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Tomorrow's Fleet

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Energy Saving Trust

Fleets must address climate emergency, says Tim Anderson

Fleet software

Top tips to maximise your software investment (and avoid the pitfalls)

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Inside this issue

Transport minister George Freeman writes for Fleet News



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*£4,520 saving per car each year based on average CAP Total Cost of Ownership saving of the Volvo XC40 R-Design plug-in hybrid compared to nearest equivalent UK premium diesel and petrol vehicles. 'Premium' based on SMMT definition. Savings versus particular models will vary. All data provided by CAP based on 36 months / 60,000 miles, correct as of **10/12/19**. The information provided is for guidance only and should not be relied upon. Data is subject to change, so we therefore advise you to investigate the figures to ensure they are up to date. For further CAP comparison data visit volvocars.co.uk/compare

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EV supply to increase but still unlikely to meet fleet demand

Carmakers promise more stock, but fleets miss out as private buyers place deposits

By Matt de Prez

Fleets and company car drivers seeking electric cars face further frustration this year as supply constraints and production delays experienced in 2019 are unlikely to be resolved. Adding to their woes is the fact that many cars being launched are available to pre-order, which presents a barrier for fleets on contract hire agreements.

An array of new electric cars will be launched in the coming months, with major carmakers adding new vehicles in various segments (see

our full overview on pages 28-32). Many of these are subject to retail buyer-focused pre-orders with few units remaining for fleet and leasing companies.

Demand for electric vehicles (EVs) from fleets boomed in 2019 after the Government announced plans to reduce benefit-in-kind (BIK) tax rates for zero-emission models to 0% in the 2020/21 tax year (pending ratification in the March Budget).

Company car drivers looking to capitalise on the tax savings have largely been met by blockages due to electric models being unavailable

for quotes and manufacturers not working with fleet customers to manage expectations.

Kia admitted to *Fleet News* last year that it was initially focused on retail buyers, with a small allocation of its sell-out E-Niro model ring-fenced for fleet customers.

Simon King, fleet and procurement director at Mitie, said: "OEMs have lead times of up to 15 months on some models. There are big challenges around making sure you actually get hold of those. You have to engage with the OEMs very early."

"We made a commitment to have 20% of our fleet electric by 2020. We've got around 420 at the moment and a further 300 vehicles to find before the end of 2020."

"I want to buy 5,500 electric vehicles in the next five-to-10 years, but the OEMs don't return my calls. They don't want to talk to me."

Society of Motor Manufacturers and Traders (SMMT) figures show registrations of electric and plug-in hybrid models, known as ultra-low emission vehicles (ULEVs), reached a record of more than 72,000 in 2019 – accounting for 3.1% of all cars sold.

A little more than half of these were for fully-electric models (37,850). While this represents rapid growth, these vehicles account for

just 1.6% of all cars sold in the year.

Poppy Welch, head of Go Ultra Low, said: "Fleets have always been drivers of change, often taking the lead on implementing new technologies, so growth in this sector is hugely important to the adoption of EVs. The size and buying power of fleets mean they present an excellent opportunity to raise the number of EVs on our roads and further normalise their use."

ULEV sales are predicted to reach 5.5% (131,000) of all vehicles sold in 2020, according to forecasts from Bloomberg New Energy Finance. By 2026, they are expected to make up a fifth of sales in the UK.

VEHICLE AVAILABILITY IN 2020

Lauren Pamma, electrification propositions lead at Lex Autolease, advised drivers to start ordering EVs six months before their renewal is due, giving time to source a car.

She said: "The balance of supply and demand varies in different

areas of the market. In certain pockets, such as the luxury end, there is enough supply to meet the demand. In some cases, particularly long-range models which are highly desirable within fleet, we have seen 12-to-18-month lead times. However, this is on selected models."

There will be more choice in the lower price points this year as Peugeot and Vauxhall introduce the electric 208 and Corsa, while Volkswagen launches the ID3.

However, Volkswagen has already stopped accepting pre-orders for its ID3 First Edition having received 30,000 deposits. People can now only register their interest. Deliveries start in May when order books for the rest of the range open.

Volkswagen expects to sell 100,000 electric cars this year in Europe, but was unable to confirm how many ID3s would be available to UK fleets.

One fleet decision-maker claimed he had been told by VW that he would not be able to source any ID3s this year as all cars had been secured by retail customers.

"We lease our cars so we are unable to pay deposits to pre-order them," he said.

Vauxhall said it has a "significant allocation" of Corsa-e models available for fleet customers this year, but wouldn't confirm how many.

Established EV manufacturers like Nissan are better placed. Nissan said it has "adequate" stock of the Leaf and could supply immediately.

Equally, Renault managing director Vincent Tourette is confident its volumes will be increased this year by the new Zoe.

He said: "I have committed to a high level of volumes and so, contrary to many other brands, we will be able to deliver with decent lead times comparable with ICE (internal combustion) engines."

"Why is that? It is because we invested years ago in electric vehicles, so we have the plans, we have the experience, we have the manufacturing capability, we have the battery sourcing secured. So, basically, we are ahead of the pack."

MG Motor UK's first EV, the ZS EV, achieved 3,000 pre-orders in the UK when it was announced in July. Deliveries began in September and the brand says it will have fulfilled all current orders by next month.

Around 400 were sold to fleet customers, via MG's dealer network.

This year, the manufacturer plans to increase its fleet mix, telling *Fleet News* it has a "strong pipeline of availability".

Lead times are expected to improve in the coming months for the Chinese-built model, and the brand hopes to fulfil fleet orders "in the thousands".

Korean brands Hyundai and Kia are also promising more supply.

Kia's e-Niro model was restricted to just 800 units in 2019 – all sold within two weeks. It still has 3,000 outstanding orders to fulfil but



MG ZS EV
Availability: from February
Fleet volume: "in the 1,000s"



NISSAN LEAF
Availability: immediate
Fleet volume: "adequate"



KIA E-NIRO
Availability: from July
Fleet volume: "improving"

TESLA MODEL 3
Availability: February
Fleet volume: unknown



“IN SOME CASES, PARTICULARLY LONG-RANGE MODELS WHICH ARE HIGHLY DESIRABLE, WE HAVE SEEN 12-TO-18-MONTH LEAD TIMES”

LAUREN PAMMA,
LEX AUTOLEASE



HYUNDAI KONA
Availability: from April
Fleet volume: "improving"

C says it has "sufficient supply" to clear the waiting list by July.

We asked Kia how many E-Niro and Soul EV models it will be able to deliver this year, but it declined to provide a figure.

Paul Philpott, president and CEO of Kia Motors (UK) said: "Since launching e-Niro at the beginning of 2019, we have received unprecedented demand which has been a challenge to fulfil. As we enter 2020 with the Soul EV and e-Niro, we are ready to meet customer demand for all-electric cars."

Similarly, Hyundai was unable to give specific numbers but did say that EVs are "at the heart" of its fleet supply plan for 2020 and availability will be "ramping up" this year.

The Kona Electric, which has only been available via the brand's online sales platform since launch, will now be offered via its dealer network and Hyundai says it is working with leasing firms to establish how it can better satisfy demand.

Ashley Andrew, managing director of Hyundai UK, said: "The Kona Electric waiting list has come right down because we have satisfied demand for the 2019 model year and we are into the 2020 model year now and are at a stage where we are quoting four months."

"As we've moved through from 2019 to 2020, we've just increased allocation, so we've got extra supply."

Tesla Model 3 registrations surged in 2019 as the company managed to ship the first of its outstanding orders for UK delivery. Having been available to reserve since July 2017,

Q3 2019 saw more than 5,000 registrations. While the brand did not respond to our request for volume predictions, it is quoting a lead time of less than six weeks.

EVs KEY TO HIT EU EMISSION TARGETS

The car industry is facing fines of £29 billion this year for failing to meet EU emissions targets. Manufacturers have to hit an emissions average of 95g/km of CO₂ for the cars they sell across Europe, but predictions from PA Consulting suggest none will manage it.

Mass registrations of plug-in hybrid and electric cars are required if carmakers are to reduce the overall CO₂ output of their fleets.

The UK is included as part of a European average figure. So, while the average emissions of models sold in the UK are higher (127.9g/km) they can be offset against other countries with more EVs, such as Norway.

It is feared that once the UK leaves the EU, carmakers might have to hit the 95g/km target in the UK alone or face the same fines as they will for their entire European sales.

The SMMT has suggested that pure electric registrations would need to rise to more than a quarter (27%) of all car sales to avoid fines.

While this may help boost the availability of EV supply to the UK, they may become more expensive as a result of exchange rate fluctuations and potential trade tariffs.

The Government has also not confirmed whether the plug-in car grant (up to £3,500 towards the cost) will continue beyond March.



VOLKSWAGEN ID3
Availability: from May
Fleet volume: unknown

'Perfect storm' brewing and success (or otherwise) of Brexit is crucial



ANDY EASTLAKE,
MANAGING DIRECTOR
OF LOW CARBON
VEHICLE PARTNERSHIP

One thing is for sure, 2020 does not look set to be a quiet year in the UK car market. This is true for electric and plug-in vehicles in particular.

There are already several sources of turbulence in the market. For example, company car tax changes are imminent and other moves and incentives look possible in the March Budget, including uncertainty over the future of the plug-in car grants.

Also, there's the UK transport decarbonisation plan to be set before November's COP26 summit in Glasgow. Add to this the huge impact of the European regulations on CO₂ (under which manufacturers will face steep fines for failing to hit emissions targets) and – dare I mention it? – Brexit.

It would seem that a 'perfect storm' is brewing. The impact here of the European regulations, which mean manufacturers will need to sell many more battery electric vehicles (BEVs) and hybrids, is closely linked with Brexit.

For 2020, the UK will remain aligned with European regulations, but, thereafter, the future is uncertain. The Government (at least the previous Conservative one) has, however, stated that UK environmental regulations will be at least as forceful as those prevailing in Europe.

Whether we take the Government at its word about the future, 2020 is surely shaping up to be a big year in the transition to electric road transport. The signs of change have been in the air for a while. Since August, BEV sales have rocketed and there are now around 100,000 on UK roads.

The company car tax changes are sure to drive demand growth for BEVs while private buyers too are showing increasing interest, particularly as word gets around about real range capabilities, fuel (and other) cost savings possible and as the recharging network grows and improves.

How vehicle manufacturers respond to this UK demand growth is difficult to predict.

Supply capacity across different manufacturers varies with long lead times seen for some models and others available almost immediately. How this develops will depend on a variety of factors including demand in other markets, the position of different manufacturers and – of course – how the UK 'does' Brexit.

However, the manufacturers have known about the European regulations for a long while and all the signs are (new model announcements etc.) that they have been gearing up rapidly in preparation.

So, 2020 will be a year to keep your ear close to the ground; to follow policy developments and manufacturer announcements closely. There will undoubtedly be some exceptional deals to be had if you can be flexible in this volatile market, but if we can collectively continue to show the UK market is ripe for ULEVs, I'm optimistic the OEMs will deliver.

The electric vehicle revolution is undoubtedly under way, but the 'road to zero' – particularly in its earlier stages – had a few potholes and is likely to remain winding and bumpy.

But we'll be doing all we can to make sure the transition takes place as rapidly as possible and that inevitable bends and bumps are successfully navigated.

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Model shown is an All-New Kuga Plug-in Hybrid ST-Line X, Transmission 2.5 Duratec Petrol with CVT Automatic Transmission. Fuel Economy mpg (l/100km), Combined 201.8. CO₂ emissions 26g/km.

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'Absurd' clean air plans for four cities come under fire from fleets

Oxford, Birmingham, Bath and Newcastle criticised for 'punitive' CAZ proposals

By Gareth Roberts

New measures designed to improve air quality in Bath, Birmingham, Newcastle and Oxford have been rounded criticised by fleet trade associations.

Oxford is set to become the first UK city to introduce a zero emission zone (ZEZ), which would charge all petrol- and diesel-powered vehicles that enter the city centre.

Birmingham, meanwhile, wants to impose restrictions on freight vehicles entering the city centre and ban "through trips" by private cars.

The Road Haulage Association (RHA) labelled Oxford's plans "absurd", while the Freight Transport Association (FTA) urged Birmingham City Council to reconsider.

In a spate of clean air zone (CAZ) announcements, Newcastle councilors backed a Class C zone that charged non-compliant vans £12.50 a day and trucks/buses £50 a day to enter, but also revealed plans to cut traffic on the Tyne Bridge to one lane in each direction to deter drivers.

The FTA said it would "significantly increase road congestion and air pollution and have an impact on journey times and costs".



“WE CAN ONLY CONCLUDE THIS IS ABOUT COUNCILS SHOWCASING THEIR GREEN CREDENTIALS”

RICHARD BURNETT, RHA



Bath intends to introduce a £9 fee for non-compliant vans, rising to £100 for trucks and buses as part of its Class C CAZ.

Oxfordshire County Council and Oxford City Council published final draft proposals for the ZEZ earlier this month.

The ZEZ will be introduced in a small area of the city centre – the Red Zone – from December for all vehicles. A Green Zone, covering the rest of the city centre, will take effect in 2021/22, and will only be accessed for free by zero emission vehicles.

Discounts could be available for vehicles that comply with London ultra-low emission zone standards. Greater detail around the implementation and workings of the Green Zone will be subject to further technical work and a consultation.

However, an informal consultation on the Red Zone, including proposed charges and enforcement, closes on January 31, with a formal consultation starting in March. The council is proposing to operate the zone from 7am-7pm, with a £10 charge per day for non-compliant vehicles.

Businesses registered in the Red Zone will receive an exemption until December 2024, followed by a discount until December 2030. Resi-

dents living in the zone will receive a 90% discount until December 2030.

"Imposing a scheme where even the cleanest Euro VI trucks will be hit with charges is absurd," said RHA chief executive Richard Burnett.

"The councils have offered no evidence to show how these measures will improve air quality so we can only conclude this is all about showcasing their green credentials instead of making the tough choices to tackle emissions."

The FTA said Oxford's plans were effectively a tax on trucks and vans.

Rebecca Kite, FTA environment policy manager, told *Fleet News*: "It is too soon to implement such a punitive scheme; there are currently no zero-emission trucks on the market and very limited options for vans."

"The scheme is effectively a tax on essential freight vehicles."

Birmingham City Council's newly published transport plan outlines a series of measures, including banning private cars travelling through the city centre and restrictions on daytime deliveries with support for consolidation initiatives.

Councillor Waseem Zaffar, cabinet member for transport and environment, said: "We need to change the way people and goods move around

the city. Birmingham has started to build a future where the car will no longer be king."

A CAZ is expected to be introduced in July, charging owners of older, more polluting cars £8 per day to enter parts of the city.

However, the FTA is calling on Birmingham City Council to reconsider restrictions on freight vehicles entering the city during the daytime, outlined in the draft transport plan.

"While some goods can shift from being delivered in the day to the night-time, most are dependent on when the goods are ready or when customers are available to receive them – for example, fresh goods and 'just in time' deliveries to meet urgent needs," said Chris Yarsley, FTA policy manager for the Midlands.

The FTA is also sceptical of the council's decision to encourage businesses to increase their use of e-cargo bikes for last mile deliveries.

"The reality is one medium-sized lorry with one driver can do the work of 100 e-cargo bikes," added Yarsley.

Furthermore, it is not convinced that a consolidation centre would reduce the number of commercial vehicles entering the city centre, given the varied nature of goods and needs of each business served.

March Budget could see major changes for benefit-in-kind tax

Government looks set to give a boost to electric company vehicles

By Gareth Roberts

Changes to Government company car tax tables, published on its website, suggest tax officials are preparing for new rates to finally be adopted.

New benefit-in-kind (BIK) tax rates, including a zero percentage rate for electric vehicles (EVs) from April 2020, were published in a Government document last summer (fleetnews.co.uk, July 9, 2019).

At the time, the Treasury said it would bring forward legislation so the new rates could replace the previously published ones for 2020/21. But, after the November Budget was cancelled to hold a general election, the new rates were left waiting in the wings.

Now, following a reorganisation of company car tax information on the Government's website, any reference to the original rates for the next tax year have been removed.

It has not stopped HMRC issuing company car drivers with tax codes for 2020/21, still showing the old rates, which has caused confusion for drivers expecting to be issued with codes based on the proposed tables. But, with the Chancellor, Sajid Javid, announcing his first Budget on March 11, and the previously agreed rates being omitted from official sources, it

suggests the wait may finally be over.

During a visit to the new £350 million Trafford Park tram line project in Manchester, the Chancellor said he intends to use the Government's first Budget to deliver change.



“THE ZERO BIK RATE FOR EVs SHOULD BE A SHOT IN THE ARM FOR ELECTRIC VEHICLES”

**MARTIN BROWN,
FLEET ALLIANCE GROUP**

“With this Budget we will unleash Britain's potential – uniting our great country, opening a new chapter for our economy and ushering in a decade of renewal,” he said.

The Treasury remains tight-lipped over the Chancellor's tax plans, but Tim Anderson, head of transport at Energy Saving Trust, says the proposed rates, if adopted, will help get people back into ‘clean’ company cars.

“It will be a really great way of providing an incentive for EVs in company car fleets,” he said.

March's Budget will allow the new BIK tables to be adopted into law in the Finance Bill.

But, with its passage through Parliament expected to go beyond April 6 (when the new rates should become effective), it is understood the legislation will allow them to be backdated.

It is a pressing issue for fleets, with CO₂ values derived from the new emissions testing regime – the Worldwide harmonised Light vehicle Test Procedure (WLTP) – due to be adopted for tax purposes from April.

Manufacturers suggest more than half of cars will see an increase from NEDC-correlated emissions values to WLTP of between 10% and 20%. *Fleet News* has seen increases as high as 30%.

For company car drivers and fleet operators choosing

a new car from April 2020, this would result in an increased tax and National Insurance liability, when compared with an identical model.

In its response to a review of company car tax and vehicle excise duty (VED) published last July, Treasury said it would take this into account by binning the existing BIK rates for 2020/21.

In their place, it unveiled two new BIK tables for company car drivers: one for those driving a company car registered after April 6, 2020, and one for those driving a company car registered before that date.

For cars first registered from April 6, 2020, most company car tax rates will be reduced by two percentage points, with a new zero percentage rate for EVs.

The zero percentage rate was also extended to EVs registered prior to April 6, 2020, which were already due to attract a much-reduced rate of 2% for 2020/21.

Publishing the proposed BIK tables for the next three years, up to April 2023, the Treasury said rates thereafter would be realigned.

Martin Brown, managing director of Fleet Alliance Group, told *Fleet News*: “The announcement on company car tax last year was hugely significant for us and our sector and replaced the lack of clarity we'd seen in the previous two years.”

“Provided we get confirmation from the Chancellor in the Budget in March, we now have certainty on BIK rates, which allows fleets to forward plan again.”

“The zero BIK rate for EVs should be a shot in the arm for electric vehicle sales, while hybrid vehicles, with the appropriate range, will be tax-busters, too.”

Also, with the new generation of cleaner RDE2-compliant diesels not attracting the 4% diesel surcharge, Brown believes diesel will still have a key role to play for those with higher mileages.

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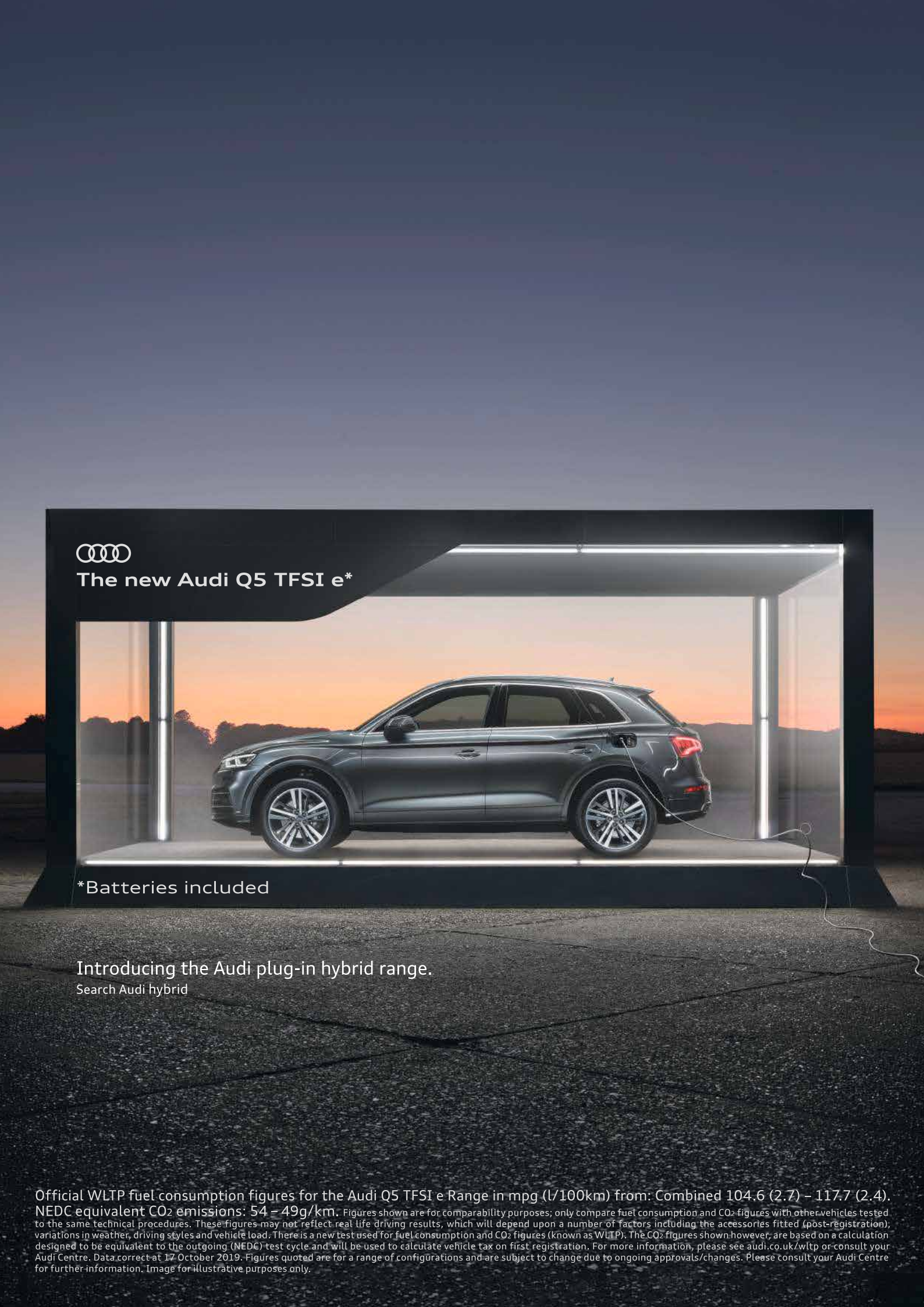
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Official WLTP fuel consumption figures for the Audi Q5 TFSI e Range in mpg (l/100km) from: Combined 104.6 (2.7) – 117.7 (2.4). NEDC equivalent CO₂ emissions: 54 – 49g/km. Figures shown are for comparability purposes; only compare fuel consumption and CO₂ figures with other vehicles tested to the same technical procedures. These figures may not reflect real life driving results, which will depend upon a number of factors including the accessories fitted (post-registration), variations in weather, driving styles and vehicle load. There is a new test used for fuel consumption and CO₂ figures (known as WLTP). The CO₂ figures shown however, are based on a calculation designed to be equivalent to the outgoing (NEDC) test cycle and will be used to calculate vehicle tax on first registration. For more information, please see audi.co.uk/wltp or consult your Audi Centre. Data correct at 17 October 2019. Figures quoted are for a range of configurations and are subject to change due to ongoing approvals/changes. Please consult your Audi Centre for further information. Image for illustrative purposes only.

BIK boost for electric vehicles could mean new surge in company cars

Monthly taxation will be much lower than personal lease, says Volvo

By Andrew Ryan

Changes to the company car tax regime to boost electric vehicle uptake will persuade more employees to opt back into the benefit, says Volvo Car UK's fleet boss.

Latest figures from HMRC show the number of company car drivers paying benefit-in-kind (BIK) tax was 890,000 in 2017/18 – 5.3% lower than the previous year.

Experts said the decline was largely due to increasing BIK tax rates, vehicle availability and an increase in the number of people opting for a cash allowance instead of a car.

But the sector received a boost last year when the Government announced that, in the 2020/21 tax year, employees will pay no BIK for driving a battery electric vehicle (BEV), while rates for plug-in hybrid electric vehicles (PHEVs) have also been lowered to make operating the low-emission cars more appealing to drivers (see table below).

This, combined with the increasing number of BEVs and PHEVs available, will lure employees back into company car schemes, said Steve Beattie, head of business sales at Volvo Car UK.

He added: "How many people have taken a car allowance and thought they could get a cheap PCH online?"

"With the changes in legislation in company car tax for both BEVs and PHEVs, I think we will see a swing where fleet customers will be opting back in.

"If you look at an XC40 PHEV, from

Latest legislation means BIK tax on a Volvo XC40 PHEV will be just £160 for a 40% taxpayer



April that will be £160 a month in BIK for a 40% taxpayer and that is fully inclusive.

"You are not going to get a personal lease for that sort of car at that price with everything included: a lot of cars like that are more like £400 a month."

Fleet interest in the new XC40 PHEV, which has CO₂ emissions of 38g/km and an electric-only range of 29 miles, has been high, said Beattie, with 44% of all fleet orders for the model range in November being for the plug-in variant.

A BEV version of the XC40 – called Recharge – is due to go on sale in the autumn (see page 29) and will have a range of 248 miles.

The launch of the XC40 PHEV means plug-in versions are now available for all Volvo models and, under its electrification strategy, the manufacturer aims to have sold one

million electric vehicles globally – PHEV and BEV – by 2025, with BEVs accounting for half of its sales volumes by then.

Beattie said he is confident Volvo's PHEVs will help it capitalise on the growing demand for EVs.

He said the manufacturer will be able to meet demand for the technology after last year signing long-term agreements with CATL and LG Chem to ensure the multi-billion dollar supply of lithium-ion batteries over the coming decade.

Beattie added: "Probably from April we will see lead times on PHEVs come down again."

Volvo has also launched an incentive which allows company car drivers of any new Volvo PHEV to benefit from a year's free electricity to charge their car.

Society of Motor Manufacturers and Traders (SMMT) figures (see page 46) show that Volvo registered 56,208 cars in the UK last year, a 29-year high and a year-on-year increase of 11.7% during a period when the overall new car market decreased 2.4%.

The manufacturer is aiming for 60,000 sales this year, and growth is expected to come mainly from Motability (increasing from 1,636 to 4,250), with potential for true fleet registrations to increase as well.

Last year, true fleet sales rose 20% to 17,035, an increase driven predominantly by SME business, said Beattie.



I THINK WE WILL SEE A SWING WHERE FLEET CUSTOMERS OPT BACK IN

STEVE BEATTIE, VOLVO

He added that part of this success has been down to its virtual sales manager programme, which sees the employee working with the client – identified through an online or call centre-generated lead – to identify their vehicle needs, source the cars and facilitate the acquisition process with the Volvo retailer network.

Beattie added: "We've worked a lot closer with the retailers on focusing them on business sales. That's been really good."

As well as increased business with SMEs, he said Volvo has also made breakthroughs with a number of corporate customers – including Morgan Sindall Group which has 3,000 company car drivers and cash allowance takers – adding the brand on to their choice list.

NEW BENEFIT-IN-KIND TAX BANDS FOR ELECTRIC VEHICLES

Cars registered from 6 April 2020:				
CO ₂ (g/km)	Electric range (miles)	2020-21 (%)	2021-22 (%)	2022-23 (%)
0	N/A	0	1	2
1-50	>130	0	1	2
1-50	70-129	3	4	5
1-50	40-69	6	7	8
1-50	30-39	10	11	12
1-50	<30	12	13	14

DEC

5

RED BULL FITS DEVICE TO PROTECT DRIVERS FROM IN-CAR NO₂

Red Bull has installed air filtration devices into a fleet of new Škoda Scalas to protect its drivers from pollution. In-car levels of NO₂ can be up to 70% higher than levels experienced by pedestrians.

9

FLEET INDUSTRY CALLS FOR PLUG-IN GRANT CERTAINTY

Joining forces with automotive, environmental, EV charging and fleet organisations, including The AA, the BVRLA called on the new Government to continue to support plug-in car and van grants.

11

WALES CONSIDERS ROAD PRICING TO IMPROVE AIR QUALITY

Launching a 12-week consultation on its Clean Air Plan for Wales, the Welsh Government has said it could employ road tolls, clean air zones and a scrappage scheme to improve air quality.

13

**CRAIG CAVANAGH APPOINTED SEAT UK HEAD OF FLEET**

Seat UK has named Craig Cavanagh as its new head of fleet, replacing Peter McDonald who left to be fleet director at Nissan.

16

**FLEET DIRECTOR MICHAEL STEWART TO LEAVE HYUNDAI**

Hyundai Motor UK is looking for a new fleet director after it confirmed Michael Stewart was leaving the business. Stewart was appointed to oversee the brand's strategy and direction in the fleet and business sector almost two years ago.

18

NISSAN REDUCES LIST PRICE OF LEAF BY £1,650

Nissan has reduced the price of the Leaf by £1,650 across all grades, following a previous hike of £1,800 earlier in the year. The new prices coincide with improved supply of the fully-electric model.

JAN

6

JUST ONE IN FOUR NEW CARS SOLD NOW DIESEL

The decline in diesel new car sales continued in 2019, with 21.8% fewer diesels sold following a fall of almost 30% in 2018, according to the SMMT.

8

**SONY REVEALS TECHNOLOGY-PACKED VISION-S ELECTRIC CAR**

The Vision-S was unveiled at the Consumer Electronics Show. Sony said it built the car to showcase its autonomous driving and in-car entertainment systems, but has not confirmed if it plans to produce the model.

RENAULT E-TECH HYBRID MODELS WILL GO ON SALE THIS YEAR

Renault will launch the E-Tech Hybrid version of its Clio and E-Tech Plug-In Captur and Mégane this year, with the first models going on sale in June.

**RIVUS FLEET SOLUTIONS CLOSES 'LOSS-MAKING' GARAGES**

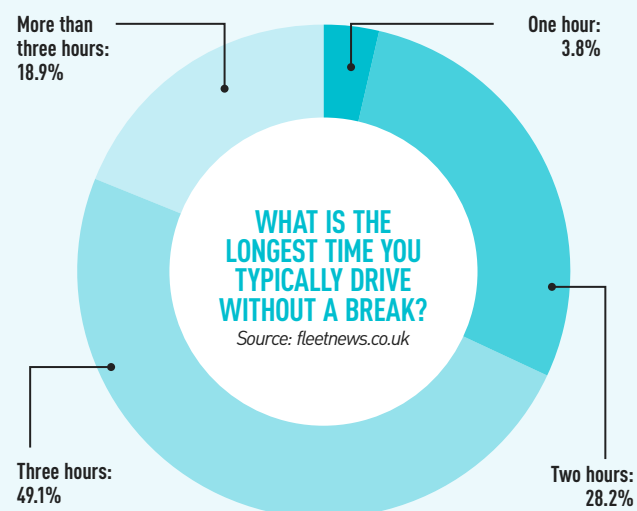
Rivus Fleet Solutions – previously BT Fleet Solutions – is to close 11 'loss-making' garages, reducing its network to 54, days after CEO Henry Brace said he was leaving.

**NICK O'NEILL NAMED NEW HEAD OF FLEET AT VOLKSWAGEN UK**

Volkswagen UK has appointed Nick O'Neill as its new head of fleet, replacing Michael O'Shea who moved roles in late 2019.

ISLINGTON COUNCIL LAUNCHES VEHICLE-TO-GRID ELECTRIC VEHICLE CHARGING PROJECT

Three bi-directional chargers, manufactured by EVTEC, jointly developed with Honda, have been installed with Moixa's GridShare software outside Islington Town Hall, with another two to follow.

FLEET NEWS POLL**FLEET NEWS VIEW:**

Our poll shows that almost half of respondents (49.1%) will drive for three hours without taking a break. Driving while tired is high risk and fatigue is a factor in a large number of crashes. At-work drivers can be particularly at risk, especially if they spend long hours driving, drive at night, or have irregular sleep schedules. Drivers should take a break of at least 15 minutes every two hours.

THIS ISSUE'S POLL: Will the Government continue its freeze on fuel duty in the March Budget?

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Fuel economy[#] and CO₂^{*} results for the New Corsa range: Combined mpg (l/100km): 45.6 (6.2) – 70.6 (4.0). CO₂ emissions: 99 – 85g/km. Fuel economy[#] and CO₂^{*} results for the Vauxhall Corsa-e 100KW (136PS). Mpg (l/100km): N/A. CO₂ emissions: 0g/km. Electric range up to 209 miles (WLTP).

The Corsa-e is a battery electric vehicle requiring mains electricity for charging. Range data given has been determined according to WLTP test procedure methodology. Figures are intended for comparability purposes only. The range you achieve under real life driving conditions will depend upon a number of factors, in particular: personal driving style, route characteristics, exterior temperature, heating/air conditioning, vehicle load, pre-conditioning and battery condition. For more information contact your local Vauxhall Retailer. [#]Fuel consumption figures are determined according to the WLTP test cycle. ^{*}CO₂ emissions figures are determined according to the WLTP test cycle however, a Government formula is then applied to translate these figures back to what they would have been under the outgoing NEDC test cycle, which WLTP replaces. The correct tax treatment is then applied. Figures are intended for comparability purposes only. The fuel consumption you achieve under real life driving conditions and CO₂ produced will depend upon a number of factors, including the accessories fitted after registration, variations in driving styles, weather conditions and vehicle load. Only compare fuel consumption and CO₂ with other vehicles tested using the same technical procedures. For more information contact your local Vauxhall Retailer. [†]Zero % BiK applies to all vehicles registered after April 2020. Registrations prior to this date will be 16% BiK. Vauxhall Motors Limited does not offer tax advice and recommends that all Company Car Drivers consult their own accountant with regards to their own tax position. [^]2019/2020 tax year. Please call 0330 587 8221 for full details. All figures quoted correct at time of going to press (January 2020).

THE BIG PICTURE

A new year always offers a chance for reflection.

At the start of 2019, we took *Fleet News* monthly and introduced new sections, including our popular Tomorrow's Fleet feature which looks at the strategy, regulation, technology and new innovations that will influence and change the way businesses move their people, goods and services around. It was a timely response to the changing face of fleet management, as we saw it.

While I have nothing as radical to offer you this year, we have introduced a new monthly Electric Fleet section which complements Tomorrow's Fleet. Electric is for today's policy as well as tomorrow's, so we felt it justified its own section.

We've lots to cover, starting this issue with a look at the cars trying to entice you and your company drivers this year (page 28).

EVs offer a massive opportunity for businesses to boost the appeal of their company schemes, potentially enticing cash takers back with the offer of zero benefit-in-kind taxation for the 2020/21 tax year, following by 1% and 2% in the two subsequent years (pending confirmation by the Chancellor in his March 11 Budget – see p10 for more on that). Who'd say no to a 'free' car?

Don't under-estimate the pull of electric – I've yet to meet anyone who hasn't fallen in love within a couple of miles of their first drive. They are quiet, easy to drive, calming, yet with excellent performance when required. And, they are practical, with a few small lifestyle adjustments.

EVs really can enhance people's lives; they are a game-changer for air quality.

Can they also help solve the climate emergency? There are sceptics, but the argument is tipping in their favour when comparing lifetime emissions to internal combustion engines, although there remain concerns about extraction methods for lithium-rich minerals or brines and end-of-life recycling. We'll look at these later in the year.



Stephen Briers

Stephen Briers,
editor-in-chief,
Fleet News

EDITOR'S PICK

RATIO OF CHARGE
POINTS TO EVs

Charge point sites need careful thought



Gordy wrote:

The research showing figures for regions that have the most and fewest charge points per electric vehicle registered (fleetnews.co.uk, January 13), provides interesting information, but it doesn't fully show the problem as it stands for all EV users.

For example, one council placed two rapid chargers (0-100% charge in about 70 minutes) in one of its park-and-ride car parks.

What's wrong with this? Well, only two EVs can use them. The drivers park then probably go into a city to work. This blocks the £50,000+ chargers for the whole day.

Chargers should be placed within the city and then petrol/diesel cars would be displaced out to the park-and-ride car park.

It's not just about the quantity of chargers, it's about intelligently placing them for future needs.

It's far better to have a 'charging terminal' of 20-30 fast chargers at a dedicated site (under a pylon) on the outskirts of a town/city, with toilets/coffee shop/Wi-Fi than to force chargers onto existing fuel filling station forecourts.

On forecourts you'll get fewer than 10 cars per hour charging flat to full and they'll be there for so long the flow of thousands of motorists who use the forecourt will dry up and it will go out of business.

Come on, let's have some joined up thinking and grow the charge network sensibly.

■ THE EDITOR'S PICK IN EACH ISSUE
WINS A £20 JOHN LEWIS VOUCHER

DRINK DRIVING

Zero alcohol limit is 'not practical'



Edward Handley wrote:

Having read 'ETSC (European Transport Safety Council) calls for zero tolerance drink-driving limit' (fleetnews.co.uk, December 11, 2019), calls for zero tolerance or a zero limit are always a great headline grabber, but, in practice, they are usually a complete waste of effort and will achieve almost nothing at huge expense and inconvenience.

A zero alcohol limit is not practical, because alcohol is a natural substance which can be found in fresh fruit and a wide range of foods.

Even moderate drinking will leave a driver with low levels of residual alcohol the following morning, but far below the level of any impairment.

Does ETSC want to ban drivers from drinking for at least 24 hours before driving, like airline pilots? That's what a zero, or near zero, limit would mean.

There is already a shortage of professional LGV and PCV drivers across Europe. Zero tolerance would just make the situation a lot worse.

Peter added:

As a first step, the UK should follow Scotland's lead and reduce the drink-driving limit to 0.5 immediately. There's little justification for keeping it at the highest level in Europe.

HAVE YOUR SAY

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Burning question:
What's the fastest meal you can cook?

EDITORIAL

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Beans on toast with grated cheese and brown

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Buttered toast for my son, he's very hungry in

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ELECTRIC VEHICLES

Fit induction charging systems in car parks

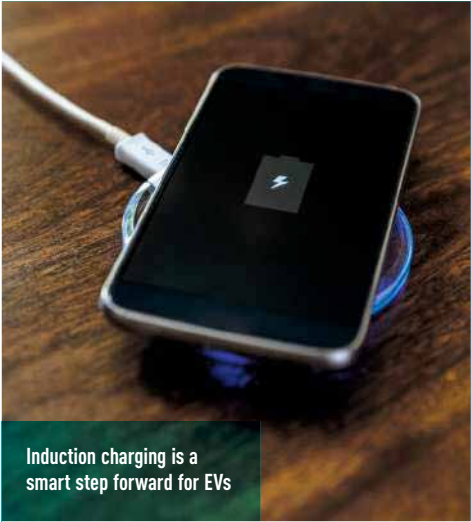
David Dunn wrote:

Having read 'VW showcases mobile EV charging robots' (fleetnews.co.uk, January 3), aside from actual plug-in systems, the only viable alternative has to be the induction charging system, like mobile phones have.

Plugless (from USA) produce these systems for various cars and you simply drive over the pad, leave your car and it will charge. Yes, you have to buy into the system and have it fitted, but once it is done you can use any of their pads to charge your EV.

If these were fitted in parking spaces the space can still be used by any vehicle. It's unobtrusive, less likely to be vandalised and wouldn't block in the car next to you while yours is charging.

While I applaud these people for coming up with these ideas, I do wish they would put their efforts into getting the basics right first. How much money went into this idea that a five-year-old old could have come up with?



Induction charging is a
smart step forward for EVs

ROAD SAFETY

Government limits on drug-driving are not based on ability behind the wheel

Brian Horsely wrote:

Having read 'Randomly test drivers for drugs and alcohol' (fleetnews.co.uk, December 10), the issue with drug-driving laws is that they are not based on punishing a driver for being impaired.

I'm all in favour of taking drivers who have taken drugs that affect their performance behind the wheel off the road, but punishing hundreds of drivers for smoking cannabis – when the legal limit is not based on impairment, but on cannabis being illegal – is wrong.

Evidence used by the Government's expert panel on drug-driving has indicated that actual impairment after ingesting tetrahydrocannabinol (THC) subsides after two-and-a-half hours, but the roadside test is likely to catch out cannabis smokers up to 24 hours after use, well after the effects have worn off.

In fact, a study showed that a single 'puff' on a cannabis joint produced an average immediate blood

THC concentration of 18 micrograms (nine times the legal limit).

When the Government considered setting prescribed limits, they instructed a panel of experts to suggest an appropriate limit. The Government stressed its intention for the new limit is 'zero tolerance'.

After many months of research, the experts advised a limit of five micrograms, which was more than twice the limit finally imposed by the Government. Our drug-driving laws should be taking impaired drivers off the road, not unimpaired drivers who happen to smoke cannabis.

However, Andrew Farmer added:

I come from Australia where this is common practice. It has reduced road fatalities by being a deterrent. This shouldn't be up for discussion – it should just be put in place.

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Save money AND the planet

Fleets should look beyond the higher acquisition or leasing costs of a fully electric vehicle to unlock significant wholelife savings. *Andrew Ryan reports*

Eight years ago, *Fleet News* produced a supplement boldly called "2012: The Year Of The Electric Car".

While there was growing evidence at that time that the technology was about to break through into the mainstream, it turned out we were – as is sometimes the case – ahead of our time.

However, current political, environmental and technological circumstances suggest that with the dawn of the new decade, battery electric vehicles (BEVs) will now really start to gain a firm foothold in the UK fleet sector.

Part of the reason for this should be that the adoption of BEVs also has the potential to save fleets thousands of pounds per vehicle each year.

This is why it is important that organisations look beyond the P11D price or leasing cost premium that BEVs carry over petrol or diesel vehicles to look at wholelife costs, says Helen Lees, head of electric vehicles and connected services at Groupe PSA.

"We are trying to focus our customers' minds on the total cost of ownership of EVs," she says.

"Even if you have to pay more up front, or even if your monthly rental is a

little higher, the reduced running cost through electricity is much cheaper than petrol or diesel; there is a reduced service, maintenance and repair (SMR) cost from the fact there are fewer mechanical working parts so there is less to replace on every service, and that can change the perception of pricing in the customers' minds."

Here we look at the some of the elements which influence the cost of operating a BEV and what they mean for a fleet operator.

PURCHASE PRICE/LEASE RENTALS

BEVs have traditionally carried a price and leasing premium over petrol or diesel vehicles, with research from Sewells showing this is a

major barrier to wider fleet uptake of the technology.

As an example of the differing costs between internal combustion-engined (ICE) cars and their electric versions, the P11D price of the Volkswagen e-Golf starts at £31,020, while the ICE range – excluding the GTi hot hatch – is priced between £19,065 and £30,880.

Hyundai's Kona Electric has a P11D price from £30,695. The ICE models range from £18,330 to £26,245.

Sewells' British Business and Mobility Study found:

- 30% of car fleets and 22% of van fleets are not prepared to pay a premium to purchase or lease an electric vehicle (EV).

- 61% of car fleets and 74% of van fleets think it will be three years at least, if ever, that electric vehicles reach a price the business would be prepared to pay.

However, advances in technology and falling prices of raw materials mean the price difference between BEVs and ICE vehicles is shrinking, with analysts KPMG predicting price parity next year.

It says batteries typically account for 40% of the cost of an entire vehicle and when the first mass-market EVs were introduced in 2010, they cost an estimated \$1,000 (£765) per kWh.

Today, Tesla's Model 3 battery pack costs \$190 (£145) per kWh, and KPMG expects the cost to halve by 2030 due to technological developments and production scale economies.

"If you look at what has happened in the battery supply market, there have been significant changes in lithium battery prices over the years," adds Lees. "Probably the easiest example I can give is Peugeot Ion and Citroën C-Zero. When we launched these in late 2010/early 2011, they were £33,000 cars.

"When they were discontinued in the UK market in 2018, we were retailing them at £16,000 and the absolute majority of that change was down to battery cost reduction."

FUEL COSTS

The major cost advantage a BEV has over an ICE vehicle is fuel. "It is a fraction of the price," says Simon King, fleet and procurement director at Mitie, which has committed to 20% of its car and small van fleet to be electric by the end of the year.

The cost of electricity to power a BEV for a mile depends on the electricity tariff used, but starts at around 3.5 pence per mile (ppm) on ☞

SPONSOR'S COMMENT

By David Morris, Channel Manager, Goodyear Dunlop Tyres UK



At Goodyear we are pleased to be sponsoring the Tomorrow's Fleet section once again for 2020. This section of the magazine is important to

us as it offers a view into the future of mobility. Advanced forms of mobility are transforming the tyre industry and have the potential to make driving safer and more sustainable.

Goodyear's innovative spirit and drive for excellence puts us at the epicentre of the mobility revolution and as such we are partnering with customers and other collaborators to shape this transformation, including fleets.

We are driving towards a mobility future in which shared vehicle models and fleets are commonplace, autonomous vehicles will become mainstream, and the vehicles themselves are smarter, safer and emit significantly fewer greenhouse gases. The architecture of tyres will look different in the new mobility ecosystem. Given the shift in vehicle ownership, lower maintenance and longer-lasting tyres will be in demand. Tyres are critical components to accomplishing these objectives, and we have much to offer in this transformative space, such as non-pneumatic tyres, connected and intelligent tyres and tyres with sealant technology. Our aim is to continue to be the innovators behind tomorrow's fleet with practical products and solutions.

We look forward to reading the content within this section across the year to understand and learn more about the fleet industry as it moves into the future of mobility.

the average domestic electricity rate of about 14 pence per kWh. This compares with 11ppm to 14ppm to fuel a typical diesel car.

However, like petrol or diesel cars, the efficiency of a BEV can vary massively.

"We are finding that manufacturers are applying BEV technology in different ways," says Rob Anderson, programme manager at Cenex.

"You've got the likes of Hyundai and Kia who have quite an efficient drivetrain, because you have got a 64kWh battery pack that will do 270 miles on a charge.

"You've then got companies like Jaguar and Audi who are throwing the kitchen sink at it with 90kWh battery packs and they will still just about do 280-ish miles.

"They have probably gone for performance because that's what their customers expect. They expect acceleration, they expect that oomph behind the wheel, which is why they've added extra batteries in there to give them that, whereas Hyundai, Kia and Nissan have gone 'tell you what, let's go for efficiency'."

This has a noticeable effect on the cost of fuelling BEVs – as the table shows – but it is still much lower than for ICE vehicles.

Organisations which reimburse drivers for business miles using the Government's advisory fuel rates can also make significant savings by switching to BEVs.

HMRC has set an advisory electricity rate (AER) for BEVs at 4ppm. This compares with between 12ppm and 21ppm for petrol cars and between 9ppm and 14ppm for diesel models.

This means an employee driving a BEV more than 10,000 business miles a year will be reimbursed £400. If they were driving a petrol or diesel car, this figure would be between £900 and £2,100.

"There are huge savings there to be had," says Mel Creedy, business development manager at DriveElectric.

ELECTRIC COST PER MILE

Car	Battery size	Range (WLTP)	Home*	Public rapid chargers**
Nissan Leaf	40kWh	168 miles	3.53p	6.05p
Hyundai Kona Electric	64kWh	279 miles	3.56p	6.10p
Audi e-tron	95kWh	237 miles	6.27p	10.75p
Jaguar i-Pace	90kWh	292 miles	4.57p	7.83p

Source: Pod Point * assumes tariff of 14p/kWh; ** assumes tariff of 24p/kWh

BENEFIT-IN-KIND TAX/CLASS 1A NIC

The Government's announcement that drivers of BEVs will pay 0% company car tax for the 2020/21 tax year will lower the cost of operating the vehicles for both employees and employers.

From April, a 20% taxpayer who drives a £32,000 BEV will save £1,664 a year compared with an identically priced petrol car with CO₂ emissions of 105g/km (26% BIK band), and £1,792 over a 95g/km of CO₂ diesel (28% BIK band), with the

same P11D price. These savings double for a 40% taxpayer.

The BIK tax bands for EVs will increase to 1% in 2021/22 and 2% in 2022/23.

"It always amazes me how little employees know about electric vehicles," says Simon King, fleet and procurement director at Mitie. "If you drive a BMW 320d and switch to a Tesla Model 3, how much BIK will you save a year come April? It's £4,500 take home.

"So if I take away your BMW 3 Series and give you a Tesla instead, that's the same as giving you an £8,000 pay rise, assuming you are a 40% taxpayer. What's not to like about that?"

The changes to the BIK car tax regime also have benefits for employers. As the Class 1A National Insurance Contributions (NICs) for company cars is calculated using the BIK tax band, organisations will pay no Class 1A NIC on pure electric vehicles in 2020/21.

Using the same cars as in the previous example, they will save £1,148 and £1,236 a year by opting for a BEV over an equivalent petrol or diesel model respectively.

The fuel BIK charge that applies to ICE cars does not apply to any electricity supplied by an employee to charge a BEV (such as at work), while employers can provide a charge card to give access to public charging points without a fuel BIK charge arising.

There is also no BIK charge for a company car user when an employer pays to install a charge point at the employee's home.

In addition, BEVs are also exempt from vehicle excise duty (VED), while companies are able to claim First Year Allowances for electric charge point equipment bought.

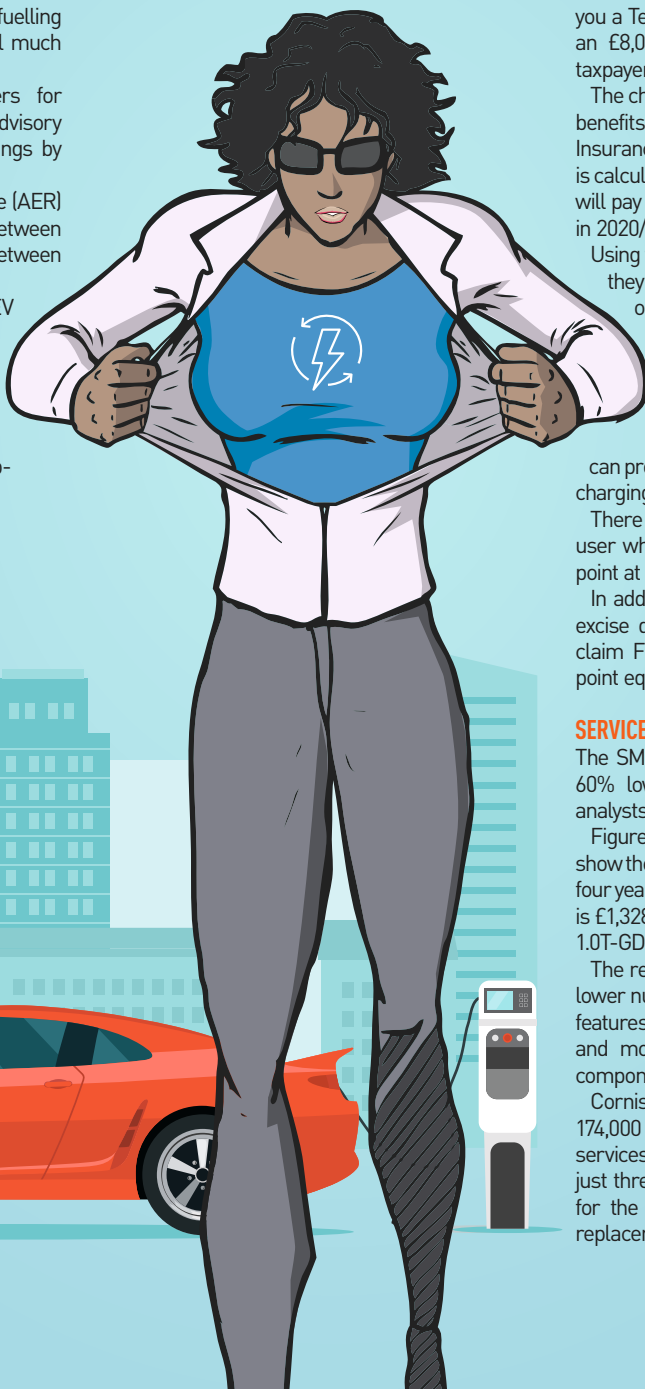
SERVICE, MAINTENANCE AND REPAIRS

The SMR costs of a BEV are between 40% and 60% lower than for an ICE car, according to analysts at KPMG.

Figures from data company KeeResources show the SMR cost of a Hyundai Kona Electric over four years/80,000 miles is 2.97ppm, or £2,376. This is £1,328 – or 35% – less than for the petrol Kona 1.0T-GDi 120 SE.

The reduced cost of SMR is largely down to the lower number of moving parts: a BEV powertrain features just three – the on-board charger, inverter and motor – compared with the hundreds of components in an ICE engine and gearbox.

Cornish business C&C Taxis reports that over 174,000 miles and outside of scheduled annual services, one of its Nissan Leaf taxis needed just three sets of wipers, two sets of brake pads for the rear and one damper, as well as tyre replacements when necessary.



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“With a diesel taxi doing that sort of mileage you’d be looking at replacing a clutch and that sort of work can see a car out of the business for three days,” said Mark Richards, C&C transport manager. “That length of downtime can hurt the business, but we haven’t had that problem with the EV. Service and maintenance savings are impressive.”

CLEAN AIR ZONES

More than 60 towns and cities around the UK have either introduced or are currently considering the potential introduction of clean air zones (CAZs) to improve local air quality. These see vehicles which do not meet stipulated emissions standards charged to drive in the zone, with requirements varying dependent on the scheme.

Currently, the majority of CAZs allow petrol and diesel cars and vans which meet the latest Euro emissions standards to enter without paying the charge, but there are signs this will change.

Bristol, for example, has proposed a CAZ which bans diesel cars and vans from an area in the city centre from March 2021, while Oxford is set to introduce a zero emission zone, banning all petrol and diesel powered vehicles from entering its city centre from December.

Transport for London (TfL) has announced that only BEVs will be exempt from its charge after October 25, 2021 – the date when the zone is due to expand to 18 times its current size. All other vehicles – including plug-in hybrids – will then be subject to the charge.

Organisations can make significant savings by operating BEVs in these areas. For example, London’s ultra-low emission zone (ULEZ) sees cars and vans which do not comply with its emissions standards facing a daily £12.50 charge to drive within the zone. If a non-compliant vehicle operates in the zone just twice a week, it will rack up charges of around £100 a month, or £1,200 a year.

RESIDUAL VALUES

As a new technology with limited supply into the used market, the long-term strength of BEV residual values (RVs) is relatively unknown. However, KeeResources predicts they are comparable with petrol and diesel models. For example, it says after four years/80,000 miles, a Volkswagen e-Golf will retain 27% of its value. Over the same duty cycle, a diesel Golf will be worth 25% of its new price.

The data company also says, over the same lifecycle, a Hyundai Kona Electric’s RV will be 25%, two percentage points lower than the petrol model.

“Over time, used (BEV) values have stabilised and now perform against the same market pressures as their petrol counterparts,” adds Chris Plumb, senior valuations editor at Cap HPI.

“It’s clear that there is a growing market for a used BEV at a particular price point perhaps for use as a second car for city commutes. We expect to see demand continue to increase as CAZs are rolled out across the country and the range of product widens.

Simon King, of Mitie, is “very optimistic” about the future RVs of BEVs.

“If you buy a Tesla Powerwall which has got 10kWh of battery storage, it will cost you £5,000,” he says.

“A Nissan Leaf e+ has a 62kWh battery and costs £35,000; 62 divided by 10 is 6.2, multiply that by £5,000 and you get close to £35,000 which is the cost of the car, so buy a battery, get a car free.

“Over time, yes, the battery will degrade, but the RV associated with that battery will be significant, whether it be for the rare earth metals or the battery per se.

“There is a huge opportunity to reuse that storage and that capacity in time, so I think the RVs will stack up very well.”



“IF I TAKE AWAY
YOUR BMW 3 SERIES
AND GIVE YOU A
TESLA INSTEAD,
THAT’S THE SAME
AS GIVING YOU AN
£8,000 PAY RISE,
ASSUMING YOU ARE
A 40% TAX PAYER”

SIMON KING, MITIE

GOVERNMENT GRANTS

Financial help is available from the Government to help organisations adopt EVs.

Its Office for Low Emission Vehicles (OLEV) offers a range of grants, including plug-in vehicle grants towards the purchase price, which go up to a maximum of £3,500 for cars and up to £8,000 for vans.

OLEV’s Workplace Charging Scheme is a grant that businesses can use to reduce the cost of installing charge points for staff by up to £10,000.

The grant is for £500 per charge point socket, up to 20 sockets per applicant organisation, and is available to any business, charity or public authority.

COST-SAVING EXAMPLES

MONTHLY OPERATING COST COMPARISON – CARS

	Volkswagen Golf 2.0 GT TDI DSG	Peugeot 5008 1.5 BlueHDi	Volkswagen e-Golf	Kia e-Niro
Class 1A NIC*	£101.99	£111.84	£0	£0
Fuel	£247.50	260.65	£83.33	£83.33
Maintenance	£60.99	£66.90	£36.21	£36.21
Lease	£467.00	£366.00	£365.43	£466.76
Total	£877.48	£805.39	£484.97	£586.30

Based on 36 months/75,000 miles. * 2020/21 tax rate

Source: DriveElectric

MONTHLY OPERATING COST COMPARISON – VANS

	Renault Kangoo ZE Maxi	Nissan eNV200	Diesel van
Lease/depreciation	£248	£295	£220
Fuel	£27	£27	£93
Class 1A NIC (if private use)*	£0	£0	£39
ULEZ London two days a week	£0	£0	£100
Total	£275	£320	£452

Based on 48 months/32,000 miles. * 2020/21 tax rate

Source: DriveElectric

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PEUGEOT RECOMMENDS TOTAL Official Fuel Consumption in MPG (l/100km) and CO₂ emissions (g/km) for the PEUGEOT 3008 SUV range are: Combined 35.2 (8.0) – 235 (1.2) and CO₂ 132 – 36 g/km. For the all-new PEUGEOT 508 range are: Combined 37.4 (7.6) – 235 (1.2) and CO₂ 128 – 38 g/km. For the all-new PEUGEOT 508 SW range are: Combined 37.4 (7.6) – 235 (1.2) and CO₂ 128 – 39 g/km.

The fuel consumption or electric range you achieve, and CO₂ produced, in real world conditions will depend upon a number of factors: including the accessories fitted (post registration), variations in weather, driving styles and vehicle load. There is a new test (WLTP[^]) for fuel consumption, CO₂ and electric range figures. However, the CO₂ figures shown are NEDC equivalent, calculated using EC correlation tool which converts WLTP figures to NEDCeq^{**} figures and will be used to calculate tax for first registration. Figures shown are for comparability purposes; you should only compare fuel consumption, CO₂ and electric range with other vehicles tested using the same technical standard. The plug-in hybrid range requires mains electricity for charging. The figures displayed for this vehicle were obtained using a combination of battery power and fuel. *WLTP – Worldwide harmonised Light vehicles Test Procedure. **NEDCeq – New European Driving Cycle. ^Figures shown are for the 3008 SUV HYBRID 300 e-EAT8. Information correct at time of going to print.

TOMORROW'S FLEET: GUEST OPINION

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A MOBILITY SECTOR THAT BENEFITS FUTURE GENERATIONS

UK can emerge as a global leader if it takes its chance now, says **George Freeman, MP**

We are on the cusp of a quiet revolution in transport: new technologies, changing public attitudes and travel patterns and the increasingly urgent need to reduce emissions and improve air quality are transforming the landscape. The challenges – and opportunities – for the UK transport sector are profound.

Get it right and the UK can emerge as a global leader in the research and development, testing, regulation, procurement and roll-out of 21st century mobility solutions.

Having had a career on the frontline of technology investing and commercialisation, following a role in developing the UK's Industrial Strategy, I was thrilled to be asked by the Prime Minister to take on the role as the first Minister for the Future of Transport, to help drive UK leadership in this exciting field.

My core vision is that by implementing a more integrated strategy across government for leadership on future transport solutions, we can make the UK a go-to destination for all future mobility pioneers, and support homegrown UK talent and innovation in this sector.

Business operators today have the huge opportunities of fleet telematics, the Internet of Things delivering real-time information to fleet managers and 5G connecting entire operations. This revolution in data science and artificial intelligence offers huge potential if its capability can be harnessed. These advancements are changing the ways vehicles are serviced, managed and operated, and will help introduce automated, cleaner transport and new business models which will transform how people, goods and services move. These changes mean incredible opportunities, which could help tackle some of the most pressing challenges facing our country.

Firstly, our environment. Decarbonising the transport sector is a priority for this government, which has set a target of achieving net zero carbon emissions by 2050. People living in urban areas with high levels of carbon dioxide and nitrogen dioxide – produced by diesel vehicles – are more likely to be at risk of asthma and heart disease as a direct cause of these pollutants.

The Road to Zero Strategy sets out a clear pathway



ABOUT THE AUTHOR

George Freeman is a Minister of State at the Department for Transport.

He is responsible for: Transport Technology and Innovation, Future of Mobility Grand Challenge,

Decarbonisation and Environment, Office for Low Emission Vehicles, Centre for Connected and Autonomous Vehicles, Spaceports, Devolution and Housing, and East-West Connectivity

to reaching zero emissions, providing clarity for businesses and motorists about the government's plans to get there. At the heart of our strategy is a commitment to work in partnership with industry, businesses, consumers and wider stakeholders to bring about a greener, carbon-free future.

We are heading in the right direction, but there is much more to do – and fast. The purchasing power of fleets means they are well positioned to be at the forefront of change, and by tackling emissions we can make urban areas better-quality places to live and work.

Secondly, government, industry, policymakers and individuals alike should see environmental benefits complement broader economic and societal opportunities. The recent surge in mobility options and prospect of future innovations for city dwellers, ranging from e-cargo bikes, ride-sharing schemes, mobility-as-a-service and self-driving cars, are poised to radically transform how our cities and industries operate.

**“THE REVOLUTION
IN DATA SCIENCE
AND AI OFFERS HUGE
POTENTIAL IF ITS
CAPABILITY CAN BE
HARNESSED”**

'Last-mile' delivery solutions using bikes offer greater flexibility. The rollout of self-driving vehicles is expected to change driver duties, increase accessibility for those with disabilities and improve efficiency through reduced congestion.

The matter of 'last-mile' deliveries in particular is crucial. In 2017, the total motor vehicle traffic in the UK reached a new high – a 1.3% increase from the previous year. Van traffic drove this, rising by 2.7%, the equivalent to 50.5 billion vehicle miles. As shopping becomes increasingly digitised and the demand of e-commerce drives home deliveries, we must consider how traffic flow and urban congestion impacts our cities. A possible solution could be for retailers to adopt alternative methods of goods delivery in urban areas, such as urban consolidation centres, where goods can initially be delivered before they are distributed to customers by a smaller number of vehicles.

Ford has already developed a partnership with Gnewt, a green freight company. ASOS, the online fashion retailer which began in central London, has been using electric vans to shuttle freight between out-of-city distribution centres and dynamic hubs. The vans meet up with pedestrian porters, who deliver the packages by foot for the 'last mile'. This scheme was piloted for nine weeks in 2019 and produced impressive results, with 8,000 parcels delivered, deliveries a third cheaper, and a 40% increase in productivity regarding van use. Most notably, the fulfilment cycle from purchase to delivery was cut from one day to less than two hours.

Let's be clear; whether managing a fleet of 10, 100 or 500 vehicles, whether they are cars, vans or HGVs, the shifts we are undergoing in the transport industry are immense.

We will all need to challenge our ways of working to ensure we are tackling our carbon emissions, leading active lifestyles and not becoming over-reliant on these increasingly adaptable vehicles. Our transport sector must become more adept, technologically advanced and better supported by policy than ever before.

We are committed to pushing through an ambitious mobility agenda. Working collaboratively with industry, our ambition is to create a transport sector that's set for the 21st century.

Check out the EV Class of 2020

Matt de Prez takes a detailed look at 18 new vehicles set to entice company car drivers this year

HONDA E

Expected: May Range: 136 miles

Honda's retro-looking electric city car is the brand's first fully electric vehicle. With a 35.5kWh battery, it delivers a range of up to 136 miles.

There are two versions available: the entry-level model has 136PS and is priced from £26,160 (including government grant), while the Honda e advance has 154PS and costs £28,660.

It features a side camera mirror system that replaces conventional side view mirrors with compact cameras, providing live images to two six-inch screens inside the cabin.

The car also has pop-out door handles, while inside there is a five-screen, full width digital dashboard and connected infotainment system. The largest area of the digital dashboard is occupied by dual 12.3-inch LCD touchscreens which act as the primary infotainment display.



MINI ELECTRIC

Expected: March Range: 144 miles

Mini is expecting strong demand from company car drivers for its first electric model and has priced the Mini Electric to be cheaper than the equivalent petrol version. Orders are open and prices start at £24,400 (including grant), about the same as a top-spec Cooper S automatic.

Other than minor tweaks, the Mini Electric shares a body and interior with its combustion fuelled cousins. A re-designed grille, digital instrument cluster and new wheels are the most noticeable changes.

The car uses a 32.6kWh battery and its electric motor develops 187PS, giving the car performance on a par with a Cooper S model. Acceleration from 0-60mph takes 7.3 seconds.



PEUGEOT E-208

Expected: March Range: 211 miles

An electric version of the new Peugeot 208 will be offered alongside conventional petrol and diesel models.

It's the first in a series of planned EVs from the brand, which intends to electrify its entire range by 2023.

The e-208 uses a 50kWh battery with a 136PS electric motor, giving a range of 211 miles.

In line with Peugeot's powertrain agnostic approach, the e-208 looks no different to any other 208; it's only the powertrain that is changed, enabling all models to be made on the same production line.

Prices start from £25,000 (including government grant) for the entry-level model and all versions get air conditioning with remote cabin pre-heating.

SEAT MII ELECTRIC/SKODA CITIGO-E IV/VW E-UP

Expected: March Range: 162 miles

The familiar-looking VW Group trio have been revived for 2020 with a new electric powertrain. Previously only offered in the e-UP, the 36.8kWh battery and electric motor combo gives a range of 162 miles.

Skoda's version, the Citigo-e iV (pictured), is the cheapest at £16,955 (including government grant) due to it being offered in a lower trim level than the VW and Seat.

In any guise, the car offers a 250-litre boot, smartphone integration via dash-mounted holder and air conditioning.

Apart from the entry-level Skoda, all models can charge at up to 40kW, replenishing the battery in one hour.



AUDI E-TRON SPORTBACK

Expected: Spring Range: 278 miles

Joining the e-tron in 2020 will be the more aerodynamic Sportback version. Its sleeker body helps to boost the range to 278 miles.

Other tweaks maximise efficiency. These include drivetrain modifications that allow it to run in rear-wheel-drive only. The E-Tron Sportback 55 develops more than 400PS in Sport mode, allowing it to sprint from 0-60mph in under six seconds.

Likely to cost in excess of £70,000, it is available with digital matrix LED headlights and camera-based rear view mirrors.



BMW iX3

Expected: Autumn Range: 273 miles

BMW has confirmed its iX3 electric SUV will use a 74kWh battery pack when it starts production next year.

The car should achieve a range of around 273 miles and provide a power output of 286PS. Using a single motor, it's likely the model will be rear-wheel drive.

It's the first electric vehicle based on BMW's fifth-generation electric powertrain technology, which is designed to enable longer electric range than the brand's current models.

SEAT EL-BORN

Expected: Autumn Range: 260 miles

The Seat el-Born will be the second new model to be based on the VW Group's all-new MEB electric vehicle platform.

It features a 62kWh battery, which gives a range of up to 260-miles. Seat says this should be enough to stem any range anxiety.

Re-charging can be completed in less than an hour using a 100kW rapid charger, making the car a viable option for higher-mileage users.

A power output of more than 200PS enables a 0-60mph dash of around 7.5 seconds. Prices are yet to be confirmed.



MERCEDES-BENZ EQA

Expected: Winter Range: 250 miles

Following the launch of its first all-electric car in 2019, the EQC SUV, Mercedes-Benz is planning a new entry-level EQA car for 2020.

The compact SUV, which is based on the GLA, is expected to cost around £34,000 and offer a range of 250 miles.

It's likely there will be a number of powertrain options, including two- and four-wheel-drive configurations, using Mercedes' new scalable platform.

It will form part of the brand's new EQ line-up, which is expected to feature 10 EVs by 2022.



AUDI Q4 E-TRON

Expected: Winter Range: 280 miles

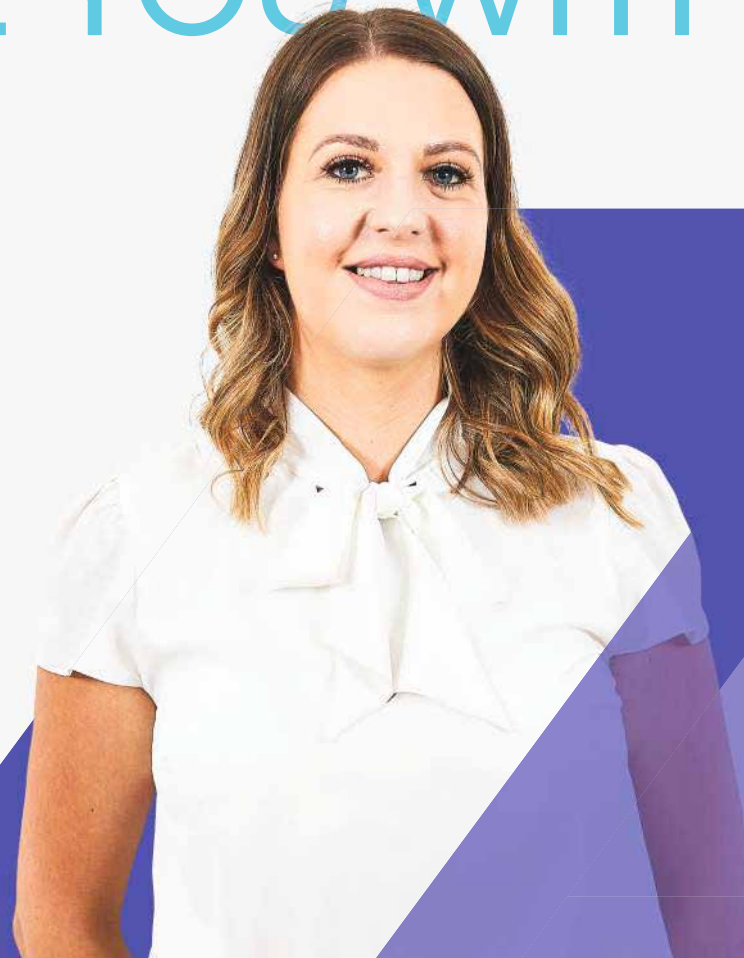
First seen at the 2019 Geneva Motor Show, the Audi Q4 e-tron will be the brand's second electric model.

It is expected to cost around £40,000 when it goes on sale later in the year. An 82kWh battery should provide more than 280 miles of range.

The car has a similar footprint to the Audi Q5 and will introduce a new interior architecture for the brand.

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ELECTRIC FLEET: EVs COMING TO MARKET

VOLVO XC40 RECHARGE

Expected: Autumn Range: 248 miles

Volvo's first EV is based on its popular XC40 SUV. It features a 407PS twin motor powertrain with a 78kWh battery, giving a range of 248 miles.

The flagship P8 version is expected to cost around £50,000, but it's possible that lower output models will be made available at a later date.

Styling changes are minimal, with the covered front grille the most obvious difference.

Charging is available through an 11kW AC charger or a 150kW DC fast-charger, which should deliver an 80% charge in 40 minutes.

The launch of the car coincides with Volvo's new sales strategy, which will help customers identify which powertrain best suits their requirements.



POLESTAR 2

Expected: June Range: 311 miles

Following the launch of the flagship Polestar 1, the 2 is the brand's first fully-electric mainstream model.

It borrows the underpinnings from the Volvo XC40 but wears a sleeker body and has a new interior.

The car is only available through Polestar's online buying platform and is priced from £49,900 for the Launch Edition trim level.

Next year, a cheaper model is expected to be introduced, starting at around £35,000.

The Polestar 2 uses a twin-motor setup to provide all-wheel drive. The 78kWh battery pack can give a range of more than 300 miles and with around 400PS, a 0-60mph time of less than five seconds.



FORD MUSTANG MACH-E

Expected: Winter Range: up to 370 miles

Ford's new line-up of electric models will be spearheaded by the Mustang Mach-E, a long-range, high-performing electric SUV.

Borrowing the iconic Mustang muscle car name, Ford designers say it's an electric car with "soul".

There will be a range of outputs and battery sizes providing ranges from 260 miles to 370 miles. Single-motor rear-wheel drive and dual-motor all-wheel drive setups will also be available.

The interior features a large portrait-mounted touchscreen and a digital instrument cluster.

First deliveries will commence towards the end of 2020, with prices expected to range from £40,000 to £60,000.

PORSCHE TAYCAN

Expected: January Range: up to 287 miles

A keen Tesla Model S rival, the Taycan is a sleek four-door coupe with a high-performance all-electric drivetrain.

The range starts with the 4S, priced from £83,367 (including government grant). It can cover 252 miles, thanks to a 79.2kWh battery, and delivers 530PS.

Porsche also offers a Performance Battery Plus option pack, which raises peak power to 570PS and increases the battery output to 93.4kWh – the range is boosted to 287 miles.

The Taycan uses two electric motors, has all-wheel drive and a two-speed transmission.

Range-topping Turbo S models output 761PS and cost from £138,000.



ELECTRIC FLEET: EVs COMING TO MARKET

VOLKSWAGEN ID 3

Expected: July Range: up to 340 miles

The ID 3 will kick start Volkswagen's new electric car offensive with a new sub-brand that will introduce a whole range of electric cars over the next five years.

Prices will start at around £26,000 for the entry-level 45kWh version, offering a 205-mile range.

There will be a 58kWh version that can cover 260 miles between charges and a range topping 77kWh model that can go 340 miles.

The ID 3 will be built at VW's Zwickau plant in central Germany, which has recently been repurposed for the new platform. The company has stated that it expects to build around 330,000 MEB-based vehicles per year there.



VAUXHALL CORSA-E

Expected: February Range: 209 miles

The all-new Corsa was developed on the same platform as the Peugeot 208, therefore an electrified version is available.

It uses the same 50kWh battery and 136PS electric motor as the e-208, giving a range of 209 miles.

Prices start at £26,490 (including government grant), which is more than the Peugeot although the Corsa comes with more equipment as standard.

Vauxhall has said that the e-Corsa will swiftly be followed by more electrified cars, including next year's new Mokka X small SUV, and that by 2024 it will have an electric or plug-in hybrid version of every model in its range.

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PEUGEOT e-2008

Expected: April Range: 192 miles

Launching alongside the e-208, the new e-2008 is larger crossover version of the popular supermini.

It uses the same 50kWh battery as the e-208, providing a range of 192 miles. Driving the front wheels is a 136PS electric motor.

The futuristic interior uses Peugeot's i-Cockpit layout and is available with a 3D digital instrument cluster. Electric models follow the same trim walk as the regular 2008, offering Active, Allure, GT Line and GT. Prices start at £28,150 (including government grant).



KIA SOUL EV

Expected: March Range: 280 miles

Sharing the same 64kWh electric drivetrain as the Hyundai Kona and Kia e-Niro, the new Kia Soul promises a range of 280 miles.

The boxy SUV has a compact footprint, but retains a spacious interior.

It boasts the latest infotainment system from its Korean maker, with a 10.1-inch touchscreen and connected services.

Kia says it has secured additional supply of right-hand-drive electric cars for 2020, meaning supply should be better than it has been for the e-Niro.



DS 3 CROSSBACK E-TENSE

Expected: May Range: 200 miles

Utilising the same platform as the Peugeot e-208 and Vauxhall Corsa-e, the DS 3 E-Tense provides a more prestige approach to the compact electric vehicle.

Using the same 50kWh battery as the other PSA Group models, it can travel up to 200 miles between charges.

Order books are already open, with prices starting at £30,490 (including government grant). The first cars should arrive in the UK before summer.



peugeot.co.uk/e-208

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PEUGEOT

PEUGEOT RECOMMENDS TOTAL Official Range figures for the all-new PEUGEOT e-208 range are Combined 217 – 194 miles.

*WLTP cycle, 2019 standard, corresponding to 217 miles WLTP. The fuel consumption or electric range you achieve, and CO₂ produced (where applicable), in real world conditions will depend upon a number of factors: including the accessories fitted (post registration), the starting charge of the battery (electric only), variations in weather, driving styles and vehicle load. The all-new e-208 is a battery electric vehicle requiring mains electricity for charging. There is a new test (WLTP) for fuel consumption, CO₂ and electric range figures. The estimated electric range and CO₂ figures are achieved using a new test procedure. The CO₂ figures shown are NEDC equivalent, calculated using EC correlation tool which converts WLTP figures to NEDCeq** figures and will be used to calculate tax for first registration. Figures shown are for comparability purposes; you should only compare fuel consumption and CO₂ and electric range with other vehicles tested using the same technical standard. °WLTP – Worldwide harmonised Light vehicles Test Procedure. **NEDCeq – New European Driving Cycle. ^80% charge in 30 minutes at 100kW DC rapid charge station with CCS connector. The charging time may vary according to the type and power of the charging station, the outside temperature at the charging point and the battery temperature. Model shown is all-new PEUGEOT e-208 GT Electric 50 kWh 136 in optional Vertigo Blue point. °Figures based on all-new 208 electric 50 kWh 136 powertrain.

Lorna McAtear in front of National Grid's 300m² living wall. Introduced in March 2015, it is alive with more than 97,000 plants and 20 different species particularly tailored to attract bees and butterflies

"To lead tomorrow you have to start planning today"

National Grid's fleet of nearly 3,000 vehicles will be zero emission by 2030, says fleet manager Lorna McAtear.

Sarah Tooze reports

Forward planning is essential for fleet managers. Many work to replacement cycles or length of contracts. But increasingly there is a need to look further ahead when developing a fleet strategy.

Fleet managers need to plan for the shift away from internal combustion engine (ICE) vehicles. While these vehicles dominate the market today, the future is set to be different. The Government plans to end the sale of new 'conventional' diesel- and petrol-powered vehicles by 2040, with many calling for this to be brought forward to 2030.

National Grid wants to be ahead of the curve. It intends for 60% of the vehicles it owns (660 commercial vehicles) to be electric by 2026. The following year it will stop procuring ICE cars, with the ultimate goal of its entire fleet of 1,756 cars, 740 panel vans, 306 4x4s, 54 HGVs, and approximately 1,000 items of plant being zero emission by 2030.

"I've worked backwards from 2030," Lorna McAtear, National Grid's fleet manager, explains. "If the aspiration is to be net zero in 2030, what do I need to do to get there? My cars are on a three-year cycle so that means I need to stop procuring ICE vehicles by 2027.

And if I'm going to do that then I need a few years of policy changes and people engagement."

McAtear believes that switching to fully electric cars will be straightforward but heavy commercial vehicles and plant will be "a bit of a challenge", as there is currently no zero-emission solution. But that hasn't deterred National Grid from setting its 2030 ambition.

"Cars are likely to be the easiest because we expect to see price parity in the next few years. The range is increasing and we expect vehicle availability to improve, so working up towards that target, with a three-year life-cycle, that should be achievable," she says.

On the commercial side she is willing to consider all options that may become available, including hydrogen.

McAtear is no stranger to electric vehicles. Before joining National Grid last August she worked at Royal Mail for more than five years, latterly on Optimise Prime, the world's biggest electric commercial vehicle trial (a three-year project involving UK Power Networks and data business Hitachi Vantara, supported by Scottish and Southern Energy Networks and Hitachi Capital Vehicle).

SPOTLIGHT: NATIONAL GRID

☞ Solutions, with 3,000 vehicles operationally run by Royal Mail, Centrica and Uber).

Before that, she was commercial vehicle manager at E.On, where she successfully introduced electric vans to the fleet.

When the opportunity came up at National Grid, following Alistair Patterson's retirement, it was "the natural step on that electric vehicle journey", McAtear says.

When she joined, National Grid had seven fully electric cars on the fleet (with more on order). Today, that number has risen to 24 with 52 on order while on the van fleet, 30 Nissan e-NV200s will be deployed this month.

The company operates a user-chooser scheme so there is a variety of electric cars, including the Volkswagen e-Golf, BMW i3, Jaguar I-Pace and Tesla Model 3.

Drivers are incentivised to choose an electric vehicle through a voucher scheme.

"Everyone gets a car allowance but if you choose to go for an electric vehicle instead you get more money, which brings more vehicles into scope for them to choose from," McAtear says.

The electric vehicle voucher scheme, alongside the Government's announcement in July that there will be no benefit-in-kind (BIK) tax on electric cars in 2020/21, has contributed to the uptake of EVs.

National Grid does not provide home charging units for its employees but does advise them how to get one. Employees can also charge at work (there are charging points at 22 of National Grid's locations, the majority currently at head office in Warwick). Each driver has a card to access the charging points and is billed actual cost.

By February next year, National Grid will have 112 charge points, 75 of which are being installed to support the 30 e-NV200s.

That compares with 160 charge points in the US (National Grid has a US arm, with sites in Boston and New York).

"They have a different journey on their EVs because in the US it's a different regulatory set-up," McAtear says. "But we are trying to understand what we can learn from each other. For instance, if a vehicle manufacturer is bringing out a 4x4 in the US before here, what can I learn to get ahead of the curve here?"

McAtear says the biggest challenge with EVs currently is vehicle availability.

"I have more demand than we have supply of vehicles, across all the manufacturers," she says.

She is managing the situation through regular communication with manufacturers

and National Grid's car fleet management provider, Inchcape Fleet Solutions, as well as advising drivers before they place an order what the estimated lead time is.

Lead times have been a headache for McAtear since she started at National Grid. The company car scheme had closed for a period owing to the problems around the Worldwide Harmonised Light Vehicle Test Procedure (WLTP) and when it re-opened, there was pent-up demand with around 600 employees due to replace their cars.

"Even in August (nearly a year after WLTP was introduced on cars) there were still vehicles unavailable because manufacturers stopped producing them and, in some cases, the lead times of the new vehicle that was coming out was 12 months," she says.

McAtear and her team had to work with drivers to find suitable alternatives or offer contract extensions.

"We use a panel of funders through Inchcape and we rate book over three months but we were doing it every month to get more vehicles on to the list so we could give people greater choice," she says.

Van procurement was also something that had to be addressed when McAtear started, as several vans had reached the end of their lifecycle. National Grid buys all of its commercial vehicles. Vans typically run for five to six years and more specialist vehicles operate on a seven- to eight-year cycle.

Her colleague Ian Walker, fleet operations manager, who joined the team from Cadent, was tasked with van procurement.

McAtear says that half of the nine-strong fleet team are new due to retirements. Both the procurement and operation functions sit within her team. The operations team has to visit 23 sites and audit the commercial vehicles to ensure they are compliant with the O-licence.

National Grid is a diverse business and McAtear says working across the various units can be a challenge due to regulatory constraints. She has to follow Official Journal of the European Union (OJEU) rules for tenders – something she hasn't done since working at E.On.

McAtear has also found it a challenge not having the same tools at her disposal as she

McATEAR ON....

... Mobility as a Service (MaaS)

Lorna McAtear is currently working out where Mobility as a Service (MaaS) fits into her fleet strategy.

National Grid has a separate workplace team which manages travel and McAtear is working with them to procure a 'green' bus.

For a number of years the organisation has had a regular shuttle bus which takes staff between the office and Warwick Parkway and Leamington Spa train stations, and it is now looking for a 'greener' option.

"We're looking at electric, hydrogen, ammonia, whatever is available," McAtear says. "It's 'what is the fuel of the future?'"

National Grid also encourages staff to car share and gets all new employees to register for Liftshare.

"We have very few single occupancy car park spaces," McAtear says. "You are only allowed on site by car and get a parking space if you meet certain criteria based on where you live and what you do."

... Helicopters

National Grid has two helicopters, which are used in order to check power lines.

"One of the first things I had to do was make sure we purchased a new helicopter," McAtear says. "Fortunately, I have a team that I trust to be able to do that."

IF THE
ASPIRATION IS TO BE
NET ZERO IN 2030,
WHAT DO I NEED TO
DO TO GET THERE?

LORNA McATEAR,
NATIONAL GRID

ORGANISATION: National Grid
FLEET MANAGER: Lorna McAtear
TIME IN ROLE: Five months
FLEET SIZE: 2,856 – 1,756 cars, 740 panel vans, 306 4x4s, 54 HGVs, plus plant
FUNDING METHOD: cars – contract hire; commercial vehicles – outright purchase
OPERATING CYCLE: cars – three years; vans – five-six years.

has enjoyed previously. For instance, National Grid does not yet have fleet management software so she has to pull in data from various sources, including fuel cards, Inchcape and Rivus Fleet Solutions (which manages the commercial vehicles and plant).

"When you join a new company you have to spend a bit of time working out where the baseline is and what the standards are that they've got used to," she says. "It's understanding what can I change? It might be 'normal' for me but actually these guys haven't experienced it before so how do I take them on the journey?"

She adds: "I've had to learn when all my contracts are up. What can I change and what do I live with for a bit? It's understanding where to manoeuvre, what the quick wins are, what is the longer term."

"All my supply chain is up for review but it's up for review because the world is shifting – therefore is the solution right for us going forward? What else is out there?"

"It's such a dynamic, shifting environment at the moment that in order to lead tomorrow we've got to start planning today."



National Grid owns all of its commercial vehicles, including 740 panel vans



Lorna McAtear with Ian Walker, fleet operations manager (left) and fleet officer Eammon Brennan

Environmental concerns focus minds of fleet bosses

Energy Saving Trust wants to help fleets lessen their impact on the environment, says new transport boss Tim Anderson. *Gareth Roberts* reports

Air quality concerns in towns and cities, along with the worldwide climate emergency, is forcing fleets to reconsider the way goods and people travel.

The Government has set an ambitious target of achieving net zero carbon emissions by 2050, and operators face growing restrictions as local authorities examine ways to cut pollution.

As a result, Energy Saving Trust says it has seen an upturn in demand from fleets wanting to lessen their environmental impact – and it's eager to help more organisations embrace change.

Tim Anderson, UK head of transport at Energy Saving Trust, says: "We don't talk to many fleets now who reject the argument that we need clean air and that we need to deal with the climate emergency."

"I think there's an acceptance that we've all got to play our part and those of us running fleets of vehicles have perhaps a bigger role than those of us just driving around in our own vehicle."

Most organisations, whether "reluctantly or willingly", are considering how they need to adapt their fleet operations, he says.

The Government-backed social enterprise, which receives funding from the Department for Transport (DfT) and Transport Scotland, is currently working with up to 100 organisations a year, collectively operating almost 15,000 vehicles and 30,000 grey fleet cars.

Recommendations made to fleets last year identified £4.7 million in potential savings and a reduction in CO₂ of 6,500 tonnes, the equivalent of taking more than 1,200 cars off the road.

The savings mainly come from reducing fuel consumption, through eco-driving training, journey management planning, routing/scheduling and adopting ultra-low emission vehicles (ULEVs).

"Once fleets embrace the fact that they need to do something differently, then they can actually make some quite far-reaching changes," says Anderson.

ORGANISATION: Energy Saving Trust
UK HEAD OF TRANSPORT: Tim Anderson
TIME IN ROLE: Five months
FUNDING: Department for Transport and Transport Scotland
DRIVERS TRAINED: 70,000-plus

SUBSIDISED SUPPORT

Energy Saving Trust provides a range of services, from its Government-subsidised fuel-efficient driver training courses, with some 70,000-plus drivers trained to date, to fleet reviews.

There are five different fleet reviews – green fleet, air quality, ULEV, HGV and grey fleet – offered free of charge by the trust.

Anderson explains how the trust operates. It starts with an initial meeting with one of its five fleet support managers to understand the fleet's needs and objectives, as well as current fleet infrastructure, processes and costs.

Energy Saving Trust then carries out a full analysis of the fleet's data and produces recommendations in an in-depth report, which is fed back to the fleet by the fleet support manager.

Follow-up meetings then take place after six and 12 months to review progress and identify what additional help and advice the trust may be able to offer.

Its core offer used to be the green fleet review, but the climate emergency and a growth in clean air zones (CAZs) mean that the ULEV fleet review, which creates a business case for the adoption of ULEVs based on wholelife costs, is now the most popular among fleets.

It also administers the DfT's e-cargo bike scheme – a £2m fund supporting last-mile deliveries. A bike grant covers up to 20% of the total cost of an e-cargo bike, up to a maximum of £1,000 per bike.

The funding is available to limited companies, sole traders, partnerships, charities and not-for-profit organisations. Public, community or

third sector organisations are also eligible provided they meet the criteria.

A pot of £1.2m is also available for local authorities to buy e-cargo bikes for use in their area. The money can be used to cover up to 100% of the cost of e-cargo bikes for local businesses, as well as to fund them for use within local authority fleets.

PARTNERSHIP APPROACH

Anderson only recently took the top job in the transport team and is keen to ensure Energy Saving Trust isn't perceived in terms of programme delivery, service level agreements (SLAs) or key performance indicators (KPIs).

"It's not about preaching to fleets," he says. "It's about making a practical difference on the ground that will help us achieve the ambitious (environmental) targets we now have in this country."

Anderson says this will be done by giving fleets impartial and realistic advice, and by taking more of a partnership approach to its work.

Along with many of the trust's transport team, he has worked within the fleet sector and believes that allows them to bring a pragmatic voice to the table.

"A lot of the programmes we deliver are intended to create a voice for Government to fleet operators, but it's equally important to feed back the experience of fleets to policymakers," explains Anderson.

"We're bridging that gap between Government and the fleet industry."

A diesel driver, he also readily admits that the fuel type has a role to play.

He explains: "I think that Euro 6 diesels, meeting the latest emission standards, are incredibly clean and still should have a place in today's fleet."

"For people that drive long distances on a daily basis, it is a really good solution. We've never bought into the demonisation of diesel."

However, he says, there is a need to transition away from fossil fuels.

"Diesel will have a place for the short-term for organisations running vehicles, particularly commercial vehicles over heavy duty cycles, but we certainly need to have a pathway out of both petrol and diesel over the next decade," he says.

“ONCE FLEETS EMBRACE THE FACT THAT THEY NEED TO DO SOMETHING DIFFERENTLY, THEN THEY CAN ACTUALLY MAKE SOME QUITE FAR-REACHING CHANGES”

TIM ANDERSON, ENERGY SAVING TRUST

Tim Anderson believes that if fleets adopt small changes now, bigger ones will inevitably follow

FLEET EXPERIENCE

Anderson has worked in the automotive sector since finishing university in the early 1990s. His career began in daily rental, dealing with customers travelling in and out of Heathrow Airport.

"It was a good training ground for dealing with problems in the moment," he says, noting that tired, long-haul passengers could prove a challenge when a vehicle was not ready.

He became a business analyst at Hertz, before taking an operations role in Europe. "I then did a short stint with Renault Car and Van Rental, which was a new venture for Renault, to set up a dealer-based car rental programme," he says. "After that I went into fleet management with NTL Group, which later became Virgin Media."

Consolidation among cable providers saw his fleet grow to some 7,000 vehicles. "It was a huge fleet, but made up of much smaller fleets, with different policies," he recalls.

Anderson and the fleet team had to implement a company-wide fleet policy. He explains: "We know company cars are emotive, so saying to a person driving a certain type of Vauxhall Vectra they would now be driving a white Vectra with an NTL logo on it, which was the policy at the time for business-related vehicles, was a bit of a challenge. It taught me a lot about the nuts and bolts of the fleet industry."

He joined the transport team at Energy Saving Trust in 2007 as a fleet advice manager, noting that he then became "part of the solution rather than the problem".

More than a decade later and now at the helm of the transport team, he is urging fleets to see how they can transform their operations for the better. "Making small changes now can inspire us to make bigger changes," he says. "Going forward, our advice needs to be challenging organisations to take the next step."

■ For further information about Energy Saving Trust and to sign-up for a fleet review, visit www.energysavingtrust.org.uk.

WINNER: THE AA

FOUNDED 1905 by four driving enthusiasts
MEMBERS 15 million UK
MARKET SHARE 55% of manufacturer
business by volume of new vehicles sold

Director of fleet and SME services
Stuart Thomas (seated centre) and Kirsty
Pendleton, senior marketing manager,
Fleet and SME (seated right), celebrate
with members of the AA team



AA moves with the times to provide unparalleled service

More than just a breakdown organisation, the AA has enjoyed another year of innovation. *Jeremy Bennett* reports

The AA is moving swiftly to provide support and services to ensure fleet decision-makers can cope effectively and efficiently in a period of unprecedented change.

While it claims to have more roadside patrols (2,500) than its competitors combined – responding to a call-out on average every nine seconds – it is increasingly putting its energies and research and development budget into data, technology and connected services.

In the past two years it has acquired Prestige

Fleet Servicing, a technology-led supplier of service, maintenance and repair to fleet and leasing companies; launched a mobile recall support service in partnership with manufacturers to take the essential repairs to the driver's workplace; and introduced Rescue Tracker, SMS-based tracking of a roadside patrol's location and arrival time.

Through in-house development or working with partners including vehicle manufacturers, leasing companies, insurance providers, technology firms and even Uber, its suite of products grows and adapts every year.

Feeding this is research, such as the annual Operational Fleet Report, helping to inspire AA's prominent campaigns including the one tackling drowsy driving, led by chairman Edmund King in 2018-19.

Combined, the above means the AA moves from being reactive to problems as they occur, to being more proactive, diagnostic and predictive, improving its core services while developing new products to meet new demands.

Director of fleet and SME services Stuart Thomas and Kirsty Pendleton, senior marketing manager, fleet and SME, talked to *Fleet News* about the AA's plans and priorities.

Fleet News: It's acknowledged by many fleet decision-makers and the AA that the sector is in a period of unprecedented change. What elements constitute the change?

Stuart Thomas: There's a confluence of factors coming together at the same time – economic, social and generational. So, the green agenda, the growing importance of electric vehicles and tax issues. Manufacturers always drive change and while there's plenty of doubt about the arrival in the market of autonomous vehicles, for example, it has become an agenda item. You can no longer write things off as being far-fetched because they rapidly appear around the corner.

Plus, there's an element of the 'old guard' facing

up to challenges brought by the new generation in the industry. On the other side of the equation is the current political paralysis – decisions, for example around vehicle choice, change cycles, are not being made. Yet the pace of change has increased in the last few years, people are doing a lot more with less resource, while the pace and volume of communication and data gathering has increased, along with customer expectations.

FN: As a supplier, how can you ensure your service delivery continues to improve in this environment?

ST: No one invests in the way the AA does in ensuring it meets fleets' needs. And we have the advantage of working with manufacturers and with their focus on a five-to-seven-year development cycle, so we are always preparing for their futures too. For example, we have the Key Assist service now, providing drivers with a replacement key, but soon we will need a solution incorporating their mobile phone to access a vehicle.

Kirsty Pendleton: Our consumer Driver Poll survey of up to 25,000 drivers responding each month provides a lens on the overall mood. In the example of the drowsy driving campaign in 2018-19, which highlighted the dangers of driving without adequate sleep, this led to Drivetech working with fleets on the corporate responsibility angle to tackle this.

FN: What are the challenges the AA is facing in order to stay relevant?

ST: Vehicles breakdown less and the younger generation are driving less, so the relevance of a breakdown organisation reduces. So, we're doing a lot of work in the motoring eco-structure to remain relevant. We bought Prestige Vehicle Servicing in the past year, giving AA members access to a nationwide SMR network, and just as importantly, its Unity operating system, handling authorisations, work progress management and invoicing and helping us meet customers' planned and unplanned needs. Another example is our partnership with Uber, giving its drivers access to our roadside and SMR services via the Uber Driver app.

And, finally, towards the end of 2019 we launched the recall service, acknowledging that a proportion of drivers are not responding to notices to take their car to a dealership. The AA writes to them and sends a mobile resource to their workplace to make the fix. It's not a breakdown as such, but it demonstrates the closer relationships we have with OEMs and the tripartite relationship with them, the AA and leasing company.

FN: An area of focus for the AA is in supporting fleets with EVs. How are you helping to overcome the opposition to their adoption in the fleet market?

KP: Our latest annual Operational Fleet Report showed how fleet managers had genuinely adopted them and were looking at the operational lifetime values seriously for the first time, and how their drivers were realising the benefits and the availability of charge points at their homes. And we are supporting that with DriveTech, providing EV driver training courses. Our past collaboration with Chargemaster saw fleets using its EV adoption centre. But needs analysis is essential. Is an EV right for the role? And then testing them is crucial to their acceptance. No fleet decision-maker interviewed for the report that had adopted EVs had an overall negative view of them.

FN: Are you helping to tackle range anxiety and those that run out of charge?

ST: The AA app has charging locations. But we have now made the decision not to offer a roadside charging service. We don't believe it is safe having the customer's car and our van by the roadside, so our choice is to tow the vehicle to a charging point.

FN: The AA describes itself as a technology and data-led organisation. What does this mean and how does it benefit fleets?

ST: We've moved from a service business, relying on being alerted to a problem, sending a van out and fixing it to being a business that prevents the problem. We share our fault data with OEM liaison engineers, and they can fix a problem on a production line within a few weeks. Our partnership with Intelimatics Europe gives us a market leading connected services platform, integrating with manufacturer connectivity, aftermarket hardware devices and smartphone capability, allowing us to enhance our repair capability. So we're moving away from repair on



JUDGES COMMENTS

SUPPLIER OF THE YEAR

The AA has won the fleet supplier of the year award four times in the past five years, demonstrating its outstanding performance. It has enhanced its repair capability through connected services and is focused on 'keeping customers moving' with its new hire car product 'Agile'.

CUSTOMER SERVICE AWARD

The AA goes beyond its role as a breakdown provider, getting to the heart of industry issues and raising awareness through its campaigns. It has excellent customer retention, particularly of large fleets and has invested in frontline staff to meet high service demand.

the spot to using mobile devices to diagnose and fix problems – and ultimately to predictive solutions.

Today, support could entail a relatively simple Skype call between a driver and engineer, explaining what a dashboard warning light means, to being able to predict a problem based on the usage of the vehicle and its resulting wear and tear through the AA's Business CarGenie system by providing visibility and pro-active control to fleet managers of repair and maintenance scheduling.

Tomorrow, the AA believes all vehicles will be sold with in-built connectivity, sending data to the OEMs and their partners, allowing it to send fixes to vehicles remotely. The AA has carried out trials to connect and interact with vehicles outside the UK.

Such is the focus on combining data and technology and using connected solutions that the AA claims that by 2021 all its patrols and technicians will have the ability to carry out remote resolutions for customers without having to attend them in person.

GET MORE OUT OF FLEET SOFTWARE

Maximising the impact of software has significant cost and operational benefits for an organisation. *Ben Rooth* looks at the dos and don'ts

Correctly selecting and installing fleet management software can have a marked effect on the operation of a fleet. Potential benefits include a reduction in costs and downtime, while it can also increase compliance and road safety.

"Implementing a digital fleet management system provides transport operators with a holistic view of their entire fleet," says Keith Hawker, managing director of transport at Civica.

"Not only does digital fleet software provide access to real-time, purposeful data to make business-critical decisions, it also allows organisations to spot inefficiencies, reduce the administration burden of paper records and, crucially, ensure fleet compliance."

But the opposite is the case for fleets that get it wrong. We look at how decision-makers can maximise software potential and what to avoid.

WAYS TO MAXIMISE THE POTENTIAL OF MANAGEMENT SOFTWARE...

APPOINT A 'TECH CHAMPION'

First, fleets need to appoint a named individual who takes full responsibility for developing the relationship with the software company.

Nick Walls, managing director of R2C, says: "We recommend appointing one person to oversee the project who'll become the main point of contact – a 'super-user', if you will."

"That way there's no crossed communications and your software supplier knows exactly who to contact at any given time."

IDENTIFY THE SOFTWARE'S KEY OBJECTIVES

It's the tech champion's role to work in conjunc-

tion with relevant departments – including HR and IT – to identify what the software needs to achieve.

"It's essential you identify your objectives at the start," says Martin Evans, managing director of Jaama.

"Too often decision-makers are wowed by the bells and whistles offered by the technology without consideration as to whether key objectives are met."

Peter Golding, managing director of FleetCheck, agrees, adding: "Decide first what you want the software to do."

"Fleet management software today is a highly capable tool that provides a whole range of options and many users will never need all that it offers, so it's important that you don't try to do everything."

"Initially, work with your provider to decide on your priorities and find out how to get the right output for you."

"Then allow your use of the different options to grow organically as you become more proficient and your managerial objectives develop."

WORK IN PARTNERSHIP WITH YOUR PROVIDER

According to Evans, one of the most important things a fleet can do is develop an effective partnership with its software company.

"Acquiring a fleet management software system is not like buying a tin of beans off a supermarket shelf," he says.

"Fleet decision-makers and their colleagues must feel comfortable forming a long-term business partnership with their chosen supplier to maximise operating efficiencies and support."

It is important to talk to several different providers to get a sense of what each can achieve on your behalf, says David Oliver, procurement manager at Red Bull.

SPONSOR'S COMMENT

By Martin Evans, managing director, Jaama



Effectively collecting data from multiple sources enables fleet decision-makers to obtain a holistic view of all vehicles, drivers and journeys and ensure that they make informed strategic decisions. In addition, the development of smartphone apps – for example, Jaama's 'My Vehicle App' with auto-triggering means, all information uploaded by drivers automatically updates their employer's Key2 system – ensuring the latest data is always available.

Today best practice dictates a wholelife cost approach to vehicle decision-making, but the new technological age and the arrival of 'big data' will industrialise the amount of information available to fleet decision-makers resulting in a data lake.

That means significantly more data being fed into wholelife cost calculations and driver performance records enabling more accurate determination of optimal business mobility solutions. Against that background, fleet management software is an exceptionally fast-moving world.

Therefore, it is essential that providers have the long-term strategic approach to continually enhancing their systems with new functionality to meet new ways of fleet operator working.

Acquiring an outdated system that has no means of boosting functionality to meet new requirements and working practices is, therefore, a complete waste of money in the long term.

Attempting to make decisions without data, good systems and processes in place is, for fleet decision-makers, like playing roulette with their organisation's money and legislative compliance!

The technology revolution we are witnessing enables fleet decision-makers to be more strategic than ever in their job and with less manual intervention.

The result is that industry-leading fleet management software underpins what should be unprecedented levels of operational efficiency.

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Having bespoke software
developed for your fleet
may restrict developments

“If you are not sure of all the functionality you need then ensure you get a few companies in to demonstrate their solution,” he says.

“It’s always possible there will be things you didn’t envisage needing that could be vital and become the number one priority – for example, legislative compliance linked to the Health and Safety Executive (HSE) or HMRC.”

Once these objectives have been identified, it’s the tech champion’s responsibility to communicate them to the software provider along with the data the organisation requires.

SEEK CUSTOMER TESTIMONIALS

Don’t overlook the value of learning from the experience of those fleets which have implemented similar systems: most software companies will be only too happy to point you in their direction.

Independent insight can prove invaluable and some companies are able to schedule a visit to their offices to see the system operating in a real-world environment.

“Don’t buy anything without seeing a demonstration and take up references so you can talk to other operators that have implemented the software,” says Martin Port, chief executive of BigChange.

“The supplier and support provided is as important as the software itself.”

PRIORITISE TRAINING

Once the software has been installed, it should become the tech champion’s responsibility to organise a training programme to ensure it’s utilised fully and appropriately.

David Hemsley, UK and Ireland sales manager at Chevin, says: “Many companies under-use their chosen software and this is usually due to the fact that no single person in their organisation has had sufficient training.

“In a lot of cases, individuals don’t even know where to access training and other services that could be on offer from the software vendor.”

FUTUREPROOF YOUR SOFTWARE

It’s essential fleet decision-makers consider how a system could best support future business growth and efficiency.

“The fleet industry is continually evolving and so should fleet software,” says Evans.

“A fleet’s chosen software provider must be able to deliver a highly sophisticated, modern, online system, and be fully focused on continuous product development and functionality improvements.



“IT’S ALWAYS
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NUMBER ONE
PRIORITY”

DAVID OLIVER, RED BULL

“In establishing your immediate business objectives, keep an open mind as to how additional modules in the system – and future developments – may further improve fleet operations and administration.

“Good examples of this are the ways that self-service driver and cost centre management might impact.”

Evans adds that bespoke software is not always the solution.

“Bespoking a system restricts future developments,” he says.

“Select a standard software system that can accommodate upgrades and new functionality from your chosen provider.

“If special fleet requirements must be met, your technology partner should be able to develop suitable modules to be added to the system.”

Mark Woodworth, head of logistics at tools and equipment hire services company Speedy Hire, oversaw the introduction of Jaama’s Key2 fleet management to his operation.

The software has enabled the company to integrate fleet information with its cross-company IT platform, allowing data – for example, an employee’s change of address details – to be updated in real-time with no requirement for input duplication.

“Cost management is crucial to Speedy Hire so being able to benefit from system enhancement inclusive in the annual fee is a major benefit given it helps with budgeting,” says Woodworth.

“Key2 has enabled the implementation of a single system to manage all fleet, driver and journey-related data, vital for ensuring compliance and efficient management of a fleet our size.

“The system enables bespoke reports to be scheduled so delivering huge time savings with no requirement to search for information.”



TOO OFTEN WE
SEE TENDERS
THAT ARE NOT
FOCUSED ON THE
FUNCTIONALITY OF
THE TECHNOLOGY

MARTIN EVANS, JAAMA

WHAT TO AVOID WHEN INTRODUCING FLEET MANAGEMENT SOFTWARE...

ISSUING IRRELEVANT TENDER DOCUMENTS

Jaama's Evans says the most common mistake occurs when fleets initially issue tenders to software providers.

"It's critical to ensure the tender document is relevant," he says. "Once fleet managers understand what they want to achieve then the questions should be written to ascertain whether the potential supplier is capable of providing a solution that will meet their aspirations."

"However, too often we see tenders that are not focused on the functionality of the technology."

"I would like to see organisations using internal fleet and software expertise or an external consultant to compile a 'requirements list' which forms the bulk of the tender document."

"The software obviously needs to meet fleet requirements, but, as importantly, fleet operators need to believe they can work with the supplier."

OVERLOOKING AREAS OF THE FLEET THAT NEED CHANGING

It's important that fleet decision-makers identify any areas that they want to change – as well as the reasons for this – before contacting the software company.

Martin Port adds: "Operators are often stuck with systems that are not always adaptable and prove very costly to customise, so make sure the software is flexible and can do everything you need. More modern systems developed around the latest cloud technology and mobile apps win here."

OVERLOOKING IMPORTANCE OF EMPLOYEE BUY-IN

If new fleet management software is to prove effective, then ensuring colleagues are on board is essential.

"It's critical to obtain buy-in from the employees who are ultimately going to be using the system," says Evans.

"This should be done from the start to utilise their knowledge and experience to ensure the chosen technology is fit for purpose and avoid them believing that the software change has been imposed on them, which could mean the expected benefits are not achieved."

OVERLOOKING THE IMPORTANCE OF DATA

FleetCheck's Golding stresses the importance of "getting the data right" and then keeping it secure.

The amount of data provided to fleets has increased exponentially in recent years and is expected to continue to rise through developments such as connected car technology.

Consequently, it's essential to identify where relevant data is held, what problems disparate data locations will have and how the new fleet system's data will be initially loaded. You also need to be sure your systems are compliant with GDPR.

"Fleet management software is only as useful as the accuracy of the data it is given to process," says Golding.

"Poor data inevitably means poor decisions and users who don't spend time ensuring that the information being imported and inputted into their software is of a high quality will get compromised results."

"There is also a temptation to try to use it all, but doing so can leave you flailing in the face of a rising tide of information."

Red Bull's Oliver echoed this sentiment, adding:

"Always ensure you know who owns the data."

"In the event you build up an impressive and useful database on your fleet, make sure you have the right to export it in the future should you wish to change provider."

"Who is hosting it and how good is the uptime? You need to know that when you log on, the chances of software maintenance or bug fixes are low or done in the dead of night."

"How safe is your data? Once you share potentially sensitive information it's no longer in your control so make sure your IT team has a chance to approve this process."

OVERLOOKING THE IMPORTANCE OF COMPLIANCE

Ensuring compliance is an essential challenge that all transport operators face – it is also one of the key criteria placed on fleet management systems.

"Fleet managers should be thinking about how quickly they would be able to respond to a request around what information they hold on an individual," says Civica's Hawker.

"Information must be easily accessible at any time, so implementing infrastructure to enable this is important."

"Managers also need to ensure they can quickly and easily remove or anonymise data if required and requested from any part of the business."

"There's no denying that issues around data sensitivity are a common mistake to make. However, having the right procedures in place will bring many advantages in terms of data insight, which will allow fleet managers to provide a better service."



THE NEW WAVE

Your business will have to ride the wave of change coming in powertrain and mobility technology, and **Chevin's** cutting edge **FleetWave** software solution will help you do it.

The new decade will bring changes to fleets, the like of which have never been seen. Moving to electric powertrains and associated networks, a shift in usership and the ability to manage your fleet in real time has the potential to be transformative, but also hugely disruptive if not implemented properly.

So how does a fleet ensure that the revolution is a smooth, ordered one, and not chaotic and costly?

"New technology needs proven technology such as FleetWave to ensure that when decisions are made, they are not plucked from thin air. Sifting, pinpointing and then analysing data means business can plan strategically and with real insight," says Ashley Sowerby, managing director of Chevin Fleet Solutions.

MOBILITY

In order to make the change to electric and other mobility

solutions, a business must understand its current operational requirements and how EVs can be applied, or not, to those needs.

FleetWave offers complete analysis of every vehicle, allowing precise, targeted application of new technologies, identifying where they will work, or not. Analysing capability, wholelife costs, mileage profiles and utilisation for each vehicle, FleetWave's fleet performance management systems and granular reporting will create compelling cases and accurate data to back up your planning and decision-making.

MANAGEMENT

Managing driving and drivers is not getting easier. Increasing regulatory compliance, busier roads, more delays and fines, and increased administration as new initiatives such as clean air zones are rolled out, are all contributory factors.

Then there are alternative methods of travel, such as rental, public transport or even virtual journeys. How do you quantify what is the most efficient choice for your business?

Fleets need to keep on top of this heavier burden and react to new developments. FleetWave

FleetWave

Providing access, analysis and control over your fleet, and drivers.



Alerts and reminders



Sorting and filtering data



Report builder



Web-based access



Flexible dashboards



API & integration



helps manage this, offering customisable solutions which give you the ability to track and trace the myriad of disparate inbound and outbound costs and compliance procedures, providing simple, clear access to all data and records.

It allows you to see what's happening to your vehicles and drivers, and the ability to tailor requirements to ever-changing conditions and new schemes impacting on operations.

MAINTENANCE

The next few years will see technology radically alter the way vehicles are looked after. Connectivity means cars, vans and trucks will send huge amounts of data about their status, which means you will be able to schedule maintenance and predict when issues might occur – transforming the utilisation level of your fleet.

In order to enact this, you need a management platform to handle the flow of data, make sense of it and keep it secure. FleetWave is proven to do this already, with reporting, audit and scheduling software that can manage the increased demand.



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LEASING DEMAND RISES IN SECOND HALF OF 2019

Confidence returns to market but not all manufacturers benefited, *reports Stephen Briers*

A strong second six months lifted contract hire and leasing registrations to a small year-on-year rise of 0.9% in 2019, as business and company car driver confidence gradually returned to the market.

The publication of new benefit-in-kind (BIK) rates (due to be ratified by the Chancellor in his first Budget in March, see page 13) for the three tax years to 2022/23 provided the much-needed fillip. Q3 leasing sales – which included the September plate-change month – rose by 3.1%; Q4 was even stronger, up 4.1%. It followed reversals in both Q1 (-1.2%) and Q2 (-1.8%), according to official figures from Society of Motor Manufacturers and Traders.

Biggest growth in the final three months of 2019 came in the fleet captive market, typically cars registered by manufacturers for their own staff schemes, which were up 14% after running flat for the majority of the year.

It piled more than 3,200 additional cars into the market, with BMW (459), Dacia (281), Kia (356), Land Rover (232), Mercedes-Benz (595), Nissan (515), Škoda (341), Subaru (240) and Volvo (439) accounting for the lion's share of the growth.

Also up year-on-year (YOY) were Motability (although registrations tailed off in Q4 after a strong Q3) and rental (up 3% after rising in three of the four quarters – Q3 was the exception).

While leasing nudged up, the other component of true fleet – fleet other – fell by 12.6% YOY although the rate of decline in Q4 shrank to 4.5%, the only quarter not to plunge by double digits. Fleet other and private were the only two sectors to decrease volumes in 2019, the latter down 3%.

DIESEL DROP

Manufacturer fortunes ebbed and flowed with the strength of new product and emissions-busting engines – half of the top 10 saw true fleet sales fall YOY. Those offering viable alternatives to diesel enjoyed robust demand as the much-maligned fuel saw its total fleet market share fall from 39% to 33%.

Its share of the core fleet market, where daily mileage is higher and often in non-urban environments, still exceeds 50%, but the drift away from diesel seems terminal, despite manufacturer assertions that the latest Euro 6 units offer greatly reduced emissions.

Top 10 true fleet 2019 vs 2018				
1	Mercedes-Benz	79,882	[-4.2%]	
2	Volkswagen	75,576	[-3.2%]	
3	BMW	62,124	[-12%]	
4	Audi	58,610	[0%]	
5	Ford	41,574	[-17.2%]	
6	Kia	36,527	[-4.7%]	
7	Toyota	34,289	[13.9%]	
8	Škoda	29,618	[5.7%]	
9	Hyundai	29,561	[2.4%]	
10	Volvo	27,963	[6.2%]	

Top 10 rental 2019 vs 2018			
1	Vauxhall	37,057	[-5%]
2	Ford	24,382	[13.7%]
3	BMW	17,114	[12.2%]
4	Renault	14,415	[6.7%]
5	Mercedes-Benz	13,468	[12.5%]
6	Volkswagen	12,504	[-9.3%]
7	Hyundai	10,503	[-24.3%]
8	Kia	10,374	[7.6%]
9	Peugeot	9,513	[13.8%]
10	Nissan	9,302	[69.5%]

Hence, electric/hybrid pioneer Toyota saw a 13.9% rise in true fleet sales, to 34,289, while sister brand Lexus leapt 28% to 7,124.

Hyundai, with the e-Niro boosting environmental credentials established by the Ioniq, rose 2.4%, while Volvo, which dropped the diesel engine on the new S/V60 (fleet sales up 35%) as part of its strategy to stop selling diesel on new model launches, raked in an additional 1,635 true fleet registrations for a 6.2% rise.

Sizeable Q4 declines in leasing and fleet other for BMW saw its full-year true fleet registrations drop by 8,500 to 62,124 (-12%), despite a 32% rise in i3 fleet sales over the 12 months. Some of the

VOLKSWAGEN'S DIESEL PERFORMANCE WAS UNCHANGED – AN INDICATION ITS 'DIESELGATE' WOES MAY BE OVER

gaps were filled with rental (up 12% – although Q4 fell 11%) and fleet captive (up 16%), but also the private sector, where the company was buoyed by a 7.8% rise.

Nevertheless, it goes into 2020 with “huge optimism” and an order bank “significantly healthier” than last year, according to Rob East, BMW general manager, corporate sales. He described 2019 as “a year of two halves”. H1 was “really challenging and market and production transition-led”, while H2 was “much more favourable”.

East says: “We are looking at new sales channels – we want to be more active in the luxury chauffeur market and in public sector, where we have been relatively cautious.

“But we will continue to manage the customer versus no customer channels for a balanced approach. We have tried to reduce that push activity, especially demos, and robustly manage our rental volume which is important for our residual value (RV) position.”

BMW was by no means the only German manufacturer to see fleet demand dampened among leasing and end user fleets.

Big fourth quarter drops in both true fleet categories for Mercedes-Benz resulted in a 4% reversal, although over the year, contract hire and leasing was up 3%. Mercedes made a big surge into Motability, with registrations up 36% to 11,468, while rental increased 12% despite a significant 58% withdrawal in the fourth quarter.

Audi was flat in true fleet, although leasing dipped while fleet other increased. It also cut rental by 14% or 625 units, despite a late-year burst of 1,334 units, a rise over Q4 2018 of 889%.

Meanwhile, Volkswagen fell by almost 2,500 units, or 3.1%, to 75,576 although it remains the

LCV MARKET GROWTH



While Vauxhall faced a difficult time in the fleet sector for cars, its vans had a healthy 12 months.

All three products contributed to a near-50% rise in fleet registrations, from 19,689 to 29,528. Combo has been a huge success story: in December alone, it almost matched the entire 2018 sales. Over the full year,

Top 10 LCVs			
1	Ford	104,874	[-7.5%]
2	Volkswagen	34,184	[-1.1%]
3	Vauxhall	29,528	[+49.9%]
4	Peugeot	29,446	[-2.6%]
5	Mercedes-Benz	24,057	[+15%]
6	Renault	17,918	[+16.3%]
7	Citroën	17,650	[+6.7%]
8	Nissan	12,168	[-4.3%]
9	Toyota	8,349	[-4.3%]
10	Mitsubishi	6,484	[+12.8%]

Combo was up 646%, or 9,561 units from 1,480 to 11,041, Vivaro rose 2% and Movano was up 32%. Vauxhall moves from fifth to third in the sales table.

The total van fleet market increased 2.6% last year to 294,332 units. Ford accounted for more than a third of the market, at 104,874, although its volumes were down 7.5% YOY due to reversals by Transit, Transit Custom and Connect.

Fiestavan, launched at the start of the year, was a ray of light, with 1,900 sales in a sector it pretty much has to itself since Vauxhall discontinued the Corsavan.

Half of the 10 biggest van manufacturers increased registrations last year – among them Mercedes-Benz, up 15% on the back of Vito and Sprinter, Renault (up 16% thanks to Kangoo, Trafic and Master) and Citroën (up almost 7% with Dispatch and Relay the stars). Mitsubishi, not a typical van maker, continues to keep Fiat Professional out of the top 10, with strong performance for the Shogun Sport Commercial, Outlander PHEV Commercial and L200 pushing sales up almost 13% to 6,484.

biggest true fleet manufacturer.

Interestingly, while fleet diesel registrations fell by almost 16%, Volkswagen's diesel performance in fleet was unchanged YOY – an indication that its 'dieselgate' woes may be over when it comes to buyer demand.

Vauxhall continued to take the knife to its rental sales, reducing volumes by 60% in Q4 to leave it with a full-year reduction of 5%.

Groupe PSA ownership has transformed Vauxhall's profile in the new car market. In 2018, Vauxhall's retail-to-fleet ratio was 25:75; last year it was 40:60, as private registrations soared by 42%/19,421 units. True fleet followed a different path, with a 54%/30,510-unit reduction, caused by Astra, Insignia, Mokka and Zafira Tourer.

Despite Vauxhall's reduction in rental YOY, it remains the biggest supplier in the market with rental accounting for 23.2% of its total volume.

RENTAL ON THE UP

With rental accounting for 9% of the entire market, several manufacturers are, like Vauxhall, – exceeding this ratio.

SPONSOR'S COMMENT

By Jon Lawes, managing director, Hitachi Capital Vehicle Solutions



Despite an overall drop in fleet sales in 2019, we can be encouraged that 2020 will be a positive year with more regulatory

stability and clarity of choice that will make a real difference to the current market.

December was a positive month for light commercial vehicles, as the market grew by 7.8% and was up 2.4% for the full year. The SMMT accredit this to an easing of regulatory changes and the attraction of new models on offer.

While we can recognise 2019 was a tricky year for fleet managers to navigate with uncertainty on clean air zone legislation and a lack of supporting infrastructure, we did see alternatively fuelled vehicles (AFVs) take a record 7.4% of the market share, highlighting the demand from businesses and consumers alike to move towards greener options.

This is likely to continue to grow as manufacturers meet these demands by bringing more efficient, less polluting electric and hybrid models to the market. We are already seeing growth for manufacturers thanks to the arrival of fully electric models, with MG Motors having a stand-out year for sales performance, boosted by the MG ZS EV, and Tesla reporting record sales growth driven by the popularity of the Model 3.

With hybrids continuing to dominate the AFV sector with a 17.1% increase, it will be exciting to see the impact that new models and developments in infrastructure will have on future registrations.

Hitachi Capital (UK) PLC
Vehicle Solutions

CAR REGISTRATIONS FULL YEAR 2019

Captives:
120,992
(2.8%)

Motability:
230,357
(6.3%)

Fleet other:
354,806
(-12.6%)

Leasing/
contract hire:
400,112
(0.9%)

True fleet
(fleet other
and leasing):
754,918
(-5.9%)

Rental:
210,774
(3%)

Private:
994,099
(-3%)

Total:
2,311,146
(-2.4%)

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TODAY'S FLEET: FLEET SALES ANALYSIS

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FLEET REGISTRATIONS: FULL YEAR 2019

	Fleet Captive			Fleet Motability			Fleet Other			Leasing/Contract hire			Rental			Total		
	YTD	YTD LY	%	YTD	YTD LY	%	YTD	YTD LY	%	YTD	YTD LY	%	YTD	YTD LY	%	YTD	YTD LY	%
Ford	15,943	13,901	14.7	36,286	37,896	-4.2	27,819	32,814	-15.2	13,755	17,399	-20.9	24,382	21,435	13.7	236,137	254,082	-7.1
Volkswagen	10,612	11,394	-6.9	21,917	17,520	25.1	24,371	27,739	-12.1	51,205	50,305	1.8	12,504	13,783	-9.3	200,771	203,133	-1.2
Mercedes-Benz	10,329	9,964	3.7	11,468	8422	36.2	39,826	44,564	-10.6	40,056	38,848	3.1	13,468	11,976	12.5	171,823	172,238	-0.2
BMW	16,937	14,601	16.0	11,191	13,662	-18.1	19,224	23,765	-19.1	42,900	46,875	-8.5	17,114	15,247	12.2	169,753	172,048	-1.3
Vauxhall	6,988	9,111	-23.3	25,010	27,320	-8.5	7,296	37,400	-80.5	18,411	18,816	-2.2	37,057	39,004	-5.0	159,830	177,298	-9.9
Audi	13,641	13,660	-0.1	5,804	4,290	35.3	21,125	19,995	5.7	37,485	38,576	-2.8	3,757	4,382	-14.3	138,924	143,739	-3.3
Toyota	2,176	1,643	32.4	9,752	7,892	23.6	20,954	18,404	13.9	13,335	11,699	14.0	8,419	8,302	1.4	105,192	10,1922	3.2
Kia	2,184	1,907	14.5	10,899	9,123	19.5	15,363	14,911	3.0	21,164	23,430	-9.7	10,374	9,641	7.6	97,323	95,764	1.6
Nissan	2,129	1,117	90.6	18,680	20,119	-7.2	18,795	23,016	-18.3	8,572	7,780	10.2	9,302	5,487	69.5	92,372	102,637	-10.0
Hyundai	619	2,038	-69.6	12,793	10,870	17.7	14,956	13,951	7.2	14,605	16,346	-10.7	10,503	13,879	-24.3	83,284	89,925	-7.4
Peugeot	1,039	653	59.1	11,553	8,929	29.4	9,802	11,462	-14.5	10,111	11,058	-8.6	9,513	8,357	13.8	80,851	81043	-0.2
Land Rover	6,836	6,300	8.5	0	0	-	14,287	13,327	7.2	11,667	11,646	0.2	5,413	5,854	-7.5	76,546	77,906	-1.7
Škoda	6,135	5,799	5.8	3,577	4,504	-20.6	11,901	12,853	-7.4	17,717	15,168	16.8	5,983	5,382	11.2	75,053	74,724	0.4
Seat	3,551	3,941	-9.9	11,695	7,371	58.7	8,130	6,946	17.0	18,888	16,353	15.5	1,548	2,196	-29.5	68,798	62,863	9.4
Mini	4,248	5,112	-16.9	4,056	3,117	30.1	7,430	7,831	-5.1	8,625	9,086	-5.1	3,638	3,566	2.0	64,884	67,021	-3.2
Renault	568	377	50.7	7,609	9,235	-17.6	8,573	8,227	4.2	5,369	3,559	50.9	14,415	13,505	6.7	59,132	62,168	-4.9
Volvo	2,493	1,977	26.1	1,636	1,452	12.7	9,563	8,309	15.1	18,400	1,8019	2.1	6,920	6,358	8.8	56,208	50,319	11.7
Citroën	723	1,127	-35.8	8,195	5,584	46.8	7,802	7,339	6.3	6,792	7,242	-6.2	6,569	5,428	21.0	50,806	49,618	2.4
Honda	4,547	4,803	-5.3	3,975	5,655	-29.7	8,966	16,431	-45.4	4,251	1,396	204.5	748	262	185.5	43,913	52,570	-16.5
Mazda	1,068	1,000	6.8	2,637	2,574	2.4	7,348	7,212	1.9	5,637	4,856	16.1	150	320	-53.1	40,148	39,602	1.4
Jaguar	3,042	3,862	-21.2	0	0	-	5,568	5,925	-6.0	7,201	7,502	-4.0	2,406	2,226	8.1	36,069	37,019	-2.6
Suzuki	603	753	-19.9	3,738	4,769	-21.6	7,307	8,042	-9.1	3,920	2,938	33.4	0	0	-	35,065	38,519	-9.0
Fiat	96	99	-3.0	944	1,297	-27.2	9,577	10,452	-8.4	3,054	3,185	-4.1	1,703	3,229	-47.3	29,890	35,652	-16.2
Mitsubishi	0	1	-100	2,980	2,192	35.9	4,067	5,043	-19.4	5,084	6,957	-26.9	795	1,815	-56.2	16,199	21,156	-23.4
Lexus	721	485	48.7	0	0	-	3,798	3,172	19.7	3,326	2,369	40.4	413	176	134.7	15,713	12,405	26.7
Porsche	612	469	30.5	0	1	-100	3,530	1,944	81.6	403	178	126.4	3	1	200	15,257	12,437	22.7
MG	399	15	2560	1,147	68	1,586.8	3,166	1,700	86.2	78	632	-87.7	1,498	795	88.4	13,075	9,049	44.5
Jeep	159	128	24.2	1,463	1,762	-17.0	1,277	1,347	-5.2	734	532	38.0	526	360	46.1	6193	6,114	1.3
Alfa Romeo	119	172	-30.8	85	35	142.9	918	1,035	-11.3	938	1,140	-17.7	132	137	-3.6	3,413	4,162	-18
Total																256,687	52,702	1.4

10.3%, after volumes went up 13.7%. It was one of just two channels to register an increase – captive was the other – as true fleet fell by 8,639 to 41,574, primarily due to a 21% drop in contract hire and leasing.

Sister companies Kia and Hyundai both have a significant presence in rental, although their strategies put them on different paths. Hyundai cut more than 3,000 units from rental, a 24% reduction, although it still accounted for 12.6% of total volume. Kia registered a 7.6% rise in rental, which now accounts for 10.6% of its UK business.

Nissan took action to reduce its Q4 rental sales by 33%, but still ended the year up 69.5%, from 5,487 to 9,302. As a share of total volume, rental

has almost doubled, from 5.3% to 10%. Private, fleet other and Motability were also down, contributing to the 10% total market drop.

A near doubling of captive and a 10% surge in leasing were not enough to plug the hole.

RESIDUAL IMBALANCE

With daily hire/rental cars typically returning to market between nine and 12 months, manufacturers with a heavy reliance on the sector are always at risk of creating an imbalance on RVs should the process not be managed effectively.

Rupert Pontin, director of insight at Cazana, the automotive insights provider, explains: "The rental market is sometimes referred to as a

necessary evil. The need to keep new car production moving can often result in large volumes of cars hitting the used car market at the same time.

"This can depress values for short periods, but it does not just impact the late-plate market.

"Real-time retail-driven insight highlights that these instances can impact older cars as well. It is not uncommon to see the drop in pricing on the late-plate sector rippling through to affect ex-fleet and contract hire cars as they defleet into the used car market.

"This highlights the need to plan remarketing strategies carefully to minimise potential damage to RVs across all age and mileage profiles."

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BOARDS NEED TO WISE UP TO ROAD RISK RESPONSIBILITIES

Six in 10 have no idea how many staff drive for work. DfBB's *Simon Turner* says this needs to change

Managing fleet risk doesn't always get the support from senior leadership that it deserves, with fleet managers often saying their board of directors don't fully understand their responsibilities or their duty of care in this vital area of occupational health and safety.

Data from our Driving for Better Business (DfBB) online risk assessment shows that boards claim to understand their responsibilities in fewer than two thirds of organisations, meaning more than a third don't. This is also a self-declaration that could be misinformed. Research done by DfBB earlier in 2019, for instance, highlighted that 60% of board directors had no idea exactly how many staff in their organisation drove for work. Worryingly, more than half of boards (53%) thought grey fleet wasn't even the company's responsibility at all.

Boards need to wise up quickly to this for three reasons:

- 1 The risk is real. The rail industry suffered 20 workplace fatalities in the 10 years to 2019 – and half of them were on the road. Smaller businesses regularly suffer numerous incidents that, even if they don't result in injury, can cause significant business disruption.
- 2 The modern world doesn't suffer inefficient working practices easily, whether you run a business trying to make a profit, or a public sector organisation under budget pressure. Fewer than half of boards (49%) understand the true business costs of collision damage and poor management of those who drive for work.
- 3 We are increasingly seeing the best employers focusing on benefits linked to staff wellbeing and sustainability. The recruitment and retention of high quality millennial staff, for instance, is often not driven primarily by money. A good package is obviously still important but so is being valued and well treated, as is feeling proud to work for an employer that takes its environmental responsibilities seriously.

Back in May, DfBB hosted the Private Sector Summit at McLaren Automotive's new Thought Leadership Centre. Martin Temple CBE, chairman of the Health and Safety Executive (HSE), the UK's workplace safety regulator, asked the 150 senior business leaders present how often they discussed work-related road safety at their board meetings.

Only 3% said they never discussed it with 32% saying they did so occasionally and a further 7% who did discuss it, but only after an incident. Well over half said they discussed the issue at board meetings regularly (36%) or always (22%).

Temple then went on to explain why this was so important: "Can it be right that a driver is the only person held to account in the transport chain?" he asked.

"Is it right to pass on responsibility or neglect of duty of care to others?"

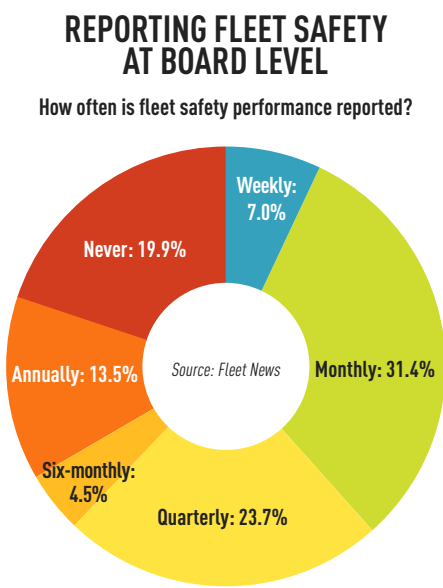
"We have the powers to go up the chain of activities to bring to account those people and organisations who put drivers and the public at risk by the unreasonable conditions they impose on their drivers."

With the majority of employers now taking this issue seriously at board level, and the HSE making it clear where responsibility lies, it is surely time for those who don't take it seriously to start playing catch-up.

We asked more than 150 *Fleet News* readers to tell us a little more about how they reported information to the board and how often fleet safety performance gets discussed at board level.

More than three in 10 (31%) stated their boards discuss fleet safety every month with 7% going even further and saying they report the information weekly to their directors. Almost another quarter (24%) report quarterly, which is fine, too.

Many fleets find it more efficient to build a quarterly claim reporting system with their fleet insurers or brokers, which will help identify the most common types of incident, which can then be built into the main board report.



REPORTING FREQUENCY

A handful (4.5%) reported every six months. This may be OK depending on the fleet size – for a small business with very little fleet activity, a mid-year review may well suffice. However, a third said they only reported annually (13.5%) or not at all (20%). Boards that only consider this data annually should really look hard at whether this is enough to highlight and deal with any problematic trends in a timely way. The more frequently you monitor and report, the more chance you'll have of spotting and acting on trends.

But what should be reported and why? Incidents, obviously.

We asked our fleets which sets of data they reported to their boards. Almost three-quarters said they reported numbers of incidents to the board, but does that really mean that a quarter of businesses don't make their directors aware when a company vehicle has been involved in a collision? A named director must own the organisation's Driving for Work policy so that person should, at the very least, want to see incident details so they can understand if the policy content is up to the job and communication of the policy to drivers is effective.

Incident ratios and frequency rates such as collisions per vehicle, per driver, or per million miles are common and highly useful additions to this data, especially where businesses are growing rapidly or fleet size fluctuates, as it helps provide a consistent view over time, yet only four in 10 fleets look at the data in this extra detail.

When discussing incidents at board level, our respondents also looked at the following:

COLLISION REPORTING

Interestingly the highest area of attention was given to outcomes from concluded incident investigations inferring most employers are keen to learn from incidents to ensure they don't happen again. However, slightly more disappointing was the fact that fewer than four in 10 claimed to look at whether work processes or scheduling might have contributed to the incident.

If true, then this is something to which the organisations should pay more attention. If a contributing factor to a collision involved the driver breaking the speed limit, or using their phone, or driving a poorly maintained or overloaded vehicle, then why did company procedures allow that to happen? Learning all the lessons possible from the available information is a key part of meeting duty of care requirements.

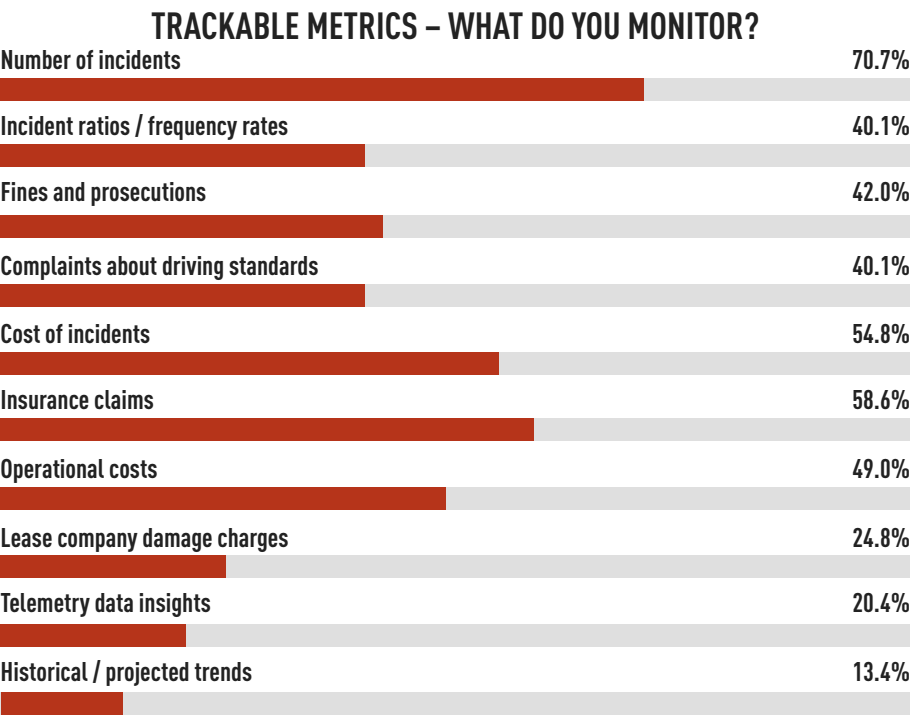
Only 38% of companies looked at the indirect costs of collisions, such as vehicle off road (VOR) time or staff absence. If you have trouble getting board engagement in managing work-related road safety then this is one of the key areas for battle. The cost and disruption associated with VOR is one of the key efficiency concerns for fleets.

Building on this theme, there appears to be scope for many fleets to dig deeper into the costs for board reporting.

Just over half of fleets (55%) discuss the costs of incidents yet only a quarter look at the costs of damage charges passed on from leasing companies when the vehicles are deflected at end of term. This can be hidden because it often isn't directly linked to driver management. However, if this is a significant sum, it could indicate some valuable room for improvement in your vehicle checks and reporting procedures so these get highlighted early, rather than missing an opportunity to nip it in the bud and better manage persistent offenders.

TRACKABLE METRICS

More than half (59%) of organisations discuss the impact on fleet insurance costs, yet fewer than half (49%) discuss operational fleets costs, which can be even higher. Tyres, maintenance, servicing, etc often just get marked down as the cost of doing business but these costs can easily run out of control, and this is where telematics can also be used to help. A fifth of fleets surveyed actively



discuss their fleet telematics data at board level to see what impact it has on the organisation's risk and efficiency profile.

DfBB was founded more than 12 years ago on just this premise – that the way to get boards to take work-related road safety seriously was to engage them with case studies demonstrating the business benefits that come from managing it well.

Previously, those benefits have usually focused around efficiency and cost control. Now, however, it is increasingly common for fleet safety to be managed well because of the benefits it can deliver in support of an organisation's sustainability strategy and to reduce environmental impact.

SUSTAINABILITY

There is a fast-growing move toward managing a whole staff mobility programme that is both safe and sustainable, rather than simply managing fleet safety. This looks at ensuring the organisation's

“NOW THAT THE HSE HAS MADE IT CLEAR WHERE RESPONSIBILITY LIES, IT IS SURELY TIME FOR THOSE WHO DON'T TAKE IT SERIOUSLY TO START PLAYING CATCH-UP”

people make the most efficient use of travel options, and minimise the environmental impact of business travel.

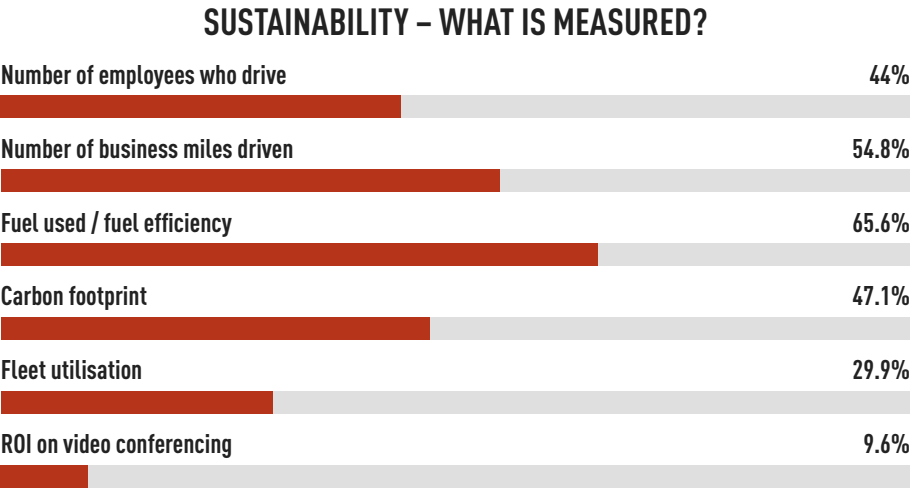
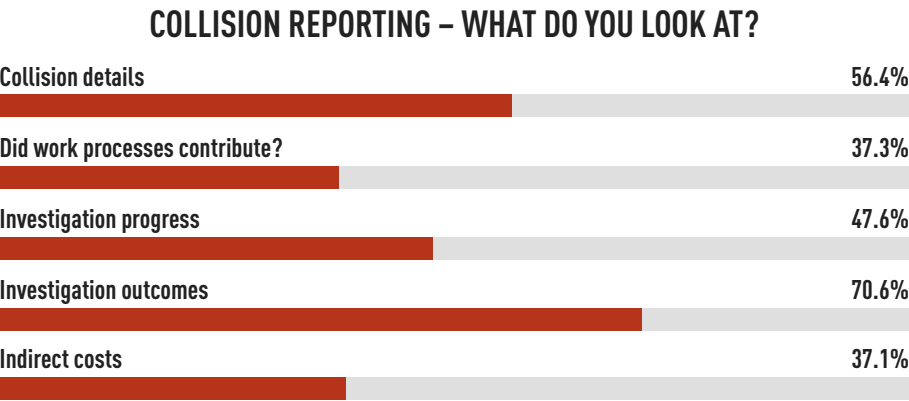
It, therefore, encompasses traditional company managed fleets but also looks at grey fleet, public transport, car clubs/rental and even video conferencing.

One company that manages mobility well is the latest DfBB Champion, Mott MacDonald. Its case study shows this approach has allowed it to reduce the number of staff required to drive for work by a third and the number driving more than 20,000 miles per year by in excess of 90%.

Also, the environmental benefits have been considerable: total mileage down by 45%, fuel use down by half and CO2 down 1,500 tonnes compared with five years ago.

Most directors want to know how to improve the efficiency and productivity of both their organisation and their people.

Hopefully, understanding how other fleets report their fleet safety performance will help you ensure your own reports and interventions get their full attention and support.



VAUXHALL CORSA

Once on the open road this model proves itself a real contender to the Ford Fiesta

By Matt de Prez

The first product to emerge from Groupe PSA's ownership of Vauxhall is the all-new fifth-generation Corsa. Based on the same platform as the new Peugeot 208, the Corsa is about as far from its predecessor as it could get. The new car has much sharper looks and comes with a range of much more efficient engines – including an all-electric version. It's not the first time a Vauxhall has shared DNA with its French parent. The Grandland X and Crossland X demonstrate what PSA and Vauxhall can produce when they work together though they were before the merger. This time, Vauxhall had no choice but to use the family platform. The car's development was already well under way when PSA took over, with all the initial work binned and the project re-started.

As the Corsa is the brand's best-selling model – by a considerable margin – its success will be a big test of the partnership. Vauxhall says the new Corsa is more than just a re-badging exercise and, while the Corsa and 208 are quite obviously related, there are several key differences. Inside, the Corsa has steered clear of Peugeot's futuristic i-cockpit approach, instead providing a more conventional set-up. It is easy to get comfortable in the Corsa, with its normal-shaped steering wheel and instruments where you'd expect them to be, unlike Peugeot's layout. The pedals sit a little far forward to suit taller drivers, but this can be resolved to a point by using the steering column's lengthy reach adjustment. Peugeot's infotainment system has been dropped straight in, offered with a seven-


10-inch touchscreen. The Corsa features separate climate controls for easier use on the move but this creates a weird – and unnecessary – conflict whereby the larger screen is flanked by two black bars displaying the cabin temperature, which is also shown on the climate control's own display. The system isn't particularly slick either, with a dated feel to the user interface and slow response from the touchscreen. Elsewhere in the cabin you can expect an array of hard, cheap-feeling plastics and not much excitement. There is plenty of space up-front, although the rear is a little tight, and the seats are comfortable. The night-and-day difference is to be found once you reach the open road. Unlike the benign feel that has plagued pretty much every previous Corsa, the new version feels agile and responsive. The new Corsa is up to 10% lighter than its



	FLEET PICK 1.2 Turbo 100 SE Nav	ENTRY LEVEL 1.2 75 SE	DIESEL 1.5 Turbo D SE Nav
SPECIFICATIONS			
P11D Price	£16,905	£15,365	£18,115
CO ₂ emissions (g/km)	96	93	85
Monthly BIK tax (20%)	23%/£64	22%/£56	26%/£78
Fuel efficiency (mpg)	52.3	53.3	70.6
Fuel cost (ppm)	10.9	10.7	8.3
Annual VED	£130 then £145	£130 then £145	£130 then £145
Class 1A NIC	£537	£466	£650
Residual value (4yrs/80k)	£3,775/22.3%	£3,375/22%	£3,775/20.8%
AFR (ppm)	12	12	9
Running cost (4yrs/80k)	31.0ppm	29.4ppm	30.5ppm


RIVALS

RIVALS




FORD FIESTA

1.0T 95 Trend Nav



VOLKSWAGEN POLO

1.0 TSI 95 SE



PEUGEOT 208

1.2 100 Active

SPECIFICATIONS

P11D Price	£17,110	£16,775	£17,165
CO ₂ emissions (g/km)	94	105	97
Monthly BIK tax (20%)	22%/£63	25%/£70	23%/£66
Fuel efficiency (mpg)	64.2	50.4	53
Fuel cost (ppm)	8.9	11.3	10.7
Annual VED	£130 then £145	£150 then £145	£130 then £145
Class 1A NIC	£519	£579	£545
Residual value (4yrs/80k)	£4,325/25.3%	£4,675/27.8%	£4,625/27%
AFR (ppm)	12	12	12
Running cost (4yrs/80k)	28.8ppm	29.2ppm	29.8ppm

predecessor, shedding more than 100kg. This gives improved efficiency, along with better performance and handling. It's no longer like a mini-MPV. The Corsa is now a proper contender against class-leading models such as the Ford Fiesta. The Peugeot engines inject a new lease of life into the car. The 1.2-litre 100PS unit is expected to be the most popular, promising 50mpg and CO₂ emissions of 96g/km. Performance is strong, for a small car, with 0-60mph dispatched in less than 10 seconds and power transmitted through a slick-shifting six-speed manual gearbox. There is also an eight-speed auto exclusively available with this engine. A single diesel engine serves up 102PS and promises up to 70mpg, making it a good choice for those covering higher mileages. It also has the lowest emissions, pushing out 85g/km. During our test we achieved north of 65mpg. Both engines are quiet and offer similar levels of performance. An entry-level 75PS petrol motor completes the combustion engine line-up, while the all-electric Corsa – complete with a 205-mile range – will launch this year. The model line-up starts with SE, priced from £15,550 on-the-road. Equipment includes LED

headlights, seven-inch touchscreen, autonomous emergency braking, lane-keeping assist, alloy wheels, Bluetooth and digital radio. SRI models (£18,700) include a Sport switch, which adds weight to the overly-light steering and improves the engine note with a sound generator. It also gains rear parking sensors and a host of sportier styling tweaks. Both models can be enhanced with two option packs. Nav (£740) brings sat-nav and Premium (£780) introduces heated front seats and steering wheel, and automatic headlight control. The Corsa Elite (£18,990) is fitted with the larger 10-inch touchscreen plus sat-nav, blind spot monitor, rear view camera and electric folding door mirrors. At the top of the range, the Ultimate (£25,990) has leather upholstery, matrix LED headlights, keyless entry and adaptive cruise control. Prices are cheaper than the equivalent Ford Fiesta by a significant margin, although higher running costs – mainly affected by poor residuals – bring things broadly in line with rivals. While it lacks the excitement of the 208, the drivability of the Fiesta and the premium feel of a VW Polo, the Corsa is not significantly behind any of its rivals in any of those departments – making it a great all-rounder.



THINKING CAP

By Martin Ward, Cap HPI manufacturer relationships manager

This month... A neighbour took delivery of a new 69 plate mid-size SUV – nothing fancy, but a good choice. He couldn't wait to show me his new pride and joy, in a nice shade of grey. While sitting in the passenger seat, I noticed it had not only a proper cigarette lighter with metal circles in the end, but also an ashtray with an embossed image of a smoking cigarette. It was like stepping back in time and getting into a Ford Cortina! I have driven plenty of new cars in recent years, and if they've had an ashtray and cig-lighter I haven't noticed. Nowadays it's just normally a power outlet with a piece of plastic with 12V on it and a cup-holder replacing the ashtray. The first cig-lighter dates back to around 1925, but many manufacturers started removing them in the mid-2000s as smoking in cars became unpopular, and even illegal in company cars... so I'm still unsure why my neighbour's SUV has one.

Down to Exeter... for the UK press event to drive the all-new Mazda CX-30. This new mid-size SUV that measures 4,395mm sits between the CX3 (4,275mm) and CX5 (4,550mm) and will go head-to-head with Audi Q2, Mercedes-Benz GLA, Volkswagen T-Roc, Volvo XC40, Seat Ateca, Nissan Qashqai and Toyota C-HR, so has some strong competitors. There were some discussions as to why it is called CX-30, and not CX-4, which would make sense. Two arguments were put forward: there is already a CX-4 in some other countries, while the number four is regarded as unlucky in Japan. Up to you. While other manufacturers have struggled to maintain market share this year, Mazda has managed to increase sales. SUV sales in Europe have overtaken the traditional hatch so, for Mazda, it is perfect timing to launch this car. We drove across Dartmoor and it handled all road conditions. Towards the end of the route it was dark, but our CX-30 had autolights, probably the best I have used. They were quick to react and bright – why don't all new cars have autolights as standard? They make driving at night so much easier and safer. Prices for the CX-30 start from £22,895.

cap hpi

HONDA CIVIC

Minor improvements, but it's business as usual for Honda

By Matt de Prez
Honda has introduced a number of small improvements to the Civic for the 2020 model year, including a new range-topping EX Sport Line trim. The updates introduce some new LED headlights and a refreshed front end, plus a much-needed volume knob for the infotainment system. Prices across the range have been increased by around £400, with the new EX Sport Line commanding a £1,000 premium over the previous range topper. There is plenty of equipment, including heated front and rear seats, adaptive cruise control and



Sport Line additions give the new Civic more kerb appeal

wireless phone charging – for the EX. The Sport Line adds a discreet body kit and rear spoiler, taking inspiration from the high-performance Type R. Adaptive dampers can be switched on to firm up the handling but the ride becomes too uncomfortable. Compared with the Civic we ran on long-term test back in 2017, the car we tested seemed to have more road noise and a harsher ride – but this could be down to larger 17-inch alloy wheels. Elsewhere, it's business-as-usual for the quirky-looking hatch. There is plenty of space and the

1.0-litre turbocharged petrol engine is pleasant enough. The 1.6-litre diesel and 1.5-litre petrol engines remain available, along with the existing trim levels of SE, SR, EX and Sport. The Sport Line additions give the car a little more kerb appeal, which may sway some user choosers who were otherwise put off by the car's appearance. With the awkward volume slider all but a distant memory, the only thing plaguing the Civic now is the unchanged software that graces its infotainment system.

ŠKODA CITIGO-E

A great package for city driving – with a bit of zip too

By Matt de Prez
Spearheading Škoda's move to electrified powertrains is the new Citigo-e. Admittedly, calling it "new" is not exactly accurate, as the body has been in production since 2012 – albeit powered by a combustion engine. Under the skin lives the same electric motor and battery set-up as the Volkswagen e-Up and new Seat Mii Electric. Of the trio, the Škoda is the cheapest, at £20,400 before the Government grant.



The Citigo-e's electric motor gives an instant response

It offers a range of about 160 miles and can be recharged in four hours and 15 minutes. If you opt for the SE L model (£22,760) it comes with rapid charging functionality, slashing the re-charge time to an hour. Despite being fairly rudimentary inside, with exposed metal panels and little in the way of creature comforts, the Citigo-e offers a great package for those who do a lot of driving in the city. Response from the electric motor is instant, allowing the car to duck and dive in and out of gaps in the traffic. Its small footprint makes parking equally stress-free.

There's no built-in touchscreen, a shocker on a car that is meant to appeal to young city-dwellers. Instead you have to plug your phone into a holder on the dash and use your own apps. There's space for four adults on board and the boot is not impacted by the transition to electric. Despite being small at 250 litres, there is a clever storage compartment under the floor to keep the charging cables. By keeping things simple, the no-frills Citigo-e maximises the range from its compact 36.8kWh battery while keeping costs, weight and re-charge times to a minimum.

BMW 330E M SPORT

Simply excellent to drive, this is a model that is set to feature on plenty of choice lists



By Andrew Baxter
BMW first launched a hybrid version of its ubiquitous 3 Series to the UK market in 2016. The first generation 330e offered fleets an electric-only range of 25 miles, CO₂ emissions of 44g/km, and a claimed average of 148.7mpg. Three years on and the second generation 330e offers company car drivers and fleet decision makers an electric-only range of 37 miles, CO₂ emissions of 39g/km, and claimed fuel efficiency of between 201.8-188.3mpg. On the road prices start from £37,875, with the range-topping M Sport costing £39,980. Attracting a modest 16% benefit-in-kind (BIK) charge, the annual bill for the M Sport (for a 20% tax payer) is currently £1,250. This will fall to just £950 year from April 2020.

By way of a comparison, a BMW 320d M Sport automatic generates CO₂ emissions of 113g/km and attracts a BIK rate of 30% – costing a driver (20% taxpayer) £2,284 per year. For cars registered



'A compelling proposition' in both looks and performance

from April 2020, when the WLTP figure kicks in, the official emissions will surge to 142g/km, meaning BIK at 35% and an annual tax bill of £2,664. So, the figures clearly stack up for the new 330e, but what's it like to drive? In a word, excellent. A major new feature of the new 330e is the standard-fit XtraBoost, technology (also seen on the X3 xDrive 30e) increasing the standard peak 252PS by a further 41PS at the touch of a button. This, combined with peak torque of 420Nm, makes for a 0-60mph time of just 5.9sec and effortless overtaking. Ride and handling remain among the best in class. The BMW 330e also offers a model-specific sound design which delivers a "suitably throaty engine noise". This, says BMW, aims to "offer the emotional impact of sports-car performance together with the proven qualities of a plug-in hybrid model". The new 330e comes in four trim levels: SE Pro, Sport Pro, M Sport and M Sport Plus Edition. The full range of BMW driver assistance systems are available, ranging from the Park Assistant including reverse assistant (standard on all 330e models) to

the optional Driving Assistant Professional with steering and lane guidance system. A neat feature intended to make hybrid ownership convenient means when a driver selects a public charging station, they receive "a forecast of the occupancy status" for their time of arrival. The nav system also provides the driver with a list of recommended nearby hotels, restaurants, cafés, and tourist attractions. In order to save space, BMW has cunningly integrated the 330e's electric motor into the eight-speed Steptronic transmission. This means the hybrid-specific transmission is only 15mm longer than the corresponding versions for conventionally powered BMW 3 Series saloons. Additional clever packing means the 12.0kWh lithium-ion high-voltage battery is positioned underneath the rear seats, while the fuel tank is located above the rear axle to ensure maximum luggage capacity. The result is 375 litres of space, versus 480 litres in a standard 330. All in all, the 330e is a compelling proposition and is likely to help knock its diesel stablemates off many a car list.

FLEET PICK 330E M SPORT	
SPECIFICATIONS	
P11D Price	£39,925
Monthly BIK (20%)	16%/£106.50
Class 1A NIC	£882
Annual VED	£0 then £135
RV (4yr/80k)	£12,150
Fuel cost	9.69ppm
AFR	14ppm
Running cost (4yr/80k)	48.77ppm
CO ₂	37g/km
Fuel efficiency	201.8-188.3mpg



By Luke Neal

The Citroën C5 Aircross SUV is the brand's third best-selling passenger car in the world (after C3 and C3 Aircross SUV). It is available in three trim levels, Feel, Flair and Flair Plus, and four engines, 130PS petrol or diesel and 180PS petrol or diesel, with all but the 130PS petrol available with a manual or automatic gearbox. Our test vehicle is a volcano red 130 BlueHDI diesel automatic model in Flair Plus trim emitting 106g/km of CO₂ with an average fuel consumption of 56.3mpg. It's worth noting that as of January 2020 Citroën has reduced the CO₂ figure to 100g/km. Key features include: rear parking sensors,

reversing camera with top rear vision, Mirror Screen including MirrorLink, Apple CarPlay and Android Auto, 19-inch diamond cut alloys, opening panoramic roof, keyless entry and start, sat-nav and hands-free tailgate. The C5 Aircross stands apart through its unique design with strong features including stacked front lights and Citroën's airbumps. Comfort is high on the agenda. The C5 Aircross is fitted with the Progressive Hydraulic Cushions suspension system and advanced comfort seats, it has three individual sliding, retractable and tilting rear seats, and best-in-class boot space from 580 to 720 litres thanks to its removable boot floor.



By Trevor Gehlken

There are many things I have come to admire about our test Vauxhall Combo in its first five months with us, but there are a few irritations too it must be said. Let's start with the bouquets and I'll save the brickbats for the next issue. For starters, the third passenger seat is a boon. It increases flexibility and usefulness for fleets that have an occasional (or frequent) need to transport three people, which isn't possible in some smaller vehicles with only two seats. I also love the little pop-up clear plastic slab that rises on top of the dash to tell me how fast I'm travelling and what the speed limit is at any given point. It even flagged up temporary limits in

roadworks on the M4, one of the benefits of vehicle connectivity. It gives all sorts of other info and I don't have to take my eyes off the road to see it. As a £300 option we'd urge fleet managers to add it to the list when specifying their Combo. The driver's seat is a dream too, with lots of firm support across the body and even a lumbar adjustment to keep my back upright. I have undertaken several 300-mile trips lately and have yet to suffer a single back twinge. And it's hats off to Vauxhall for making metallic paint and alloy wheels a standard fitment. They give an incredibly smart appearance – and we all know how important that is when turning up at a client's premises to do business.



ŠKODA SCALA

1.0 TSI SE L

By Sarah Tooze

I recently experienced the equivalent of Apple's spinning 'wheel of death' in the Škoda Scala when the infotainment system and sat-nav kept crashing. Restarting the engine didn't fix it so it went back to Škoda for a software update. It's not an isolated incident as Motoring Research had similar issues with its test car last year. However, since the update, the system has been trouble-free and has been put to the test on a 152-mile round-trip to the north Norfolk coast. There were hold-ups on both legs of the journey and the sat-nav re-routed us, where possible, thanks to real-time online traffic updates. The journey also allowed me to put the Scala's 1.0-litre three-cylinder petrol engine through its paces on a mixture of dual carriageways, rural and urban roads. It returned a fuel economy figure of 48.6mpg – in line with the WLTP combined rating of 43.5mpg-49.6mpg – and proved a comfortable cruiser at speed, although I would appreciate more grunt when pulling out onto a dual carriageway.

The interior is appealing with our SE-L model benefitting from a 10.25-inch virtual cockpit which has a choice of five views (classic, extended, basic, modern and sport). The virtual cockpit combined with the 9.2-inch touchscreen (up from 6.5 inches in the entry-level S) and use of chrome, gives the Scala's interior a premium feel. Škoda has kept manual buttons to turn the air conditioning on and off and adjust the temperature but the fan speed has to be controlled via the touchscreen which is a bit of a faff. Another quirk is that the lane-assist (standard on the Scala) can be switched off but each time the car is restarted it comes back on. I prefer to switch it off as I find it is too eager to tug at the wheel on some rural roads near my house.

Front-assist, which includes the city emergency brake and predictive pedestrian protection functions, is also standard, helping to reduce the likelihood of low-speed incidents, savings fleets money and improving safety.



VOLVO XC60

D4 MOMENTUM

By Stephen Briers

Mindful that we have taken on an SUV at a time when environmental lobbyists are blaming their popularity for a rise in global CO₂ emissions, I've been treating the XC60's accelerator pedal with a little more respect than usual over the past couple of weeks. Unfortunately, this coincided with a prolonged stretch of commuting – 17 miles of low speed, stop-start driving – where the Volvo is not at its best. Consequently, the average fuel consumption has dipped below 40mpg, at 39.6mpg. With some longer runs anticipated over the next few weeks, I'm confident this will rise – early indications suggested that single journeys with steady motorway driving could result in mid-40s fuel efficiency. That would be an impressive return from a 2.4-tonne car and bang on the WLTP range of 42.4-47.9mpg. Despite its weight and size, the XC60 isn't unwieldy to drive, even in city centres. Steering requires only a light touch, and the car is surprisingly nimble on urban roads.

Set free in a rural environment and the ride wallows a little on 'comfort' mode; it only slightly tightens up in 'dynamic'. Ride and handling are best described as competent, but a little unresponsive. Nevertheless, it's a secure experience, complemented by the vast array of standard safety equipment, and is not likely to faze Volvo's target user-chooser market. You can also choose 'eco' mode which calibrates the powertrain and climate system for optimum fuel efficiency, but noticeably dulls the throttle response, and 'individual' for personal drive settings; the 4x4 version (ours is front-wheel drive) adds 'off-road' for driving on poor roads and in difficult conditions. A couple of niggles: the XC60's seat is not the most comfortable, causing some back discomfort despite the lumbar support. It's an armchair of a seat and could do with better side bolsters to hold the driver in place.

And the rear parking sensor doesn't have great noise progression, going from a steady, relaxed beat to frantic 'imminent crash' panic warning in a heartbeat. There seems little in between.



By Matt de Prez

Downsizing from a Mercedes E Class into the 1 Series has been a mixed experience. I miss the road presence, refinement and passenger space of the big saloon, but I'm enjoying the 1 Series' nimble chassis and smaller footprint. Parking is easier, helped by the car's all-around parking sensors and rear-view camera. It also doesn't feel as much of a downgrade as you might expect inside, either. The new 1 Series borrows much of its interior from the bigger 3, so it feels upmarket and robust. The seats are comfortable and supportive, as well as being – crucially – heated. There is also

a memory function on the electric adjustment which remembers my seating and mirror positions after others have borrowed the car. Sitting behind the digital instruments, with a head-up display and the chunky leather-wrapped steering wheel, you'd be forgiven for thinking you were in an executive saloon. This is factor because, as company car tax becomes more punitive, those who stay in the company car system may be pressured into cars in the segment below. For me, it's no hardship. Whether on the motorway or potting around town, the 1 Series is proving to be a fine motor.



By Gareth Roberts

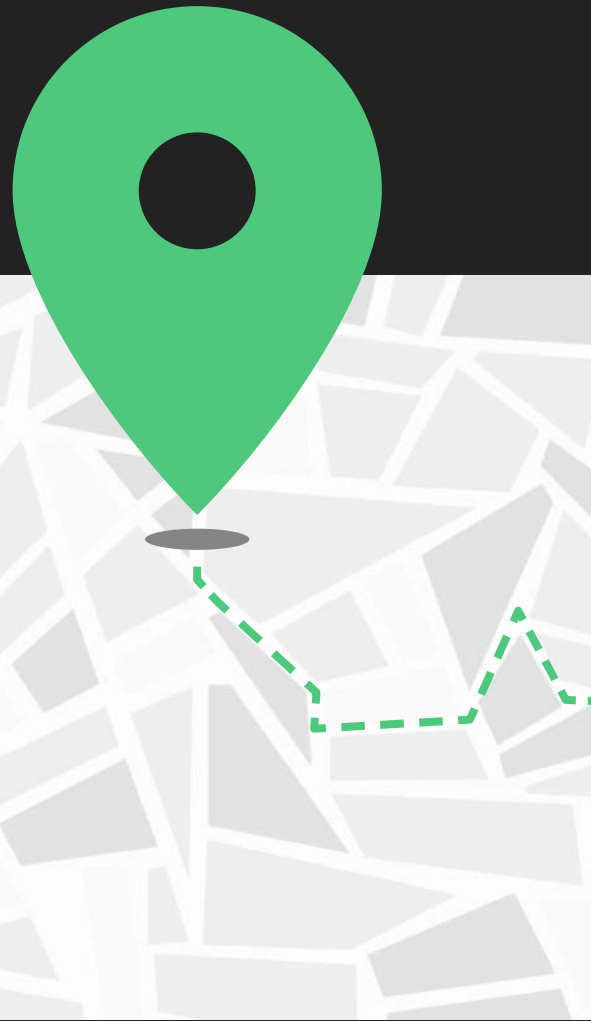
Mazda does not offer a raft of options on the Mazda3, instead preferring to determine what is available via trim level. This would not be too much of a problem if what most would consider as commonplace options nowadays were standard on its cheapest trim, but they are not. The entry level SE-L trim offers drivers a rear parking sensor and cruise control, but do not expect reversing cameras or keyless entry. The lack of keyless entry is exacerbated by the fob design, where the buttons are positioned along the edge. They include a button to open the boot, which can easily be triggered by accident, when putting your keys in your pocket.

Recent examples have included returning to our test car in a car park to find the boot ajar and discovering it was open when driving. Keyless entry is only available from the Sport Lux trim up, which is two trim levels up from the entry model and £2,300 more. Meanwhile, a reversing camera can be secured through the trim level above the entry model, the SE-L Lux, which also offers auto-dimming door and rear view mirrors, dual-zone climate control and heated front seats. The SE-L Lux model is £1,100 more than the entry level SE-L trim. The line-up is completed with GT Sport or GT Sport Tech trims, which offer the likes of leather upholstery and driver safety tech.

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Fuel consumption figures mpg (litres/100km) and CO₂ emissions (g/km). New Vivaro range: Urban: 44.1 (6.4) – 56.5 (5.0), Extra-urban: 54.3 (5.2) – 61.4 (4.6), Combined: 50.4 (5.6) – 60.1 (4.7). CO₂ emissions: 125 – 152g/km.[#]
Model shown New Vivaro Sportive L1 Panel Van in Amber Red (no-cost option). [#]Fuel consumption data and CO₂ emission data are determined using the WLTP test equipment or options and may vary depending on the format of tyres. For more information contact your local Retailer.

– 56.5 (5.0), Extra-urban: 54.3 (5.2) – 61.4 (4.6), Combined: 50.4 (5.6) – 60.1 (4.7). CO₂ emissions: 125 – 152g/km.[#]
cycle, and the relevant values are translated back to allow the comparability into NEDC. The values do not take into account in particular use and driving conditions.

The Tre could be 'a step change for the industry globally', says Iveco

A new infotainment package promises increased control over various functions

Iveco and Nikola team up to unveil 'most exciting truck on the planet'

First vehicles could be in service by 2021 as partnership aims for continuing innovation

By John Lewis

Barely three months after the announcement of their partnership, Iveco and Nikola of the USA have jointly unveiled a maquette (detailed full-scale model) of a battery electric 4x2 tractor unit with a claimed range of 250 miles between recharges. Nikola, based in Phoenix, Arizona, designs and builds hydrogen electric vehicles, electric vehicle drivetrains, energy storage systems and hydrogen stations.

"We've pulled off something that most truck manufacturers would take three years to achieve," claims high-profile Nikola chief executive officer, Trevor Milton.

Marketed as the Nikola Tre, the

newcomer is based around Iveco's S-way tractor unit, and was recently shown to the press at Iveco's global headquarters in Turin, Italy.

Power comes courtesy of nine 800v lithium-ion battery packs with a total capacity of 720kWh. They can be fully recharged in around two hours, say the partners. Maximum power output is 480kW (640hp), with 1,800Nm of torque to call on.

Testing will begin in mid-2020 and the truck will take its first public bow not long afterwards, at the IAA Commercial Vehicle Show in Hanover, Germany, in the autumn. The first ones should be in service with operators in 2021.

At the same time, Iveco and Nikola are busy working on a version of the

same truck equipped with a hydrogen fuel cell and offering a claimed range of up to 500 miles. Top power output is 300kW (400hp).

From 40kg to 80kg of hydrogen is held in carbon fibre tanks positioned between the truck's chassis rails. They can be refilled in around a quarter of an hour, say the manufacturers.

Both trucks use the same drive-axle-mounted electric motor and the fuel cell model will be equipped with one of the aforementioned battery packs.

Trials of the fuel cell version are planned for 2021 with the launch inked in for 2022 and the first deliveries to fleets set for 2023.

Nikola has already come up with

day- and sleeper-cab tractor units for sale in North America under the Nikola One and Nikola Two banners.

Brewer Anheuser-Busch has ordered 800 fuel cell models for its North American distribution operation and the first one has recently gone into service.

Returning to Europe, Iveco will market both Tre variants through its dealer network under a 50/50 joint-venture deal. They will be built at an as-yet-unnamed Iveco factory in Europe and will be sold bearing the Nikola badge.

Both the newcomers will be approximately 900kg heavier than the equivalent diesel S-way. First to break cover will be the 4x2 models followed by 6x2s and possibly a 6x4.

Tre will also be offered as a two- and three-axle rigid with gross weights of 18 and 26 tonnes respectively.

Iveco and Nikola have relied heavily on leading Italian automotive design specialist Italdesign in order to integrate Nikola's technology into the S-way.

Sales projections and prices have yet to be revealed, and there is as yet no UK on-sale date for the trucks. However Iveco and Nikola aim to equal or outpace the equivalent diesel models so far as total cost of ownership is concerned, with the fuel cell Tre said to be roughly 10% to 20% cheaper to acquire and run than a diesel.

On the other side of the Atlantic, Nikola trucks are being promoted under a seven-year/700,000-mile leasing agreement, which includes fuel and maintenance as well as the

vehicle itself. A similar deal could be offered in the UK and Europe alongside other types of arrangement, including outright purchase.

One motivation underpinning Iveco's enthusiasm for batteries and fuel cells is European legislation which obliges truck builders to cut the CO₂ emissions of their products by 15% by 2025.

The Tress will help Iveco comply with this requirement, despite the fact that they will be sold as Nikolas.

Iveco is owned by CNH Industrial, and CNH chief executive officer Hubertus Mulhauser is relentlessly upbeat about the project.

"It's going to be a step-change for the truck industry globally," he states. "What we've got is the coolest, most exciting, hippest truck on the planet. What we've created with Nikola is a unique partnership with a true disruptor."

He is certain that fuel cells will have a huge impact on the movement of goods by road. "A fuel cell and hydrogen represent the only way to transport and store an abundance of energy," he comments.

That said, Iveco has no intention of ditching its commitment to the ongoing development of engines that will run on diesel, liquefied natural gas or compressed natural gas.

"Gas is in fact proving to be a useful bridge to the acceptance of electric and fuel cell trucks," says Gerrit Marx, CNH president, commercial and specialty vehicles.

Iveco and Nikola are emphasising Tre's connectivity as well as its environmental pluses and intend to provide it with a new infotainment package.

**WE'VE
CREATED
A UNIQUE
PARTNERSHIP
WITH A TRUE
DISRUPTOR**

HUBERTUS MULHAUSER

As well as satellite navigation, which takes hazards such as low railway bridges into account, it includes controls for a variety of the vehicle's functions. They cover suspension height adjustment, climate control and the 360-degree camera system.

The maquette on display in Turin was equipped with cameras rather than conventional exterior rear-view mirrors, with the images shown on monitors inside the cab.

Bluetooth technology can be employed to forge a connection between the driver's smartphone and the truck, creating a keyless entry system that unlocks the cab as the driver approaches. The arrangement is as secure as it can be, say Iveco and Nikola; just so long as the driver's phone isn't stolen.

Conventional keys can be stolen too, of course. Rather like Elon Musk of Tesla, Milton is not one to undersell his company, its products or himself, and has little time for Iveco's European rivals.

"I don't care what other truck manufacturers say," he states. "We're the ones who are paving the way."

"The world is changing, and hydrogen is truly the fuel of the future. We'll see drivers change employers just so they can drive our trucks."

Nikola aims to establish a network of 70 hydrogen production and refuelling sites along key transport routes across Europe, but it should be noted the first ones are not scheduled to open in the UK until 2026. They will be preceded by sites in Germany, France and Italy, with Poland and other key Eastern European countries likely to follow from 2030 onwards.

Occupying some 7.5 to 10 acres, the sites will be substantial. Producing up to eight tonnes of hydrogen daily, they will consume 75,000 litres of water and require a hefty 17.8MW of power.

They could cost around £11.5m apiece to set up, but would meet the needs of more than 160 trucks a day.

The power they need will have to be generated from environmentally-friendly sources – solar, wind, tidal etc – to make the project credible. Zero-carbon nuclear would be an acceptable source too, but not fossil fuels such as coal.

Transport companies used to having their own on-site bulk diesel tanks may be wary of becoming dependent on third-party locations, which may be some distance from their yards, and may wish to have their own hydrogen refuelling facilities. Hydrogen is difficult and expensive to transport by tanker, however, and would probably have to be distributed through a network of pipelines. Constructing such a network from scratch would be an expensive exercise.



Find the path to a sustainable fleet with Fleet Logistics

By Sue Branston

Choice lists, policies, benefit-in-kind (BIK) and electrification? If company vehicles fall under your remit and your back-ground is not in fleet, it can seem a little overwhelming. In recent times, there have been major market changes that make the fleet decision-making process all the more crucial – and there's more change to come.

In April 2020, the true impact of WLTP testing will become evident and the likely outcome is an across-the-board rise in new cars' CO₂ emissions levels, with a corresponding rise in company car tax and revised mpg figures. These factors impact massively on fleet costs.

There have also been new BIK tax rates published which (if ratified after the general election) will reward zero carbon-emitting vehicles with zero rates of tax, potentially giving sales of electric vehicles a shot in the arm. The interest in electric vehicles and PHEVs (plug-in hybrid electric vehicles) is growing. However, in many cases, demand is outweighing supply.

So, what are the best options for your business and drivers? Reviewing current choice lists to see how they affect costs and BIK is advisable, as a car is often a staff retention tool.

Meanwhile, clean air zones (CAZs) have seen the banning of certain types of vehicles, especially older diesels, from entering some city centres. The Government's 'Road to Zero' policy is driving a market swing towards cleaner, less polluting hybrids and electric cars in the coming years and businesses need to plan for this.

How can you steer through all this background noise to find the right path for your company fleet?

"Our specialist teams work with companies to optimise the efficiency and cost-effective running of their vehicles, helping them make the right business decisions"



Sue Branston,
Country Head,
UK & Ireland,
Fleet Logistics

Here at Fleet Logistics we help our clients select the right path. As one of the world's largest providers of fleet management services, we have more than 20 years' fleet management experience.

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- Vehicle contract management – realignment of vehicle contracts to reduce costs.
- Vendor management – managing your third party suppliers.

- Outsourcing – the complete outsourced management of fleet administration.
- Risk management – advice on reducing the risk associated with running your fleet.
- Vehicle telematics – using telematics technology to improve performance.
- Invoice control and processing – validation of all supply chain invoices.
- Driver helpdesk, portal and app – 24/7 support for all your drivers.
- Fuel management – over-arching control of all your fuel costs.
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COMMERCIAL FLEET: COMPLIANCE

FTA ADVICE

By Ray Marshall, senior transport advisor, FTA

Q I was hoping you could clarify the new process for checking that vehicles meet the European Community Whole Vehicle Type Approval (ECWVTA) requirements. Does this mean we have an obligation, as a company, to monitor all additional parts that are being added or replaced on a vehicle and where does the liability end?

A ECWVTA is a standard that manufacturers must meet before a vehicle can be registered. Once the vehicle is registered and used on a public road, an operator must ensure it is in a roadworthy condition and meets lighting and Construction and Use Regulations, in addition to meeting testing standards. Any parts that are replaced or added should also comply.



Q What is required for us to be able to put a private registration number on one of our heavy goods vehicles? Please can you let me know all aspects that would need to be affected/updated and how?

Q We have just employed a driver who has recently left the armed forces. Although they hold a full LGV licence, they have not got a DQC (Driver Qualification Card) or a digital tachograph card. What would the driver need to do in order for them to drive LGVs commercially for us?

A This is a common occurrence as members of the armed forces are exempt from all drivers' hours regulations and Driver CPC, owing to the nature of their work. The driver would first have to apply for their digital tachograph card using the 'D777B/DL – application for a digital tachograph driver card' form, which is available online or at the Post Office.

For the DQC, there are two possible routes: for the first, you would need to establish that the driver has never held a DQC before

and – if this is the case – the driver would need to sit modules two and four of the driving test (Initial Driver CPC part). This method would have to be booked directly with either a recognised training provider or the DVSA and, when passed, would give the driver the CPC qualification. The second route would involve the driver attending the full 35 hours of training required to gain a DQC. This method may be the preferred option, as the ex-armed forces driver may not be familiar with drivers' hours rules and the use of tachographs in the workplace.



A After changing the registration number, you will receive a new V5C. You need to send a copy of it to the DVSA, along with a VTG10, the original MOT certificate (if the vehicle is old enough), original VTG plates and the fee to change the information.

You will then be sent a new set of documents with the new registration number. You will need to update the tachograph unit details, and the old vehicle registration details will need to be removed from the operator's licence with the new details entered.

Feeling sleepy? Then make sure you don't get behind the wheel

With fatigue a contributing factor in around 30% of fatal incidents on the UK's roads, van drivers must understand the dangers of driving while drowsy. Equally, there is a responsibility with employers, who must adopt a strict zero tolerance rule. However, with 40% of all car, van and lorry drivers admitting to driving while tired, it is clear there is much more work to be done.

With the help of Marcus de Guingand, managing director of Third Pillar of Health, let's look at some of the ways fatigue can affect a person – both in the short and long term – and, as you'll see, the symptoms go well beyond simply feeling drowsy:

- Reduced energy, alertness, vigilance and productivity.
- Stress, mood shifts, irritability and strained relationships.
- Daytime drowsiness and micro-sleeps.
- Reduced vocabulary and poor communication skills.

It is easy to see how fatigue can impact work performance and, in particular, our ability to drive safely. The Third Pillar of Health encourages



any company whose employees operate vans to adopt a strict no tolerance approach to driving while tired. This should include intervening when a driver appears too tired to drive and reviewing internal policies and procedures to ensure drowsy driving is prohibited and the ban maintained.

Of course, van drivers must also take responsibility for themselves; they can stay safe by spotting the warning signs of tiredness early – such as frequent yawning and eyelids drooping – and taking evasive action as soon as possible, ideally stopping for a break or short nap.

First aid at work: The Health and Safety (First-Aid) Regulations 1981

The Health and Safety (First-Aid) Regulations 1981 sets out the essential aspects of first aid that employers must address.

Employers have a legal duty to ensure their employees receive immediate attention if they are injured or taken ill at work. Regardless of if the injury/illness is caused by work, it is crucial that the individual receives immediate attention and that an ambulance is called if required. First aid saves lives and prevents minor injuries from becoming major ones. The regulations do not prevent specially trained staff from taking action beyond the initial stage.

Employers are also required to assess first aid needs appropriate to the circumstances (hazards and risks) of each workplace, with which they are obviously familiar.

There is no fixed level, but each employer needs to assess factors such as equipment, facilities and personnel.

Employers must also ensure all allocated first aiders in the workplace undertake suitable training, have an appropriate first aid qualification and



remain competent to perform their role. Typically, first-aiders will hold a valid certificate of competence in either First Aid at Work (FAW) or Emergency First Aid at Work (EFAW). EFAW training enables a first-aid to give emergency first aid to someone who is injured or becomes ill while at work.

FAW training includes EFAW and also equips the first-aid to assist with a range of specific injuries and illnesses.

For further information please visit the following: www.hse.gov.uk/pubns/books/l74.htm

STANDARDS BODIES VIE FOR FAVOUR

Fleets have many choices when it comes to standards, but which should they choose? *John Lewis* takes a look

FORS, CLOCS, Van Excellence, Earned Recognition: operators of vans and trucks have myriad standards they can sign up to, all promising to improve their business efficiencies and compliance. Some are even a prerequisite for business tenders.

But the costs can quickly add up, so which one(s) should you opt for? Often the choice comes down to historic loyalties, the Freight Transport Association (FTA) Van Excellence for example, or area of operation, such as the Construction, Logistics and Community Safety (CLOCS) scheme in London.

Sitting across them all is the O-licence, the basic standard of operation to which all truck, bus and coach fleets must adhere.

Biggest among the accreditation schemes is FORS, the Freight Operator Recognition Scheme. "We've now got almost 5,000 businesses accredited compared with 2,700 in 2014/15," says FORS director John Hix.

The scheme's net is widening and now includes van, bus, coach and even motorcycle courier fleets as well as trucks. However, the word 'fleet' may be a slight misnomer. The programme embraces firms with 10 vehicles or fewer as well as those with considerably more.

FORS is not attempting to replace the O-licence system, Hix stresses, despite periodic accusations to the contrary. FORS seeks to build on the O-licence's basic standard by taking operators beyond minimum industry requirements.

"What we do is lay out the sort of policies and procedures a professional fleet should adhere to," Hix says.

In some cases, a van fleet may end up in the lap of a company secretary, who will not be managing it full-time because he or she has other responsibilities. "In those circumstances FORS can give them a useful framework which shows how a fleet should be run," says Hix.

FORS has its roots in a commercial vehicle safety and compliance programme originally developed by Transport for London (TfL) and introduced in the capital 11 years ago.

BECOMING THE BENCHMARK

Six years later, TfL decided to let it as a concession to a partnership made up of global infrastructure services giant AECOM, the Chartered Institute of Logistics and Transport and fleet training specialist Fleet Source. From this point, FORS began to grow as a UK-wide standard.

Introduced at around the same time, GSAG – the FORS Governance and Standards Advisory Group – was set up to provide an objective view of future strategy, plus advice and guidance.

Embracing a number of operators with a commitment to FORS – the group includes FM Conway, DHL, O'Donovan Waste Disposal and UPS – GSAG plays no part in the day-to-day running of FORS. It also includes representatives from industry bodies and government agencies including the Institute of Road Transport Engineers, the Confederation of Passenger Transport, the Driver and Vehicle Standards Agency (DVSA) and Highways England.

The requirements FORS-accredited fleets have to meet are set out in a comprehensive document which can be downloaded from the FORS website (www.fors-online.org.uk).

REACHING HIGH

Bronze is the entry-level and obliges members to have written policies in place governing everything from load safety and tyre management to driving standards and staff induction. All FORS documentation has to be reviewed at least every 12 months, or more frequently if there have been changes in legislation or to the member's working practices.

Safety is a top priority, with mandatory checks on all drivers' licences – and on their eyesight – every six months.

Risk assessments must be carried out in areas such as manual handling and the coupling and uncoupling of trailers, and fleets are expected to ensure daily walk-around inspections are carried out by drivers before vehicles are used.

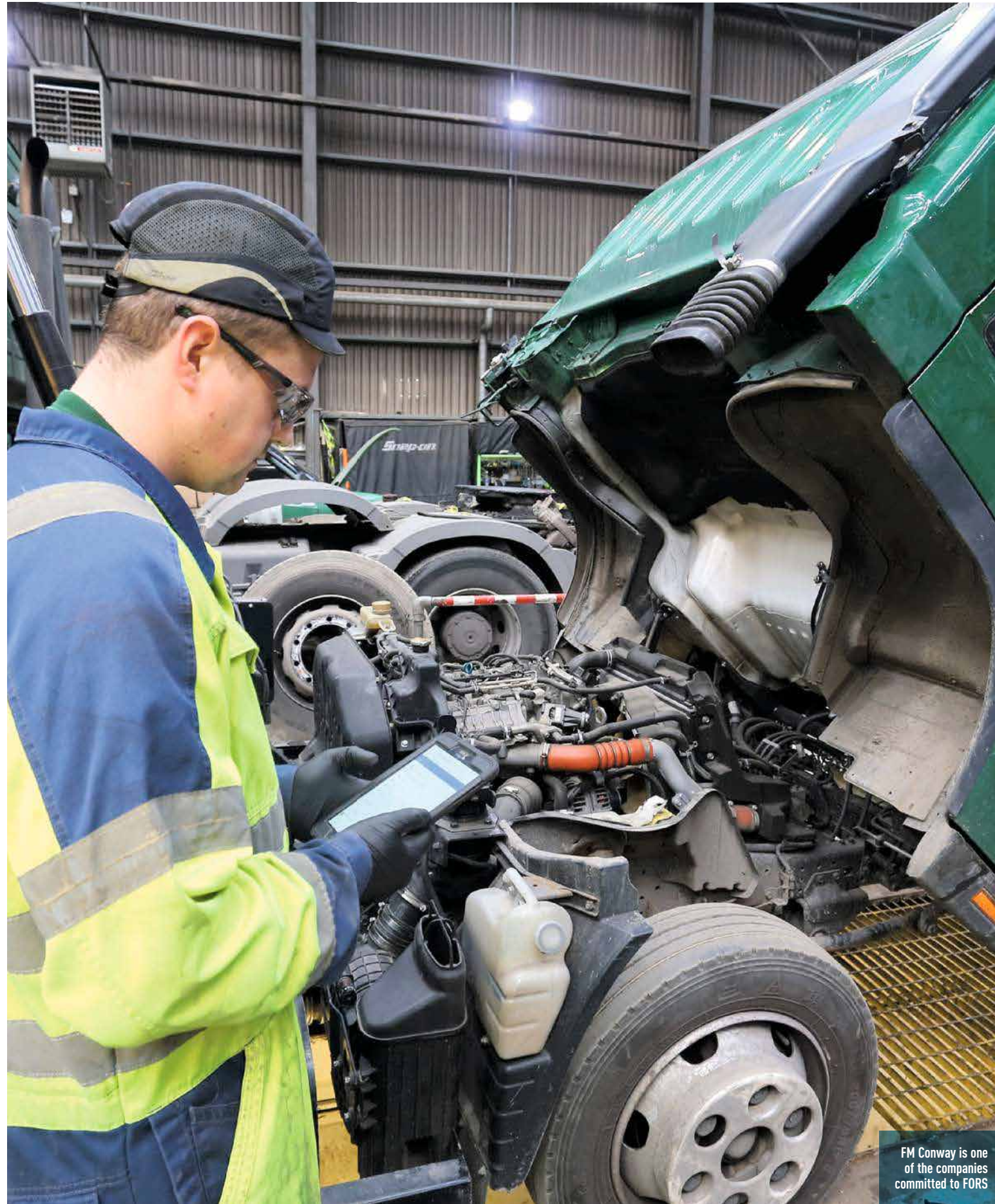
The inspections should include wheels and tyres, lights, mirrors and glass. Any defects should be recorded and reported, and action taken to rectify them. If they affect roadworthiness then they should be fixed before the vehicle is allowed back on the highway.

Everything grossing at more than 3.5 tonnes must be fitted with side under-run protection and Class V and VI close-proximity mirrors unless exemption can be claimed, as well as blind spot warning signage.

Hand-held mobile phones should never be used by drivers, and hands-free devices should only be allowed under tightly-delineated conditions.

Progression to the Silver and Gold standards imposes tougher obligations.

Silver accreditation includes, for example, the installation of nearside blind spot cameras on all



FM Conway is one of the companies committed to FORS



"WE LAY OUT THE POLICIES AND PROCEDURES A FLEET SHOULD ADHERE TO"

JOHN HIX, FORS

trucks plus an audible warning system that alerts other road users to left-turn and reversing manoeuvres. It also obliges operators to carry out a noise impact assessment with a view to implementing reduction measures if required, especially so far as vehicles and the equipment fitted to them are concerned.

Gold includes an evaluation of the use of ultra-low and zero-emission vehicles as well as a close look at the advantages of load consolidation to cut the number of journeys.

Among the 300 or so fleets which can claim to benefit from FORS Gold accreditation (1,345 businesses are Silver-accredited) is Essex-based tanker operator New Era Fuels. Its activities include the delivery of domestic heating oil.

Measures it has taken under the Gold standard have contributed to a 40% cut in fuel consumption across its 36-strong fleet, it reports.

"We've ensured all our drivers are trained not to idle their engines unnecessarily and this, combined with a robust tyre management policy, has seen our emissions fall sharply and our annual fuel costs drop significantly," chief executive officer Reg Geggus says.

All its drivers undertake FORS online eLearning training each year to ensure they know how to work as safely and efficiently as possible and the entire New Era fleet has been upgraded to Euro VI.

TRAINING IS VITAL

A key advantage of FORS membership is the training it provides, says Hix. "We subsidise a lot of it," he adds.

One of its most successful initiatives is an online security and counter-terrorism module, which has been completed by more than 100,000 people.

Participants learn the importance of vehicle security and measures that can be introduced to protect drivers and their vans and trucks against theft and hijacking. They are also given advice on how to report suspicious behaviour and activities.

New Era says a number of its commercial customers, including civil engineers such as Galldris Construction and McGee, have cited Gold accreditation as a factor in their decision to work with the company, so FORS can bring financial advantages too.

It is also increasingly becoming a requirement in tender documents, as is the CLOCS standard for businesses that send vans and trucks on to construction sites.

It is a trend that concerns James Firth, head

Of road freight regulation policy at the FTA, especially when such conditions are applied to O-licence holders.

The O-licence and the regulations that surround it are enshrined in law, he points out, and any changes to the rules have to be agreed by legislators.

But, that is not the case with independent standards, he adds.

"They can be altered on a whim," he contends; with commercial implications for businesses that may struggle to comply.

FORS and CLOCS stress any changes made to their standards are only made after considerable thought and discussion.

In addition, compliance with the FORS Silver standard means fleets are compliant with CLOCS.

To further its aim of achieving zero collisions, CLOCS embraces stakeholders such as construction site operators.

Sites involved with the programme are obliged to carry out gate checks to ensure trucks entering meet CLOCS. The scheme is intended to be a two-way street, however.

SAFETY FIRST

"The CLOCS Vox driver app is being trialled to give drivers a voice," says CLOCS project director, Derek Rees. "The idea is to collect, aggregate and anonymise driver ratings of construction site arrangements – route instructions, gate teams,

site layout and ground conditions – so site managers get weekly anonymised reports highlighting areas for praise or improvement."

Rees spells out why programmes such as FORS and CLOCS are so essential.

"Five hundred pedestrians, cyclists and motorcyclists are killed or seriously injured (KSI) every year in collisions with trucks, mostly from the construction sector," he says.

"Of these, 120 either die instantly or within 30 days of the incident. The average insurance pay-out for those seriously injured is £2m," he adds.

"To all this should be added the trauma suffered by the families of those affected, by witnesses, and by the truck driver, who may be off work for the next six months."

Dependent on the circumstances, the driver may, of course, face a criminal prosecution; causing death by dangerous driving is an extremely serious offence. Then there is the damage to the truck fleet's reputation to consider, and the implications for its O-licence.

But Rees insists that implementing CLOCS can mitigate all these risks, with one stakeholder witnessing a 47% reduction in collisions.

Essex-based contractor Mulalley is FORS Gold accredited and became a CLOCS Champion in 2016. It soon reaped the benefits, says director Eamon O'Malley.

"The number of collisions we were involved in reduced by a third in 2017," he says.

Rees suggests that the 500 KSIs could easily soar to 2,000 as an unintended consequence of city

authorities encouraging more people to walk and cycle rather than drive to their destinations.

"That's why Transport for Greater Manchester (TfGM) launched CLOCS a few weeks ago," he says.

Turning to another standard, Van Excellence targets light commercial fleets. It was devised by the FTA to support van operators of all sizes and in all sectors of industry and commerce.

Van Excellence has also spawned Truck Excellence, which has 13 members and is aligned to the DVSA's Earned Recognition audit standards. It is also recognised by the DVSA.

Van Excellence centres around a code of practice drawn up by the FTA in conjunction with a number of leading light commercial fleets. In addition, the association offers the Van Excellence Audit, which allows any business to be independently audited against a set of standards covering areas such as fitness to drive, towing, maintenance, pre-use vehicle checks, speed management and record retention.

Ninety-one were accredited this year, taking the total membership to 130.

The FTA has also created the Van Policy Working Group which is made up of 41 prominent players in the sector. It will discuss the key policy and compliance issues facing light commercial users and seek to ignite change in the sector by getting its message across to government, regulators and other stakeholders, according to FTA director of UK policy, Elizabeth de Jong.

"Van drivers and operators provide a vital service to the UK economy. Their contributions must be valued and their concerns and hopes for the future heard and acted upon," she states.

The FTA's light commercial activities embrace other areas, and has forged links with CALM (the Campaign Against Living Miserably).

A high percentage of van drivers are male, and suicide is now the biggest cause of death among men under 45. CALM offers support to men of all ages who are struggling with their mental well-being and pushes for changes in policy so suicides can be averted.

It aims to challenge a culture that prevents men from seeking help when they need it.

USEFUL AND REALISTIC

The involvement of prominent van fleets suggests that, as with FORS and CLOCS, changes to the Van Excellence code would not be made without extensive discussions. One initiative introduced by Van Excellence is the Van Excellence Driver Certificate of Competence. It has been trialled by AAH Pharmaceuticals, which has a van fleet almost 1,000-strong.

"The training is appealing because it was developed by the FTA and major industry operators, so it is useful and realistic," says AAH distribution services manager Martine Smith. "It's not a course from a textbook. Drivers are tested with a 30-question multiple-choice paper. We've tailored the training to include some of our own procedures to make it engaging and interactive."

The trial has been successful. All drivers passed, and now wear gold 'Driver Ambassador' badges.

The DVSA prompted O-licence holders to raise their game with the 2018 launch of Earned Recognition.

It requires operators to demonstrate a strong



VAN DRIVERS AND OPERATORS PROVIDE A VITAL SERVICE TO THE UK ECONOMY

ELIZABETH DE JONG, FTA

track record of compliance and adherence to standards.

To participate they have to agree to allow the agency to monitor their compliance systems remotely.

"In exchange, they may benefit from a reduced number of inconvenient and costly roadside checks and visits from enforcement officers," the DVSA says.

KPIs (key performance indicators) the agency covers include maintenance and drivers' hours.

Seventy-four businesses with 270 O-licences between them – 210 of which cover trucks – have now signed up to it.

"That equates to around 22,000 lorries," the DVSA states. It does not charge for Earned Recognition membership and caused ire among rival standards scheme operators when chief executive

Gareth Llewellyn told *Commercial Fleet* that Earned Recognition would become "the ultimate national scheme" that will "mean fewer city/regional schemes".

Fees are levied by all of the aforementioned independent schemes.

The 2019 FORS annual subscription ranges from £420 if you run six-to-10 vehicles to £2,250 if more than 100. Special rates apply if you operated fewer than six, with £65 charged if you only run one.

CLOCS charges a flat £600 a year fee regardless of fleet size while a Van Excellence Audit will set fleets back £671.

Firth has observed the evolution of Earned Recognition closely since its official launch in April 2018. It is something the FTA welcomes, but he believes the DVSA will have to offer additional benefits to encourage more operators to climb aboard.

"Businesses that already achieve a green OCRS – Operator Compliance Risk Score – point out that their trucks aren't stopped anyway, so they don't always see the point of going for Earned Recognition too," he says.

One way of getting them to change their minds, he suggests, is to allow firms that achieve Earned Recognition to carry out annual MOT tests on their trucks using their own technicians rather than testers employed by the DVSA.

Another could be for lorries operated by Earned Recognition businesses to be deemed to have passed their MOT tests without having physically undergone one – a truly radical measure which, if implemented, could prompt fleets that have hitherto dismissed the scheme to reconsider.



Compliance-focused Moriarty Haulage is a contractor to the likes of Cemex and Hanson. It is the holder of Gold accreditation from FORS and is a CLOCS champion.

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COMMERCIAL FLEET: FIRST DRIVE



MAN TGL

Lighter vehicle with multiple options to suit a variety of fleet applications

By Tim Campbell

When Volkswagen Commercial Vehicles announced it was creating an umbrella company to encompass its global truck and van brands, it appeared to make sense, but its name, Traton, still appears to have gone under the radar of many.

Despite this, the MAN Truck brand has not suffered, with registrations up by almost 20% in the UK by the third quarter of 2019 and slightly ahead of the general market at 18.8%.

MAN has always enjoyed a strong reputation in the tractor and heavier end of the sector with the sub-18 tonne market appearing to be out of reach in high volume terms despite a broad offering.

The TGL is the range covering this sector, (L denoting lighter) which starts at the UK market standard gross vehicle weight of 7.5 tonnes, going all the way up to the increasingly popular 12-tonne.

At 12 tonnes, MAN offers one model with two engines and three power ratings. Warranty is three years or up to 450,000kms.

The most popular engine in the 12-tonne is the four cylinder 4.6-litre D0834LFL7 with two power and torque ratings. The entry power is 190bhp at 2300rpm with 750Nm of torque at 1200-1750rpm,

with the 220bhp higher power developing 850Nm of torque at 1300-1800rpm. For operations requiring greater power, normally based around drawbar usage, there is a six cylinder 6.9-litre 250bhp option with 1050Nm of torque at 1200-1600rpm.

With a good spread of power and torque rating and the flexibility of both four and six cylinder options, it means there should be a power rating for most operators.

Behind the engines sits a 395mm diameter clutch and the MAN TipMatic automated gearbox featuring an overdrive gear at the top end.

Manufacturers need to offer a wide range of wheelbases. The TGL is no exception, with 3.6 metres rising to 5.2m. The six wheelbases allow for body length sizes from 4.3m to 7.7m.

The front-steered drop beam axle is suspended via parabolic springs with shock absorbers and anti-roll bars and this is the same for the rear axle.

The steel frame is a mixture of riveted and bolted construction allowing for a GVW of 12,000kgs and a Gross Train Weight of 21,000kgs (potentially up to 24,000kgs with the higher horsepower engine).

The unladen weight, including a full fuel and Adblue tank, but excluding driver, vary from around 3,915kgs to 4,020kgs, obviously dependent on wheelbase, engine, cab and options, and the whole chassis sits on 6.75 x 17.5 steel wheels and 265/70R 17.5 tyres.

Both the four- and six-cylinder engines feature exhaust brakes and the standard service brakes have an electronic brake system with anti-lock braking system. There is the option of a useful exhaust valve brake.

MAN offers three other variants helping to widen its appeal to all types of operations.

The 'C' day cab, which sits low to the floor, is the standard urban offering. Two sleeper cabs extend the appeal to regional or long haul operators: an 'L' sleeper weighs an extra 230kgs and an 'LX' sleeper adds another 25kgs for the second bunk.

Finally, there is a 'DK' crew cab which weighs



Well-specified air suspension seat

505kgs more than the C and has a six- or seven-person option. It will appeal to municipal, recovery, utility or emergency services operators and, according to MAN, has the largest interior volume in its class.

Inside, the well-specified air suspension seat is faced by a semi-wraparound dashboard offering a blend of analogue and digital displays with a lot of switches. The instrument panel has two large dials for the revs and speed, with smaller dials for fuel/ adblue levels, water temperature and air brake pressure. The centre of the dashboard is well designed with infotainment system, heating and ventilation controls.

Starting the engine brings the rev counter to life, showing the vehicle's economy zone via green lights ranging from 1,300rpm to 1,700rpm.

The automated gearbox controls are slightly hidden to the left and drive is selected via a rotary control.

Visibility is good, aided by the low sitting cab which is great for an urban distribution truck, while the door pillars are slim and not too obstructive.

Noise levels are good, even at relatively high revs, despite the cab sitting low on the engine.

The TGL has many attributes to commend it to potential users, and it's certainly worth a look.

MODEL TESTED MAN TGL	
SPECIFICATIONS	
Model	12.190 C Cab
GVW/GCW	12000kgs/21000kgs
Payload	8020kgs
Wheelbase	4500mm
Engine	MAN D0834LFL7 4.6 litre
Power bhp	190bhp (142kW)@2300rpm
Torque Nm	750Nm @1200-1750rpm
Gearbox	TipMatic 6 speed automated
Suspension	Parabolic Front & Rear

THE LAST WORD

CHRIS JACKSON

HEAD OF FLEET ELECTRIC VEHICLE STRATEGY
AT CENTRICA MOBILITY VENTURES

An intrepid marathon runner with a dream to run more, Chris Jackson calls himself a 'lifelong petrolhead' whose first memory of cars is the sound of his father's Jensen Interceptor

The advice I would give to my 18-year-old self is get your hair cut. Also, never quit, be positive and have fun.

The song I would have on my driving playlist is Ice M.F.T by Ice T. I would make sure my windows were up while playing this one though!

My first memory associated with a car is the noise of the V8 in my dad's Jensen Interceptor. He was the one who got me into cars.

My favourite movie quote is: "They've done studies, you know. Sixty per cent of the time, it works every time." — Brian Fantana in Anchorman.

If money was no object I would solve the climate crisis, and if there's any money left over, treat myself to a nice curry.

A book that I would certainly recommend others read is Can't Hurt Me by David Goggins. I love running and what this man has achieved is frankly mind-boggling. This book is a lesson why you should never give up – the audiobook version is the one to get as the author joins the narrator in a podcast-style format in between the chapters.

My hobbies and interests are spending time with the family, talking about EVs, technology, gadgets and running.

My pet hate is people who leave their engines to idle while parked, usually while on the phone and smoking. Argh!

If I were made transport minister for the day, I would ban any reference to 'self-charging' hybrids.

Why fleet?

I'm a lifelong petrolhead! In my formative years my poster cars were the McLaren F1, Porsche 959 and the Ferrari 288 GTO. I still enjoy keeping up with all the latest automotive developments.

How I got here

I've been in fleet for over a decade and the past several years my interest has centred on electric vehicles. My previous roles at leasing companies were involved in finding the best vehicles a fleet should operate. Now in the energy sector, my role is to remove barriers to large scale fleet electrification by integrating the vehicle into a range of services through a seamless platform.

Latest products, developments and achievements

I'm proud to be a part of the team that worked recently with a bus company to electrify one of its depots – we worked with them to ensure the charging infrastructure we installed meant buses would always go out on time every day. The result was 32 double decker fully electric buses can now operate from that depot, which means over a million litres of diesel a year is not going up in smoke.

My company in three words

Agile, transformative and collaborative.

Career influence

My wife and kids – they're a huge influence so this motivates me to make them proud and do whatever I can to help address air quality and climate change before it's too late.

Advice to fleet newcomers

Get used to the pace of change! Things used to be pretty steady in the fleet world, but all that changed with the transition to zero emission vehicles – we need new thinking and new ideas in the industry.

If I wasn't in fleet

I'd like to run the world marathon majors – Tokyo, Boston, London, Berlin, Chicago and New York. Though I'm not sure my wife would be too pleased with all the training!

Next issue: Tim Bailey, fleet director UK & Ireland, Northgate Vehicle Hire



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