you can get to a situation much quicker. With two clicks of a mouse it can be snowing or dark. On an on-road training day you have to try to find the situation and there is quite often a lot of wasted time.

"Having sat on both sides of the fence I can appreciate how fast the simulator can be at getting a throughput of drivers."

He adds that one of the key elements of simulation training is to safely demonstrate the effects of distracted or tired driving.

Drivers get first-hand experience of what happens when you repeatedly take your eyes off the road. A simulator allows the instructor to play back the virtual drive to the driver and compare it to one where they were fully focused.

"It's impossible to safely demonstrate this on the road," explains Dethick.

The centre, in Chessington, has two static simulators and eight mobile units which can be transported to other sites. The centre can accommodate up to 40 drivers per day, with a mixture of simulation training and classroom-based sessions.

Single-seat simulators, known as semi-immersive, are portable and can be used at XPI's training centre or at almost any location. They can be used independently or linked together, a feature the police use to practice synchronised manoeuvres.

The driver sits in a proper, adjustable car seat, complete with a seatbelt. There are three pedals and a steering wheel with indicator stalk, gearstick and a digital dial cluster. Three monitors provide a panoramic view of the virtual road ahead.

"The simulators don't have to be fully-immersive," says Dethick. "We're not necessarily looking at control of the vehicle skills – such as the way you hold the wheel or change gear – it's more about how you respond to the things you see



*"On a simulator you can get to a situation much quicker. With two clicks of a mouse it can be snowing or dark"*

Steve Dethick,  
XPI Simulations

and the things that happen around you, so it is a slightly different way of looking at things."

XPI can look at steering technique, gear use and smoothness of controls as part of the assessment, but Dethick says that's not the main focus. He adds: "Our highest priority is getting people to lift their eyes up and spot and respond to hazards in an early fashion."

The centre is also home to two full-size simulators which are based on road cars that have been converted. A 270-degree screen gives the driver a realistic view out of the front and side windows and a rear mounted monitor and screens in the mirrors give an almost 360-degree view.

A van simulator is also in development and the company wants a truck one too, so it can offer packages for car, van and truck operators.

However, Dethick explains that the car simulators can do an effective job for any type of driver.

"We are looking for how drivers respond to the hazards they see," he says. "Someone's response in a van is the same as in a car. You look at the traits that person has as they are going to be carried over from one vehicle to the next."

XPI's trainers fill in a report on every driver that completes the training. Any driver who demonstrates behaviour that highlights unsafe driving will be reported to their fleet manager the same day.

"Our reports are graded as low, medium or high risk," says Dethick. "As we don't go on road we can only advise how those traits could be interpreted on the road. The engagement we've had so far has been fairly accurate.

"Currently we don't offer on-road training but it's something I'm pushing for. If we grade someone as high risk we can then do more to rectify the issue.

"But we are a simulation centre and our focus is very much on the simulators to start off with," says Dethick.

One day hire of a simulator costs around £1,000 and can train eight drivers. Dethick says this compares to an average of £400 for one day of on-road tuition which will cover only two or three drivers.

Dethick's long-term plan is to build a mobile simulator van which can be taken to customer sites and deliver the training in a self-contained environment.

# New Golf GTE powers fleet efficiency drive

Great economy and low emissions offered by petrol-electric newcomer

**T**he new Volkswagen Golf GTE combines quality and performance without compromise for businesses joining the charge to emission-free motoring.

The petrol-electric GTE is the perfect solution to fleet's electric dreams, with a compelling mix of all the best that the iconic Golf has to offer combined with the latest in automotive innovation.

Its renowned build-quality and reliability are enhanced by GTI-style dynamics and exceptional fuel economy.

The GTE provides a seamless switch to electric driving, with a highly-efficient turbocharged 1.4-litre TSI petrol engine working alongside an 8.7kWh lithium-ion battery, creating a combined 201bhp and 258lb-ft of torque to provide great performance in any environment.

This delivers a powerful blend of excitement and economy on the road, with 0-62mph achieved in just 7.6 seconds on the way to a top speed of 138mph, despite the GTE's potential economy of 166mpg and CO<sub>2</sub> emissions of just 38g/km which keep company car tax bills to a minimum.

The exhilarating power is all channelled through a dual clutch gearbox (DSG) that shifts gears with lightning speed.

The new Golf GTE impresses with its 'plug and play' simplicity, with a full charge from a



## FACT FILE

### Volkswagen Golf GTE

Power (bhp): 201

Torque (lb-ft): 258

0-62mph (secs): 7.6

Top speed (mph): 138

Combined fuel economy (mpg): 166

CO<sub>2</sub> emissions (g/km): 38

Electric-only range (miles): 31

Benefit-in-kind tax band (%): 9

Price: £30,635 (not including plug-in car grant)

domestic mains outlet taking 3.45 hours or just over two hours from a domestic wall box.

The car can switch instantly between electric to petrol power to achieve maximum efficiency and a range of up to 514 miles.

Drivers can adapt the car's performance with several options, including electric-only

mode, offering a zero-emission range of 31 miles, and battery charge mode, where energy recuperation from braking and acceleration recharge the battery.

Drivers can also engage GTE mode for a full-throttle experience that delivers the power of both engines simultaneously to make the most of the car's class-leading driving dynamics.

There is no compromise when it comes to trim levels either, with the standard model packed with premium features including full LED front and rear lights with sweeping indicators, dual zone climate control, Active Info Display, the innovative digital dashboard, and internet-connectivity through Car-Net.

The GTE Advance adds further luxuries such as 18-inch Marseille alloy wheels, the updated Discover Navigation system, a Winter Pack including heated seats, tinted windows and exterior e-sound to provide a low-speed warning when using electric-only mode in urban areas.

The GTE's exceptional performance stretches to its cost, too, with a price reduction of £3,420 compared to the outgoing model to keep finance departments happy as well as fleet managers and drivers.



Discover more at [www.volkswagen.co.uk/gte](http://www.volkswagen.co.uk/gte)

For more information on the Golf GTE contact your local Volkswagen Retailer.

To arrange a test drive contact our Business Centre team on 0800 0093 397.



**Volkswagen**

Fuel consumption and CO<sub>2</sub> emissions figures are obtained under standardised test conditions (Directive 93/116/EEC). Official fuel consumption figures for the new Golf GTE range in mpg (litres/100km): Urban 56.5 (5.0) – 57.6 (4.9); Extra-urban N/A; Combined 156.9 (1.8) – 166.2 (1.7). Combined CO<sub>2</sub> emissions 38 – 40g/km. Information correct at time of print.





# MUCH MORE TO SAFETY THAN JUST TREAD DEPTH

Michelin believes technology is more important than ever as it claims worn tyres can offer greater wet performance than many new ones. The manufacturer invited *Andrew Ryan* to a special demonstration event.

**T**he sophistication of the latest vehicle technology is astounding. Some cars are able to warn each other about upcoming hazards, while manufacturers are also developing artificial intelligence systems to monitor driver well-being.

However, the role of the relatively humble tyre in vehicle safety should not be underestimated. As the only parts of a vehicle which are in contact with the road, the best braking or avoidance systems are ultimately only as good as the grip they provide.

New tyres typically come with 8mm of tread and it is illegal to use them when this wears to less than 1.6mm. To ensure compliance and increase safety, many fleets and leasing companies change them when the tread reaches 2mm.

Some organisations, such as safety charity Royal Society for the Prevention of Accidents (RoSPA), are calling for tyres to be changed at 3mm.

However, Michelin is challenging this line of thinking. It says that instead of just tread depth, the performance of a tyre is affected by many individual characteristics, such as casing design, materials used, rubber compounds, tread designs

*"Some tyres worn to the legal limit have a wet braking distance virtually the same as some new tyres"*

*Terry Gettys, Michelin*

and shape of grooves. In other words, the technology used to design and manufacture them.

To demonstrate this, earlier this year it held an event called 'The Truth About Worn Tyres' at its Ladoux Research and Development Centre in central France. *Fleet News* was one of a handful of UK media representatives invited to attend.

"All tyres are not equal when they are new, and our tests at Ladoux have shown us that tyre performance is even less equal when worn," says Terry Gettys, executive vice-president of research and development at Michelin Group.

"The truth is that every tyre, once fitted on a car and driven, starts to wear, and the more it wears, the more the specific characteristics of a tyre change.

"Quite surprisingly, we have discovered that some tyres worn to the legal limit have a wet braking distance virtually the same as some new tyres, and this is one of our corporate messages: tread depth is not a good indicator of wet braking performance."

In forming this view, Michelin tested 24 new



Wet braking tests revealed findings that some might regard as counter intuitive



and worn tyres currently on sale, classifying them as budget, mid-range or premium products. 'New' tyres had the full 8mm of tread; 'worn' had the legal minimum 1.6mm.

While the tests were for demonstration purposes only and the results cannot be treated with the same credibility as controlled scientific experiments, they did clearly show that, as Michelin claims, there is much more to tyre safety than just tread depth.

At the moment, new tyres are rated under the EU tyre labelling scheme for their performance in three areas – wet braking, fuel efficiency and external noise.

Michelin is calling for tests to also be carried out on worn tyres to give fleets and drivers an idea of how they will perform over their whole lifecycle.

"Today's tyre technology makes it possible to have high levels of grip right down to the last millimetres of tread," says Gettys.

"We want to raise awareness of this and we believe that all organisations and consumers should consider both new and worn performance of tyres before purchase."

Michelin allowed journalists to either witness or take part in the demonstrations at the event.

## TEST ONE: DRY BRAKING

This involved drivers braking to a halt from 100kph (63mph) on a dry road. Over two runs, the car fitted with new tyres stopped in an average of 37.6m, while the vehicle with worn tyres came to a complete standstill in 35.2m – 2.4m less.

While this may seem the wrong way round, it is the reason racing cars use slick tyres in the dry as they give maximum traction.

"Dry braking gets better for worn tyres, and rolling resistance also gets better, so fuel consumption decreases," says Francois Fink, research and development director specialist in dry performance at Michelin.

## TEST TWO: WET BRAKING

In this test, Michelin compared how quickly cars fitted with premium new, premium worn, budget new and budget worn tyres could stop from 60kph (37mph) in standing water.

The test found stopping distances were:

- Premium new: 19.2m
- Premium worn: 22.1m
- Budget new: 22.7m
- Budget worn: 27.6m

"As we can see, the premium worn tyre is as good or slightly better than the budget new tyre," says Cyrille Roget, group technical and scientific communication director at Michelin.

"This shows that it is really important not only to look at

## DON'T BE TOO QUICK TO CHANGE

Michelin says there are two other significant reasons why fleets and drivers should not change their tyres too soon: cost and the environment.

"If tyres are changed early, before the legal limit, this reduces the useful life of the product and consumers would make unnecessary purchases," says executive vice-president of research and development Terry Gettys.

Tyres can account for up to one-third of a fleet's maintenance budget so changing them more often can have a big cost implication.

Research carried out by Michelin shows that changing a tyre with 3mm or 4mm of tread remaining – instead of 1.6mm – equates on average to an extra tyre per car every two years.

The company says the rolling resistance of tyres also needs to be

considered. This is responsible for 20% of a car's fuel consumption, which means that one tank in five is used to overcome the tyres' rolling resistance.

When the tread falls to 1.6mm, the rolling resistance is 80% of that of a new tyre. Therefore, keeping a tyre on the vehicle until it reaches the legal wear limit increases the time when it is in its most fuel-efficient state.

Research for Michelin by Ernst & Young shows that, across the EU, drivers are paying an extra €6.9 billion (£6bn) a year in purchase costs and fuel than if they delayed tyre purchases until their treads were worn to 1.6mm.

Michelin adds that changing tyres too early would result in 128 million additional tyres being used a year in Europe, which is equivalent to nine million tonnes of CO<sub>2</sub> emissions.

*"As we can see, the premium worn tyre is as good or slightly better than the budget new tyre"*

*Cyrille Roget, Michelin*

the tread depth, but also to look at the true performance of the tyre when worn."

In a separate test, Michelin compared the wet braking performance of a car with worn premium tyres and one with new budget tyres in conditions which mirrored the test used in the EU tyre labelling scheme.

Driving at 80kph (50mph) on a road with 1mm of standing water, a car fitted with worn premium tyres stopped after 41.6m. In comparison, a car with new budget tyres came to a standstill after 45.3m, meaning the worn tyres' stopping distance was 3.6m shorter.

## TEST THREE: WET LATERAL GRIP

In this test, cars fitted with mid-range worn and budget new tyres had to follow a white line within a 42m radius circle, with the drivers gradually increasing the speed until losing traction in wet conditions. After 12 attempts in both cars, the budget new tyre lost traction at an average 35.7mph, 0.5mph less than the vehicle fitted with mid-range worn tyres. The handling of the car fitted with the budget new tyre was also more predictable when it lost grip.

Michelin says the lateral wet grip testing is a good representation of the wet cornering stability of a tyre and this demonstration shows that lateral wet grip and wet braking are well correlated. It is the same quality being tested, only the direction of the tyre travel that changes.



Wet braking demonstrations were carried out in central France



# LATEST SUZUKI SWIFT SUPERMINI PROVES A HIT WITH BUSINESS USERS

**T**he third-generation Swift Supermini has proved an extremely popular choice with business users since joining Suzuki's 'Fit for Fleet' product line-up earlier this year. With a P11D value and BIK tax band starting from only £11,324 and 18% respectively, it is a model that offers exceptional value and strong residuals for today's Fleet managers.

## **P11D value of the third-generation Swift starts at just £11,324**

A suite of highly efficient three-cylinder 1.0 and 1.2-litre petrol Dualjet and turbocharged Boosterjet engines power the Swift, providing a combined fuel economy of up to 65.7 mpg. Suzuki's clever HYBRID system, which is available on the SZ5 grade, delivers ultra-low CO<sub>2</sub> emissions at 97g/km and fuel consumption costing just over 8p per mile.

## **Low fuel consumption and emissions, plus strong residual values**



The Swift comes complete with the very latest technology as standard to help drivers keep in touch such as DAB Radio with hands-free Bluetooth connectivity for smartphones, and easy-to-use touchscreen controls. Adaptive Cruise Control, a reversing camera, electric folding mirrors and keyless start are amongst some of the other equipment that can be found across the range. Safety has always been of paramount importance at Suzuki, and the Swift is equipped with a Tyre Pressure Monitoring System (TPMS), ABS with EBD function, airbags and Lane Departure and Forward Collision Warning systems, all as standard.

## **All-new Swift Sport hot hatch to go on sale in 2018**

Arriving in 2018 is Suzuki's latest Swift Sport hot hatch, which will be 80kg lighter than its predecessor and will feature a 1.4-litre turbocharged powerplant. Drivers can expect an impressive level of torque and a dynamic driving experience without compromising CO<sub>2</sub> emissions or fuel consumption. Styling has also been updated inside and out to create a more aggressive stance and an interactive sports driving environment.

Every 'Fit for Fleet' model is backed by the Suzuki Business Charter, which ensures the seamless and efficient operation for every size of Suzuki Fleet. Businesses have access to a dedicated in-house team at Suzuki boasting a number of experts who bring a wealth of experience to the Fleet sector and, just as importantly, they understand the individual and diverse needs of today's corporate users. They will always respond to your email within an hour and answer the phone within four rings during normal business hours.



**For more information on the Suzuki 'Fit for Fleet' product line-up and the Business Charter, please call 01908 336130, email [businesscars@suzuki.co.uk](mailto:businesscars@suzuki.co.uk) or visit [cars.suzuki.co.uk/business](http://cars.suzuki.co.uk/business)**





*"There must be differentiation between older diesels and the latest Euro 6 diesels which are the cleanest ever"*

Jon Wackett, JLR

**WINNER: JAGUAR F-PACE**

# 'Diesel demonisation creates uncertainty among car buyers'

Despite Jaguar's commitment to electrified platforms, diesel still has a major role to play in future cars, says Jon Wackett

By Gareth Roberts

**J**aguar Land Rover (JLR) made a commitment at its inaugural Tech Fest in September that from 2020 all its new vehicle ranges will be available with electrified powertrains.

It joined other manufacturers, such as Volvo, in making the plug-in commitment as pressure mounts on diesel due to its impact on air quality.

However, JLR's general manager of fleet and business sales, Jon Wackett, has criticised what he calls the "one-sided nature" of the diesel debate and a "lack of facts".

"The huge environmental progress of clean, efficient diesel engines has become lost," he says. "There must be differentiation between older diesels and the latest Euro 6 diesels which are the cleanest ever."

Wackett believes that balance in the debate also needs to be shared across industries, as there are many contributors from different sectors from shipping to wood burning stoves, all of which add to the degradation in air quality.

He continued: "The ongoing demonisation of diesel engines has created unnecessary uncertainty among car buyers."

"Our latest EU6 diesel engines are among the cleanest in the world. Their pollutant emission levels are comparable to petrol engines but with CO<sub>2</sub> emissions that are 20-25% lower and are exempt from proposed ULEZ daily charge, yet there is a lack of awareness of the benefits of diesel."

"For Jaguar Land Rover, the biggest challenge is building awareness and talking to our customers about the choice of Jaguar and Land Rover vehicles available and making engine and gearbox combination recommendations to suit."

Wackett argues that JLR has reduced CO<sub>2</sub> more than any other vehicle manufacturer since 2005 and is the country's biggest researcher and developer in this field.

He says: "We're investing £1 billion in cleaner diesel at our engine manufacturing centre in Wolverhampton alongside further investment in electric and hybrid options. But we need to sell diesel and petrol cars today in order to continue with our research and development."

**Fleet News:** Are you seeing a growing demand for hybrid/plug-in vehicles from fleets?

**Jon Wackett:** Yes, absolutely. It's certainly a hot topic with our customers and we're already receiving a great deal of interest in our Range Rover and Range Rover Sport PHEV options due next year.

With these introductions at 18 model year, we are able to bring Jaguar Land Rover to a new audience, one that is rapidly growing.

While we are developing more efficient engine lines that will ultimately deliver a choice of powertrain options, the trend for PHEV is undisputable and the introduction to our flagship Range Rover and Range Rover Sport couldn't be more timely.

**FN:** What trends are you seeing in the premium sector?

**JW:** Range Rover and Range Rover Sport are performing very strongly and I expect this to continue, particularly with the new PHEV and the extra levels of luxury coming to the updated models for 2018.

The premium fleet sector has shown growth in an overall declining market which bodes well for Jaguar Land Rover.

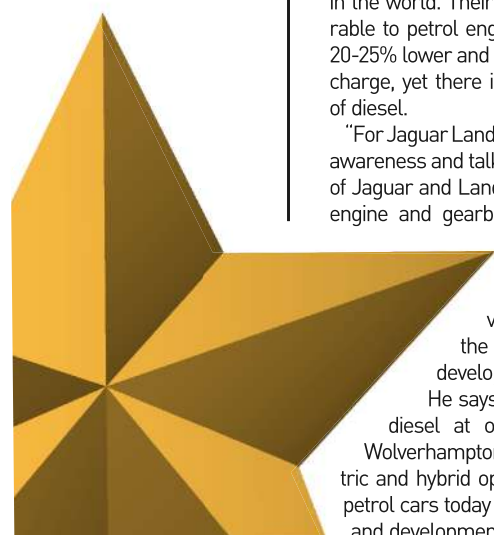
Our customers in this sector welcome anything that will make their journey more efficient and their day easier, so we have introduced greater connectivity, higher levels of comfort and more convenience features.

**FN:** What new technologies can fleets expect to find in your latest vehicles?

**JW:** Our intuitive Touch Pro Duo infotainment system has twin high-definition touchscreens and it presents the driver with all the information they require whether that be navigation or vehicle information, news, media or telephone.

If you're working while being driven, there is up to 17 connection points in the new Range Rover, including three-pin domestic plug sockets for laptops, USB, HDMI and 12-volt points are all available; 4G Wi-Fi hotspots for up to eight devices and convenient storage are all designed into the car with the business traveller in mind.

Our customers are very clear about what they want from any new Range Rover, "don't change it, just make it better", they tell us, and with 31 miles of electric-only range and a rapid charging time of 2 hours 45 minutes, we know our customers in this sector won't be disappointed.







Jon Wackett, UK fleet and business general manager, Jaguar Land Rover (left), receives the award from Elliot Scott, fleet director, Thrifty Car & Van Rental

**FN: The F-Pace won the large SUV category at this year's Fleet News Awards, how has the product been received by the fleet market?**

**JW:** We're really proud of our first Jaguar SUV, it has already become the fastest-selling Jaguar model ever and customer response has been excellent.

It has achieved critical acclaim too, collecting more than 40 awards since its April 2016 introduction including the World Car of the Year title at the 2017 World Car Awards.

We have sold more than 1,600 F-Paces to the fleet sector in the first nine months of 2017 and continue to have strong demand for this car.

**FN: Do you expect to repeat its success with your all-new compact SUV the E-Pace?**

**JW:** The success of the F-Pace has highlighted the potential for Jaguar in the SUV sector, attracting new customers to Jaguar and those already driving a Jaguar.

Our user-chooser customers selected the F-Pace because it offers something a bit different from the competition; it's new, it looks great, is economical and offers an exciting ride – and, of course, it wears a Jaguar badge. This entry into the SUV sector paves the way for our compact SUV the E-Pace.

The E-Pace will enter one of the fastest growing segments in the market, with a lot of competition, but we believe it offers an extremely appealing package to buyers.

It is a five-seat compact SUV that puts the design and performance of a Jaguar sports car into a spacious, practical and connected all-wheel-drive vehicle. With its lower starting price point, from £28,500, and strong residual values, we hope it draws even more new customers to the Jaguar brand.

**FN: What do you see as the biggest challenges currently facing the fleet sector?**

**JW:** The imminent change to Worldwide Harmonised Light Vehicle Test Procedure (WLTP) classification will be felt across the entire automotive industry and will affect drivers and companies buying fleets.

We welcome all advances our industry takes to move towards a cleaner future for everyone and we continue to work with – and conform to – all legislation.

JLR achieved a total market share of 4.4% in 2016, with a retail share of 4.7% and a fleet share of 3.8%.

Registrations were driven by new models – F-Pace and Velar – and it aims to grow its share further with Sportbrake and E-Pace.

Into 2018, Jaguar dealerships will see the first deliveries of the E-Pace and, later, the company will welcome the I-Pace, its first all-electric Jaguar.

Wackett says: "Transportation will change more in the next decade than it has in the past 50 years and the I-Pace is Jaguar's first step towards this future."

"It will deliver the agility, ride comfort and refinement our customers have come to expect from a Jaguar in an innovative, clean, electric SUV package."

"The I-Pace concept created huge excitement when it was revealed at the 2016 LA motor show and we cannot wait to see our customer's reaction to the production model when it hits UK roads later next year."

"We will also be launching our first PHEVs into Range Rover and Range Rover Sport and will continue to expand our portfolio throughout to offer our customers even greater choice."

## FACTFILE

General manager of fleet and business sales Jon Wackett

Total market share 4.4% (2016)

Fleet market share 3.8% (2016)

Jaguar fleet volume 60% (2016)

Land Rover fleet volume 43% (2016)

Jaguar fleet sales 21,328 (2016)

Land Rover fleet sales 35,823 (2016)

## YTD 2017

Total market share 4.6%

Fleet market share 4%

Jaguar fleet volume 59%

Land Rover fleet volume 49%

Jaguar fleet sales 17,237

Land Rover fleet sales 35,524

## JUDGES' COMMENTS

The fastest selling Jaguar ever, the F-Pace blends sports car and SUV into one compelling package for fleets and drivers. Equally at home on- or off-road, the F-Pace delivers unbelievable value for such a well-appointed car.

# SEAT ARONA

New small SUV will increase Seat's fleet appeal

By Andrew Ryan

**S**eat's first SUV – the Ateca – has proved to be a resounding success for the manufacturer. As well as winning multiple accolades, including best mid-size SUV in the 2017 Fleet News Awards, its popularity has helped Seat maintain its position as one of the fastest growing brands in fleet.

And now the manufacturer is looking to reinforce this position with its Arona small SUV.

This is an important car for Seat for a number of reasons. Arona increases Seat's range coverage in the UK to 75%. This will increase the manufacturer's appeal to fleets which like to minimise the brands they deal with.

It is also Seat's first vehicle in the B-SUV sector, which has grown 700% across Europe in the past six years and is expected to double from 1.1 million registrations last year to 2.2m by 2020.

It is also the fastest growing sector in the UK true fleet marketplace. However, it is becoming increasingly congested, with models such as the Nissan Juke and Renault Captur having occupied the sector for a number of years, while newcomers include the Citroën C3 Aircross, Hyundai Kona and Kia Stonic.

Fortunately for Seat, the Arona is a strong all-round package. Based on the same Volkswagen Group A0 MQB platform as the Ibiza, it is 8cm longer and 12cm taller than the supermini, offering increased cabin space and an elevated driving position.

The two cars share many features, such as the dashboard, but this is no bad thing as it means the interior is stylish, well built and logical to use. The eight-inch touch-screen fitted as standard on most trim levels adds a more premium feel to the cabin.

There is also plenty of room inside for four adults, while the 400-litre boot is larger than rivals such as the Nissan Juke (354 litres), but smaller than the Citroën C3 Aircross (410).

Five engine options will be available when Arona reaches showrooms on November 17: three petrol and two diesel.

The petrol engines are a 95PS 1.0 TSI producing 111g/km of CO<sub>2</sub> with official combined fuel economy of 57.6mpg, a 115PS 1.0 TSI with emissions from 113g/km and economy of 56.5mpg, and a 150PS 1.5 TSI, producing 115g/km.

**£16,340**  
the entry P11D price  
to the Arona range



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

Two diesel options are available: a 1.6 TDI unit with 95PS or 115PS. The 95PS engine is the most efficient in the range with CO<sub>2</sub> emissions of 105g/km.

Some homologation data is still pending, so no fuel economy figures are available at the time of press for either of the diesel models or the 1.5 TSI engine. The CO<sub>2</sub> figure for the 1.6 TDI 115PS is not available either.

The range also sees the debut of Seat's 'Easy' strategy for trim levels. The manufacturer says this means that rather than the traditional range of options available on a small number of trims, the SUV's line-up will consist of six fixed models with specification already added to fulfil the majority of customer needs.

A limited number of options, such as a space-saver spare wheel and tow bar, will still be available, but Seat says this strategy will help fleets deal with the tax implications of WLTP when it is fully implemented.

However, it also means the entry P11D price to the range



The new Arona has plenty of room inside for four adults



The interior is stylish, well built and logical to use





*"Impressions are favourable. Ride comfort and handling are among the best in class"*

is £16,340, around £1,000 more than the entry-level Captur and £2,600 higher than the base C3 Aircross, although the Arona is much better specced.

The Arona range starts with SE and SE Tech trims and then splits into two: comfort (Xcellence and Xcellence Lux equipment grades) and sport (FR and FR Sport).

Seat expects SE Tech and FR to be the big sellers with fleet customers, with petrol just edging out diesel as the most popular fuel choice.

SE Tech features an eight-inch touchscreen, sat-nav, LED daytime running lights and taillights, autonomous emergency braking, Driver Pack including cruise control, hill-hold control and tiredness recognition, air conditioning, and auto headlights.

FR adds sporty styling cues, including a new rear bumper, front grille and sports seats. It also includes climate control, rain sensor, alarm and Seat Drive Profile, which allows the driver to select four different modes – normal, sport, eco and individual – which affect steering and throttle responses.

All SE Tech models and above feature MirrorLink, Apple CarPlay, and Android Auto connected services. Next year these functions will be joined by Amazon's Alexa voice command service.

Driving impressions are favourable. It's easy to get into a comfortable driving position in the Arona, while all round visibility is excellent.

The 95PS 1.0 TSI engine we tested provided plenty of power even low down the rev range, while ride comfort and handling are among the best in class.

## COSTS

<b>P11D price</b>	£17,330
<b>BIK tax band (2016/17)</b>	21%
<b>Annual BIK tax (20%)</b>	£728
<b>Class 1A NIC</b>	£502
<b>Annual VED</b>	£160 then £140
<b>RV (4yr/80K)</b>	£5,550/32%
<b>Fuel cost (ppm)</b>	9.25
<b>AFR (ppm)</b>	11
<b>Running cost (4yr/80K)</b>	27.09ppm

## SPEC

<b>Power (PS)/torque (Nm)</b>	95/175
<b>CO<sub>2</sub> emissions (g/km)</b>	111
<b>Top speed (mph)</b>	107
<b>0-62mph (sec)</b>	11.2
<b>Fuel efficiency (mpg)</b>	57.6

## KEY RIVAL

<b>Renault Captur 0.9TCe 90 Dynamic Nav</b>	
<b>P11D price:</b>	£16,690
<b>BIK tax band (2016/17)</b>	21%
<b>Annual BIK tax (20%)</b>	£701
<b>Class 1A NIC</b>	£484
<b>Annual VED</b>	£160 then £140
<b>RV (4yr/80k)</b>	£4,725/28%
<b>Fuel cost (ppm)</b>	9.62
<b>AFR (ppm)</b>	11
<b>Running cost (4yr/80k)</b>	29.33ppm

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

# THINKING CAP



By Martin Ward, manufacturer relationships manager

**cap hpi**



**Monday** Down to Newbury for the UK press launch of the Kia Stonic. A strange

name, you may say, and I'm not sure where it came from.

This distinctive SUV is 4,140mm long and looks good from every angle. It was designed for the European market and has a choice of three engines: 1.0-litre and 1.4-litre petrol and a 1.6-litre diesel.

The 1.0-litre has 120PS, goes from 0-62mph in 9.9 seconds, is quiet and refined and is bound to take the lion's share of sales, maybe as high as 85%. A real pleasure to drive, and it felt so roomy with a good sized boot.

Prices range from £16,295 to £20,495, but my choice would be the 'First Edition' 1.0 that is fully loaded and costs £19,695. It looks good value coupled to that small, yet powerful, petrol engine.

*"Personalisation is a key element in the T-Roc's appeal and attraction"*

**Thursday-Friday** Flew from Luton to Gatwick to connect with an early flight to Lisbon for the international press launch of the Volkswagen T-Roc. The cars were lined up at the airport, ready T'Roc & Roll. This SUV is so stylish and at 4,234mm long competes with a large variety of other popular SUVs (including the Stonic).

We first drove the 2.0TDI, then later in the day a 2.0TSI petrol.

The best seller in the UK will be the 1.0-litre three-cylinder petrol, though none of these were available in Portugal to test.

Based on experience with this small engine in other VW Group vehicles, I'm sure it will be brilliant in the T-Roc. The car is full of the latest infotainment and safety technology.

With a large choice of colours and contrasting roofs, personalisation is a key element in the car's appeal and attraction.

No prices yet, but expected to start around £19,000, with first UK deliveries due in December.



# ŠKODA KAROQ

Latest addition to Škoda's SUV range replaces the quirky and endearing Yeti

By Simon Harris

Škoda's assault on mainstream sectors continues as it boosts its SUV range with the new Karoq. Unlike the larger Kodiaq, which took the brand into a new part of the market, the Karoq is intended to attract new customers while retaining those who chose the Yeti.

Škoda appears to be operating on a one-in-one-out policy as the quirky and endearing Yeti is no more.

Like most of the Škoda range, the Karoq is a derivative of Volkswagen Group's versatile MQB platform, but is most closely related to the Seat Ateca medium SUV.

The silhouette, engine and transmission line-up and other dimensions are all similar or even identical, although Škoda believes that by replacing the Yeti with a more mainstream product it will bring new customers to the brand.

The range kicks off with a 115PS 1.0-litre three-cylinder petrol engine, with more power available from a 150PS 1.5 TSI offering cylinder deactivation. Diesel variants start with a 115PS 1.6 TDI, with a 150PS 2.0 TDI also available.

A DSG automatic transmission is offered on all engine variants – something the Kia Sportage and other rivals do not have – but four-wheel drive is only available on the 2.0 TDI.

The lowest CO<sub>2</sub> emissions available are on DSG-equipped models, with the 1.6 TDI auto registered at 117g/km, 3g/km and one benefit-in-kind (BIK) tax band lower than the manual version. There are also some petrol versions with CO<sub>2</sub> emissions below 120g/km.

Although marketed in the past as Volkswagen Group's 'value' brand, the Karoq's pricing starts a little higher than you might expect, with the range starting at £20,875 compared with the Ateca's £18,125. But the Karoq is exceptionally well equipped with essentially a mid-grade model as the entry point.

The Karoq range begins with SE variants, which have standard 17-inch alloy wheels, multi-function steering

*"For its spec, the Škoda Karoq is a value leader in its sector and leaves room for a lower-priced entry-level model to be introduced if needed"*

**£20,875**  
starting price for the well-equipped Karoq



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

wheel, automatic headlights and wipers, digital radio and Bluetooth, dual-zone climate control, rear parking sensors, driver fatigue sensors, autonomous emergency braking with pedestrian monitoring, LED daytime running lights and rear privacy glass.

There are also some thoughtful touches, like an ice scraper, an umbrella under the front passenger seat, folding rear tables and a removable LED torch in the boot.

SE L versions have 18-inch alloy wheels and add sat-nav with a touchscreen display, voice control and integrated Wi-Fi, LED headlights with adaptive lighting, heated front seats, a year's subscription to Infotainment Online, rear-view camera and Varioflex individual rear seats.

The range-topping Karoq Edition has 19-inch alloys, blindspot warning with rear cross-traffic alert for reversing, upgraded navigation and touchscreen display, electrically folding door mirrors with auto-dimming function, power tailgate and electrically adjustable front seats.

It also has gesture control, lane-keeping assistance, leather seats, LED interior ambient lighting, metallic paint, a panoramic sunroof, traffic sign recognition and wireless phone charging for compatible smartphones.

It's likely that, adjusted for its spec, the Škoda Karoq is a value leader in its sector and leaves room for a lower-priced entry-level model to be introduced if needed.

While the idiosyncratic appearance of the Yeti has been lost and the Karoq has a virtually identical shape to the Seat Ateca, there are styling elements that make it seem like a junior version of the larger Škoda Kodiaq.

The long wheelbase for its size of 2,638mm (identical to the Ateca) ensures there's plenty of room inside, and luggage capacity ranging from 521 to 1,630 litres is also good. With Varioflex seating, standard on SE L and Edition variants, the three individual rear seats can be removed as an alternative to being folded, expanding the total luggage volume to 1,810 litres.

We tried most available engine variants of the Karoq on the media launch, but chose to focus on the 1.6 TDI – which will be most popular with fleet users – and ours came with the optional seven-speed DSG auto.



Karoq's appearance has many similarities to its Seat Ateca cousin





The auto suits the mid-range performance and the smoothness of the diesel engine well. Like all double-clutch transmissions, it's possible to catch it out in auto mode if you suddenly need a burst of acceleration after a period of slowing down, but all DSG versions of the Karoq come with paddle shifters behind the steering wheel for quicker activation of manual gearchanges.

And despite all it has in common with the Seat Ateca, the Karoq has a noticeably more supple ride than its over-firm cousin. It doesn't sacrifice too much responsiveness as a result – this is a family car after all – and makes the Karoq a rather convincing all-rounder.

Škoda believes the 1.5 TSI will outsell the 1.0 TSI in the

UK, the former having cylinder deactivation which helps cut fuel consumption and emissions under low throttle load or when coasting.

There might well be a case for offering this version as a company car for low-mileage drivers, and both manual and DSG versions have fuel consumption of more than 50mpg in the NEDC combined cycle.

The Karoq is available to order now, with first customer deliveries in the UK expected in January 2018.

The Karoq might be the best all-rounder in its sector, and even if it isn't the outright cheapest, it certainly retains the Škoda trait of providing more value pound-for-pound than anything else.

## COSTS

<b>P11D price</b>	£26,280
<b>BIK tax band (2016/17)</b>	25%
<b>Annual BIK tax (20%/40%)</b>	£1,314/£2,628
<b>Class 1A NIC</b>	£907
<b>Annual VED</b>	£160 then £140
<b>RV (4yr/80k)</b>	£9,775/37%
<b>Fuel cost (ppm)</b>	8.36
<b>AFR (ppm)</b>	9
<b>Running cost (4yr/80k)</b>	33.22ppm

## SPEC

<b>Power (PS)/torque (Nm)</b>	115/184
<b>CO<sub>2</sub> emissions (g/km)</b>	117
<b>Top speed (mph)</b>	116
<b>0-62mph (sec)</b>	10.9
<b>Fuel efficiency (mpg)</b>	64.2

## KEY RIVAL

<b>Renault Kadjar 1.5 dCi</b>	
<b>Dynamique S Nac EDC auto</b>	
<b>P11D price:</b>	£25,600
<b>BIK tax band (2016/17)</b>	22%
<b>Annual BIK tax (20%/40%)</b>	£1,126/£2,253
<b>Class 1A NIC</b>	£777
<b>Annual VED</b>	£140
<b>RV (4yr/80k)</b>	£7,500/29%
<b>Fuel cost (ppm)</b>	7.42
<b>AFR (ppm)</b>	9
<b>Running cost (4yr/80k)</b>	34.87ppm

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



A multi-function steering wheel is available as standard on all models



JAGUAR XF  
PORTFOLIO 2.0D  
180PS RWD

My default drive setting on the Jaguar XF has settled on 'normal'. As noted in the first test (October 12), this offers the best balance of throttle response and efficiency.

However, it has resulted in the fuel consumption levels slipping below 50mpg (we were averaging close to 52mpg), to 48.8mpg. Clearly, my driving style benefits from the additional resistance on the accelerator provided by 'eco', so when it comes to assessing the full efficiency potential of the car, I may need to concede and switch.

The XF is a very comfortable car to spend time in. The pedals line up well, while the front seats are supportive, with excellent lumbar and side support, and good height adjustment. There is ample leg and headroom front and rear for adults.

*"My driving style benefits from the additional resistance provided by 'eco'"*

The outer rear seats have bolstered sides for additional support, which snugly hold passengers in place. However, they are a bit of a burden when attempting to belt in child seats as the sides force the seat to overhang the buckle.

Other negatives include an intrusive steering column when the wheel is in a lowered position. Cue a banged knee or two when changing gear. Also, the middle seat in the back is raised, which makes for an awkward position.

Despite these niggles, the overall driver experience is excellent. Particularly striking is the digital dashboard: the rev counter and speedometer numbers on the dials only come into view as the needle approaches them, which results in a clean and easily readable layout.

**Stephen Briers**



Driving or riding in a 5 Series provides a real sense of occasion

## BMW 5 SERIES

520D M SPORT

## Bags of room but best to avoid tight parking spaces

## COSTS

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

## SPEC

Engine (cc)	1,995
Power (PS)	190
Torque (Nm)	400
CO <sub>2</sub> emissions (g/km)	114
Manufacturer mpg	65.7
Real-world mpg*	48.6
Test mpg	45.5
Max speed (mph)	146
0-62mph (sec)	7.5
Current mileage	12,459

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

## By Andrew Ryan

I was fortunate to have driven the latest BMW 520d at its European launch event in Spain in February this year, and it was clear then that it was an excellent car.

Having now driven our long-term car for around 2,000 miles on UK roads, I'm happy to report my initial impressions have proved to be correct.

Its comfort and driving experience continue to impress, and it is also proving to be relatively efficient. I'm achieving 45.5mpg from each tank of diesel, compared to the official combined figure of 65.7mpg.

However, I had forgotten how big it is. My previous long-term test car was our Ford S-Max seven-seat people carrier so I've been used to large cars, but at 4.94m the 5-Series is around 14cm longer.

The long bonnet, saloon bodystyle and lower driving position also means visibility is worse, making parking more of a chore, but the front and rear parking sensors, as

well as the reversing camera fitted to our test model, help.

However, this is not a car I'll be taking in a tight, multi-storey car park any time soon.

On the positive side, its size means there's masses of room inside and this adds to the sense of occasion you experience when driving or riding in the car.

One of the drawbacks of operating a saloon is that the usefulness of the boot is reduced. Access to the space is restricted, making it more difficult to load and unload cargo.

The 520d does suffer from this, but the versatility of our test car is improved through the addition of the optional split rear-folding rear seats (£335).

While these don't provide a flat loading space, they do improve its versatility. Recently, it meant I could easily carry a passenger, two sets of golf clubs and trolleys, whereas without the folding seats one of the bags would have had to ride on the rear seat.

*"It is proving relatively efficient. I'm achieving around 47mpg from each tank of diesel, compared to the official combined figure of 65.7mpg"*

## TEST TIMELINE

Start

End





# MAZDA 6

2.2D SE-L NAV

## Rivals beat Mazda 6 when considering running costs



Mazda 6 has one of the most frugal engines

### COSTS

P11D price	£24,100
BIK tax band	3%
Annual BIK tax (20%)	£1,109
Class 1A NIC	£765
Annual VED	£140
RV (4yr/80k)	£6,050
Fuel cost (ppm)	7.79
AFR (ppm)	12
Running cost (ppm)	35.24

### SPEC

Engine (cc)	2,191
Power (PS)	150
Torque (Nm)	380
CO <sub>2</sub> emissions (g/km)	107
Manufacturer mpg	68.9
Real-world mpg*	53.1
Test mpg	46.7
Max speed (mph)	130
0-62mph (sec)	9.1
Current mileage	7,464

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

By Gareth Roberts

**T**he Mazda 6 has been put through its paces as one of our long-term test cars, but how does it compare to some rivals?

The Ford Mondeo, Vauxhall Insignia and Volkswagen Passat are dominant players in this sector. However, the Mazda 6 comfortably holds its own when viewed alongside similar derivatives of these popular fleet models.

Our test car is powered by Mazda's 2.2-litre (150PS) diesel engine and delivers 107g/km. That's the same CO<sub>2</sub> as the Mondeo 2.0TDCi Eco 150 Zetec – the equivalent of 68.9mpg.

In fact the Mazda 6 and the Mondeo have the most frugal engines across the four, with the Passat 2.0TDI 150 S a marginally higher 109g/km (67.3mpg) and the Insignia Grand Sport 1.6 EcoTec Sri VX Line Nav offering 114g/km (65.7mpg).

From a benefit-in-kind (BIK) perspective, it means a Mazda 6 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% taxpayer this financial year. Employers would have to pay £140

in Vehicle Excise Duty (VED) and £765 in Class 1A NICs.

However, a Mondeo driver would pay slightly less (£1,005), thanks to a lower P11D price of £21,850. An employer would pay the same VED costs and £694 in Class 1A NICs, according to the *Fleet News* company car tax calculator.

With a P11D price of £24,240, the Passat driver would pay the most, £1,115 this financial year. VED would be same, while Class 1A NICs of £769 would also be the highest across the four.

Meanwhile, the Insignia's P11D price of £22,745 helps keep both employer and employee costs down despite falling into a higher BIK bracket. The driver would pay £1,092 this financial year. VED would be the same and Class 1A NICs would be £753.

Analysis of all-important running costs put the Mazda 6 at the bottom of the pile. Not by much, but taking into consideration depreciation, service, maintenance and repair (SMR) and fuel, based on a four-year/80,000 mile cycle, its running costs would be 35.24 pence per mile (ppm). The Passat comes out slightly better at 35.12ppm, but behind the Mondeo at 32.93ppm and the Insignia, which costs 32.08ppm.

## VAUXHALL INSIGNIA GRAND SPORT SRI VX LINE NAV



Two months in and I am growing attached to our long-term Insignia Grand Sport. I have received positive comments on its premium good looks and the 1,845 miles have seen it begin to loosen up nicely.

It has an impressive turn of speed for a relatively small (1.6-litre 136PS eco tech) diesel engine and is returning a healthy average fuel consumption of 55mpg which is impressive compared to the Equa Index 'real world' figure of 47.9mpg but still shy of the manufacturer's claimed 65.7mpg.

On the subject of fuel (and it's only a minor point), the fuel flap on this car is huge. I was expecting to at least find the AdBlue filler inside to justify its enormous size, but there is nothing but the fuel cap. I will have to consult the owner's manual to locate the AdBlue filler as I haven't been able to find any details online.

Our VX line trim car has many optional extras fitted over and above the standard and with cold weather just around the corner, I am pleased our car has the Winter Pack Four as an optional (£410) extra.

The pack includes three stage-heated front seats and a heated front windscreen which, from past experiences, will be an absolute joy on frosty mornings.

I have recently discovered that the heated seats can be set to automatically activate via the on-screen vehicle settings menu so I have already begun enjoying their benefits.

The car also has a heated flat-bottomed leather steering wheel which is part of the VX line trim rather than the Winter Pack, although it is available as an optional extra on other Insignia trim levels.

Luke Neal



## AT A GLANCE – THE REST OF OUR FLEET



### Ford S-Max 2.0 TDCi 150 Titanium AWD

The standard-fit heated seats and windscreen will be welcome additions in the coming months.



### Honda Civic 1.0 vtec Turbo SR

I'm wishing our Civic had heated front seats but I'll need to opt for the next trim level up (EX) to get them.



### Renault Mégane 1.5 DCI Dynamique S-Nav

The Mégane's inability when reading speed limit signs will need to much improve before the advent of self-driving cars.

## PETER MARDEN

FLEET DIRECTOR AT HALFORDS AUTOCENTRES

A willingness to help others and a love for all things automotive are recurring themes in Marden's answers. He even lists *Bullitt*, the film famous for its car chase, as his favourite movie

The pivotal moment in my life was marrying my childhood sweetheart Michelle. She has inspired me over the years and has stuck with me regardless of how much time I have been able to give her. After that, the birth of my children, realising priorities in life made a huge difference to me as a person.

I want to be remembered as a person willing to help others succeed. I want to be remembered as the guy who worked his way up but never took it for granted.

A book I would recommend others read is *The 7 Habits of Highly Effective People*, it really gets you thinking about how you do things.

The three vehicles I would like in my garage are a Lamborghini Miura, Porsche 964 RSR and a mid 68 Dodge Charger.

My favourite film is *Bullitt* because of the chase scene and the soundtrack.

My first memory associated with a car was when my brother took me to the 1989 motor show at Earls Court. He had a contact on the Ferrari stand and I managed to get my picture sitting in one as the first member of the public in the UK to do so. It made *Autocar* magazine. That's my claim to fame!

My hobbies and interests are cycling with my eldest son and working on my VW camper. Its endless issues take up most of any spare time I have.

The advice I would give to my 18-year-old self is to slow down, be ambitious but don't be afraid to be persistent.

If I were made Prime Minister for the day I would create an alternative to the M25.

My pet hate is middle lane drivers.

**First fleet role** I started as an apprentice vehicle technician, a very different day job to the one I have now. The move in technology within vehicles is often seen first in the fleet marketplace, so facing the challenges with advancements ahead is very exciting.

**Career goals at Halfords Autocentres** To use the capabilities we have within our network to ensure we are future-proofed as the independent of choice. Quality technicians with industry-leading technical capability along with a large LCV-capable network will see us continue to grow our share. That's what I want to lead.

**Biggest achievement in business** Bringing our operations and fleet teams closer together. We are reaping the rewards from the improved communication.

**Biggest career influence** When young, I was surrounded by people who support and enjoy helping others realise their potential, I owe a lot to all of them.

**Biggest mistake in business** I left the automotive industry to briefly pursue a career in marketing. Although I enjoyed it, I wasn't as creative as I thought. What I learned is you should stick to what you are good at.

**Leadership style** My leadership style is very much lead from the front, I don't expect my team to do anything I wouldn't.

**If I wasn't in fleet** I would be a motorsport journalist, although I've admitted I'm not creative enough.

**Childhood ambition** It has always been about cars. I am a real petrolhead so I love any motorsport.

**Most memorable driver moment** Receiving an invite to a wedding from a fleet driver I used to look after when I was running garages. I must have impressed him as we are friends still after 15 years.



**Next Issue:** Julie Madoui, Skanska head of fleet & transport



# Class-leading SUV shows the true Alfa Romeo spirit

Stelvio's practicality, design and safety features put drivers centre stage

**S**telvio not only expresses the true driving spirit of an Alfa Romeo, but also the practicality of a class-leading SUV. All models feature a comprehensive standard specification with the Super version featuring front parking sensors, 3D navigation, a seven-inch TFT instrument cluster and a two-tone dashboard and part-leather upholstery.

The Speciale features 19-inch alloy wheels with red brake calipers plus heated front leather seats. Aluminium shift paddles complete the package.

## SAFETY

A coveted five-star Euro NCAP rating with a score of 97% for the protection of adult occupants makes the Stelvio the safest vehicle in its category.

The outstanding achievement was the result of two key areas of focus: the adoption of extensive innovative safety features and the structural efficiency of its rigid and lightweight body shell.

A wide range of innovative safety systems are fitted as standard, including a segment-first: Alfa Romeo's Integrated Brake System (IBS). This technology significantly reduces braking distance thanks to its combination of electronics and mechanics.

## DESIGN

The Stelvio's styling pays homage to the history of Alfa Romeo with a striking, yet simple, appearance.

Alfa's trademark grille adorns the front end, while a steeply raked rear hatch and dual exhaust tips add a sporty flair.

The aerodynamic appearance is complemented by a leading power-to-weight ratio, achieved through extensive use of ultra-light materials such as carbon fibre for the driveshaft and aluminium for the bonnet, rear wings, engine and suspension.

## ENGINE

The Stelvio's dynamic, yet efficient, package owes a lot to its powertrain line-up.

The most efficient engine is a 178hp diesel



unit. With a 2.2-litre displacement, it can accelerate the Stelvio to 62mph in just 7.6 seconds, yet return an average 60.1mpg with CO<sub>2</sub> emissions of 124g/km.

A more powerful 207hp version is also available with Q4 all-wheel-drive. In this configuration the Stelvio can hit 60mph in 6.6 seconds with only a small penalty on efficiency. Combined mpg is a respectable 58.9 with emissions of 127g/km.

Those wanting even more power can opt for the 276hp 2.0-litre petrol turbo. It offers best in class acceleration, reaching 62mph in just 5.7 seconds and a top speed of 143mph, while returning 40.4mpg and emitting 161g/km of CO<sub>2</sub>.

## INTERIOR

In keeping with Alfa Romeo tradition, the driver takes centre stage. Its layout means the person at the wheel has full command of the controls and the road ahead. To complete the package, a 525-litre boot features a convenient electric tailgate and can be expanded to 1,600 litres with the seats folded.



**For more information visit: [alfaromeo.co.uk/fleet](http://alfaromeo.co.uk/fleet),  
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\* BIK tax year 2017/18

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BIK\* from 22%  
CO<sub>2</sub> from 116g/km



## RX 450h

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BIK\* from 23%  
CO<sub>2</sub> from 120g/km



## GS 300h

MPG<sup>†</sup> from 64.2  
BIK\* from 19%  
CO<sub>2</sub> from 104g/km



## GS 450h

MPG<sup>†</sup> from 46.3  
BIK\* from 27%  
CO<sub>2</sub> from 141g/km



## RC 300h

MPG<sup>†</sup> from 57.6  
BIK\* from 21%  
CO<sub>2</sub> from 113g/km



## LC 500h

MPG<sup>†</sup> from 44.1  
BIK\* from 28%  
CO<sub>2</sub> from 147g/km



\* BIK tax year 2017/18

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