High hopes for hydrogen

Some say it’s only for trucks and buses, others claim it’s the future for cars. Make up your own mind inside.
**Fleet News readers recommend their top suppliers**

The greatest form of marketing is via word-of-mouth referrals and recommendations are priceless. A business may have excellent products, but referrals and recommendations are ultimately given as a result of outstanding customer service. The Fleet News annual ‘Reader Recommended’ programme allows our readers to have their say about the companies they believe offer the best service.

We have gathered opinions via research conducted among the Fleet News audience.

Fleets nominated their best suppliers in each industry segment but also their worst. The top performing companies are then granted Reader Recommended status.

The sectors highlighted within this sponsored section cover: conversions, driver training, rentals, software, fleet management, fuel cards, leasing and EV charging.

A full list of Reader Recommended companies in each category can be found on the Fleet News website under the supplier tab.

---

**SMART TRANSPORT CONFERENCE**

**DATE:** 17 MARCH 2020

**VENUE:** ETC VENUES, COUNTY HALL, LONDON

Find out about local and national government transport challenges

Listen to multi-modal solutions

Network with senior public and private stakeholders

**Book your place now at [www.smarttransport.org.uk](http://www.smarttransport.org.uk)**

---

**READER RECOMMENDED 2020**
We’re a family business established more than 30 years ago and we still lead the way in VCA-type approval. So, it is no wonder Clarks is the country’s most trusted producer of welfare vehicle conversions.

Yet that’s not all we provide – crew carriers, racking systems and lifestyle accessories, lighting, power, vehicle graphics and, increasingly, solutions to electric vehicles.

Stephen Turner, Bott Sales Director commented. “Our primary aim is to understand the operational challenges of our customers and their teams, before delivering robust, durable vehicle conversion solutions which support operative productivity over the long term. “We are, therefore, absolutely delighted to have been recommended by fleet industry decision-makers.”

The opinion of Fleet News readers reflects the kind of feedback we receive from our customers. This year 95% have given us the maximum five-star rating for overall experience.

The whole IAM RoadSmart team has worked tirelessly to ensure our customer service is of the highest quality, and that our training solutions for business drivers truly set the industry standard. Our CSP/CBS online driver risk management suite now offers a comprehensive, fully integrated solution including licence checking, risk assessment and e-learning, which we offer to fleets at extremely competitive rates due to our not-for-profit status.

We invest heavily in making sure our customer service is of the highest quality, and is established as the UK’s most recommended software supplier for fleet, leasing and hire management. It supports some of the world’s largest organisations, helping them to meet and exceed customer needs and keep their employees moving.

“IAM RoadSmart has been named a Fleet News Reader recommended software supplier for 2020,” said Simon Doody, IAM RoadSmart’s CEO. “The company’s multi-award winning, web-based Key2 system is a totally integrated solution, including database, compliance and driver performance.

The company’s multi-award winning, web-based Key2 system is a totally integrated solution, including database, compliance and driver performance.

Martin Bransom, managing director, said, “Jaama is the industry’s benchmark for quality and innovation and is established on the UK’s most recommended software supplier in the fleet, leasing and hire markets by customers. Winning this accolade from Fleet News further underpins the company’s industry-leading status.”

Jaama is the leading fleet, leasing and hire management software innovator, has been named Fleet News reader recommended software supplier for 2020. The company’s multi-award winning, web-based Key2 system is a totally integrated solution, including database, compliance and driver performance.

The company’s multi-award winning, web-based Key2 system is a totally integrated solution, including database, compliance and driver performance.

Jaama, the leading fleet, leasing and hire management software innovator, has been named Fleet News’ reader recommended software supplier for 2020. The company’s multi-award winning, web-based Key2 system is a totally integrated solution, including database, compliance and driver performance.

Martin Bransom, managing director, said, “Jaama is the industry’s benchmark for quality and innovation and is established on the UK’s most recommended software supplier in the fleet, leasing and hire markets by customers. Winning this accolade from Fleet News further underpins the company’s industry-leading status.”

Fleet Logistics is one of the world’s largest providers of fleet management services, with around 185,000 vehicles across 39 countries.

Our expert teams work with our clients to establish the optimum fleet strategy, manage their fleet supply chain, and help them make the right decisions for both their business and their drivers. We add value by providing sustainable solutions which reduce costs and environmental impact, helping our clients plan for their future mobility needs.

Sue Brumton, Country Head, UK and Ireland said: “Our collaborative and service-focused culture of excellence delivers cost savings and efficiencies through the application of IT, innovation, strategy and control.”

Fleet Logistics is one of the world’s largest providers of fleet management services, with around 185,000 vehicles across 39 countries.

Our expert teams work with our clients to establish the optimum fleet strategy, manage their fleet supply chain, and help them make the right decisions for both their business and their drivers. We add value by providing sustainable solutions which reduce costs and environmental impact, helping our clients plan for their future mobility needs.

Sue Brumton, Country Head, UK and Ireland said: “Our collaborative and service-focused culture of excellence delivers cost savings and efficiencies through the application of IT, innovation, strategy and control.”

“We are delighted Shell has been recognised as a Fleet News Reader Recommended Supplier again!” says Sarah Llewelyn, UK sales director, Shell Fleet Solutions.

She adds: “It’s great to know our offering continues to resonate with and add tangible value to our customers.

From the launch of our CO2 offsetting service and our rewards programme, Shell Go+, to our new online fleet management system, Shell Fleet Hub, we are dedicated to continuously improving our proposition and the customer experience.

“Evolving our offer to meet and exceed customer needs, we are committed to partnering with customers for a successful future.”

We’ve had the pleasure of working with Fleet News for almost three decades and are proud to be named in its Reader Recommended initiative 2020. The magazine has been a fundamental partner for Chevin over the years, playing a pivotal role in communicating our brand, products and services to the fleet industry – we look forward to future collaborations.

Our award-winning fleet management software, FleetWave, is designed to manage and consolidate all fleet-related information. Used worldwide to manage in excess of 1.2m vehicles and associated assets, it can be configured to meet the demands of any operation – from any sector – to improve operational efficiency, ensure compliance and reduce costs.

Hitachi Capital Vehicle Solutions are more than just a fleet funding and management company; we are the only leasing company who can fund, build and manage any asset type, across any specialist.

HCVS offer fully bespoke solutions for our customers, which saw us win the Fleet News Leasing Company of the Year 2019 (more than 20,000 vehicles) and the Commercial Fleet Truck Leasing Company of the Year 2019.

HCVS Managing Director, Ian Lowe said: “We are delighted to be recognised as a Fleet News Reader Recommended company for our unique ability to innovate, improve track record and industry experience.”

Alphabet is Europe’s leading provider of business mobility services. It helps organisations meet their business travel needs and keeps their employees moving. Innovative mobility products, like Corporate CarSharing and AlphaCity, are changing the way businesses finance, manage and use company cars.

AlphaElectric enables them to realise the benefits of low and zero emission vehicles.

Alphabet’s mobility services include: corporate and employee car schemes, commercial vehicles, risk management, vehicle rental, accident management and fleet management. It supports brands such as Panasonic, Grundfos Pumps and McDonald’s and manages 138,000 vehicles in the UK and more than 700,000 across 30 countries worldwide.

“At HP we believe in building real partnerships with our customers to help their businesses advance,” said a spokesperson for the company. “Our teams of experts across HP Fuel Cards and HP Changemaster are on hand to listen to customers, understand their business and tailor solutions that work for them.

“We are delighted to receive Fleet News Reader Recommended supplier status for Fuel Cards and EV Charging for the second year running. Recognising that fleet is ever-changing we are committed to developing our offer to meet the future needs of our customers, while being there to support and save time and money for fleets today.”

Bott is honoured to have been named as a Fleet News reader recommended company for the services it offers to businesses of all sizes, including expert design support, van ranking, accessories, lighting, power, vehicle graphics and, increasingly, solutions for electric vehicles.

“The opinion of Fleet News readers reflects the kind of feedback we receive from our customers. This year 95% have given us the maximum five-star rating for overall experience.”

The whole IAM RoadSmart team has worked tirelessly to ensure our customer service is of the highest quality, and that our training solutions for business drivers truly set the industry standard. Our CSP/CBS online driver risk management suite now offers a comprehensive, fully integrated solution including licence checking, risk assessment and e-learning, which we offer to fleets at extremely competitive rates due to our not-for-profit status.

Northgate is the largest light commercial vehicle rental provider in the UK, with a UK-wide network of over 50 branches and a total fleet size of c.52,000 vehicles.

In addition to hiring out vehicles, Northgate also offers a range of fleet management services to help customers manage their vehicle fleets more effectively in order to reduce costs, improve efficiency and ensure they are able to meet their legal and day-by-day care obligations.

“We are delighted to have been recommended as a rental provider by Fleet News readers and look forward to continuing to support fleets throughout the country.” said fleet director Tim Bailey.

“Evolving our offer to meet and exceed customer needs, we are committed to partnering with customers for a successful future.”

We’ve had the pleasure of working with Fleet News for almost three decades and are proud to be named in its Reader Recommended initiative 2020. The magazine has been a fundamental partner for Chevin over the years, playing a pivotal role in communicating our brand, products and services to the fleet industry – we look forward to future collaborations.

Our award-winning fleet management software, FleetWave, is designed to manage and consolidate all fleet-related information. Used worldwide to manage in excess of 1.2m vehicles and associated assets, it can be configured to meet the demands of any operation – from any sector – to improve operational efficiency, ensure compliance and reduce costs.
NEWS AND OPINION
4  Election revives BIK uncertainty
9  Parties commit to boost EV uptake
10 Charge point anxiety is new concern
13 Fuel choice unchanged by CAZs
15 The past month’s news headlines
18 Have your say: readers’ letters
83 Last word with Nick Chadaway

TOMORROW’S FLEET: FUEL CELL VEHICLES
24 High hopes for hydrogen
The future for HGVs, vans and cars?
30 Hydrogen fleet case study
Green Tomato Car’s 1m miles
33 Guest opinion: RAC Foundation
Weakest link in smart revolution
36 Air quality debate at City Hall
Approval for clean air declaration

IN THE SPOTLIGHT
44 Northern Gas Networks
Sarah Cooper-Birkenhead on driver welfare and well-being
48 Advanced Propulsion Centre
Funding great ideas to production
50 Fleet News Awards
Mobility rules at Enterprise

TODAY’S FLEET: INSIGHT
52 Fleet Debate:
Should telematics data form basis for incentivising drivers?
54 Fleet benchmarking
10 lessons in fleet management
56 Fleet skills with ICFM
The challenges of managing a grey fleet
60 Fleet Live 2019 review
The greatest show in fleet

IGNITION
66 Land Rover Discovery Sport
Little change for good Sport
67 Seat Mii Electric
City car jumps on EV bandwagon
68 Toyota C-HR
Few surprises in facelift
70 Our test fleet

COMMERCIAL FLEET
72 Safety systems to be mandatory
75 Compliance advice from FTA
76 Uptime management
Technology makes it easier
76 Renault Trucks Master
Master has high level of spec
General election means return to uncertainty over the future of BIK tax rates

Required legislation on hold, so published rates will need approval of new Government before they can be utilised

By Gareth Roberts

The fleet industry is hoping the general election does not derail new company car tax tables announced in the summer.

This new benefit-in-kind (BIK) rates were expected to be rubber-stamped in the Autumn Budget, ahead of coming into force from April 2020.

However, continuing deadlock over Brexit has put the new company car tax rates and the required legislation on hold, after the Government decided to go to the polls.

Matthew Walters, head of consultancy and customer data services at LeasePlan UK, is hopeful that, considering the new rates were a “long time in the making”, they will be adopted into law “regardless of the election result.”

“We are, however, keeping a close eye on this to ensure our customers are informed and prepared for any potential developments,” he said.

The fleet industry had been asked earlier this year to respond to a series of questions around whether EVs are a viable option, and this just adds to that noise.

With the latest reports on CO₂ showing gains across popular vehicle segments, the argument for increased zero emissions is even more relevant and urgent and should not be delayed.

SURGE OF INTEREST IN EVs

Many leasing companies, including ALD, reported an increase in requests for quotes on EVs, showing that the policy would help increase adoption rates.

Les Autoliasse, the UK’s largest leasing company, told Fleet News that orders for pure electric cars had increased by 123% in the first two months following publication of the new rates (fleethnews.co.uk, September 16).

Zephyr reported an even bigger surge in pure EV orders, up 211%, while Alphabet and Total Motion, both reported double digit increases.

That level of interest is understandable when, according to Deloitte, company car drivers who opt for EVs will cut employee total cost of ownership bills by 19%.

It said projected cost reductions were largely due to the new 0% company car tax rate on zero emission vehicles, down from the current rate of 16%.

Deloitte analysis says a higher-rate taxpayer (45%) receiving a diesel hatchback company car with a list price of £30,000, can currently expect to pay more than £18,000 in tax and fuel costs over a four-year period.

For a comparable EV, the employee total cost of ownership, which includes BIK tax, fuel for business and private mileage loss any business mileage reimbursement received, reduces to £916: a saving of 95%.

Following the publication of the new rates in the summer, the Government said it would bring forward legislation to implement these changes from April 2020.

The legislation was due to be introduced in the Finance Bill, which would have followed an Autumn Budget. However, when the Government lost its working majority in the House of Commons and struggled to push through its Brexist withdrawal
The next Government must be in the driving seat to encourage the rapid uptake of plug-in vehicles after the previous administration’s uncoordinated approach undermined fleet manager and company car driver confidence.

**Benefit-in-kind (BiK) tax is just one example. If the newly-elected Government of whatever political persuasion, truly wants to see the UK car parc move from one based on internal combustion engine (ICE) vehicles to one where electric vehicles (EVs) are the norm, then there should be incentives across all motoring taxes.

**ICFM has previously welcomed the 0% BIK rate set by the outgoing Conservative Government for new plug-in cars registered before April 2021. But the billions of pounds such projects would cost do not appear to be underpinned by hard-nosed costings. What the newly-elected Government should immediately do is to declare for 100% electric vehicles, at the very least, a zero benefit-in-kind tax rate and, over a similar period, a zero excise duty rate for vehicles with CO2 emissions up to and including 50g/km; and bring capital allowances for contract hire and leasing companies on plug-in vehicles into line with those for outright purchase fleets.

That would at least provide a five-year window of taxation certainty to enable fleet decision-makers and drivers to plan without fear of any policy short-termism.

It should also be acknowledged by the new Government that for many fleets and drivers, EVs are simply not viable and, particularly for high mileage operations, a Euro 6 emission certified car is the optimum solution. Therefore, politicians should not tax them out of existence.

But it is not just vehicle-related taxation where policies and rates have a place in the long term. Fleet is crying out for joined-up thinking across Whitehall and local authorities and for the new Government to bring those involved together to see sense and deliver:

* A single vehicle charging and payment system and not the confusing variety that currently exists.
* Support for the new breath of low emission ‘clean’ RDE2/ Euro 6 diesel vehicles that makes Bristol City Council’s plan to ban all diesel vehicles from 2021 look extremely aggressive and possibly detrimental to businesses working and operating within the affected area.

Meanwhile, the van sector requires massive help to transition to an EV future and, it seems, mainstream motor manufacturers may be struggling to deliver solutions. It is certainly true that their focus seems to be on increasing the range of plug-in car charging stations, while_kv_options appear to have taken a relative back seat in their plans.
News: Election Promises

Timings differ, but all major parties commit to speeding uptake of EVs

All new cars and vans to be electric, but will 2030, 2035 or 2040 be the target date?

By Gareth Roberts

The Labour Party says that cutting emissions will drive its transport policies if it forms the next Government.

Launching its manifesto last week, it pledged to end the sale of petrol and diesel vehicles by 2030 and put the UK at the forefront of the development and manufacture of ultra-low emission vehicles (ULEVs).

It also says it will invest in electric vehicle (EV) charging infrastructure and in electric community car clubs.

Rebecca Long-Bailey, Labour’s shadow business, energy and industrial strategy secretary, gave some detail around the policies at the party conference in Brighton (fleetnews.co.uk, October 28).

Billied as Labour’s Electric Car Revolution, she said a future Labour government would invest £3.4 billion into the roll-out of EV charge points, offer interest-free loans to facilitate buying EVs and introduce a scrap-price scheme.

She also called on car fleets to go 100% electric by 2025 by offering the removal of the £300 vehicle excise duty (VED) surcharge on EVs bought for fleet use costing above £40,000; promising to install EV charging stations in all workplaces that transition their entire fleet to EVs by 2025; and maintaining the existing 100% electric by 2025 by offering the £500m on a fast-charging network for electric cars and vans.

Further details are expected to be unveiled in its mainlistoke, which at the time of going to press had not been published.

However, it recently said it was also willing to ‘look again’ at plans to end the sale of new petrol and diesel cars by 2040 (fleetnews.co.uk, October 25).

It has already committed to end the sale of new ‘conventional’ diesel- and petrol-powered vehicles by 2040, with cars and vans requiring a zero-emission capability.

But, speaking at the Conservative Party Conference, transport secretary Grant Shapps said he would like to “thoroughly explore” the case for bringing this date forward.

“The Committee on Climate Change has said 2035 is a date for which we should aim,” he said.

The British Vehicle Rental and Leasing Association (BVRLA) says it is calling on the next Government to prioritise road safety through the Health and Safety Executive.

It wants it to be at the core of good corporate governance and procurement practice in the private and public sectors.

Mike Quinn, CEO of IAM RoadSmart, meanwhile, is calling on the next Government to prioritise road safety through the Health and Safety Executive.

It wants it to be at the core of good corporate governance and procurement practice in the private and public sectors.

Mike Quinn, CEO of IAM RoadSmart, said: “We believe by working together with government and the road safety industry, we can deliver a step-change in road safety and significantly reduce the fatalities and injuries which occur daily.”

For full analysis and fleet reaction to the general election go to www.fleetnews.co.uk.

Gerry Keaney, BVRLA

The Parties have provided lots of ambitious targets for reducing transport emissions but precious little detail

By Mike Quinn

The Committee on Climate Change has said 2035 is a date for which we should aim,” he said.

The Government needs to back the fleet sector by confirming the long-term status of its plug-in vehicle grants.

The association’s manifesto outlines a seven-point plan produced for the next administration’s first 100 days in office.

1. Along with wanting the plug-in grant for pure EVs to be extended until 2025, it wants the next Government to re-introduce the grant for hybrid vehicles as a short-term measure while supply constraints for pure EVs continue.

2. Furthermore, it is calling for extra funding for fleets to help with the costs of installing EV charging infrastructure, an adjustment to CO2-related taxes to encourage investment in greener company cars and a scrapprice scheme to help upgrade vans and trucks operating within clean air zones.

3. BVRLA chief executive Gerry Keaney said: “The main political parties have provided lots of ambitious targets for reducing transport emissions and congestion but precious little detail on how this rapid transition is going to be achieved.”

4. IAM RoadSmart, meanwhile, is calling on the next Government to prioritise road safety through the Health and Safety Executive.

5. It wants it to be at the core of good corporate governance and procurement practice in the private and public sectors.

6. Mike Quinn, CEO of IAM RoadSmart, said: “We believe by working together with government and the road safety industry, we can deliver a step-change in road safety and significantly reduce the fatalities and injuries which occur daily.”

7. For full analysis and fleet reaction to the general election go to www.fleetnews.co.uk.

---

Official fuel consumption for the SEAT range mpg (litres/100km) combined: 29.7 (9.5) – 58.9 (4.8).

Combined CO2 emissions 102-168 (g/km).

For more information, please see seat.co.uk/help or contact your SEAT Dealer.
By Gareth Roberts

 Providers and policymakers are being warned that a fragmented charge point network is slowing the take-up of electric vehicles (EVs). There are currently 28,000-plus charge points in the UK and 15 major network providers, said Zap-Map. Fleet body ACFO said the accessibility of charge points is a concern for drivers, as they consider whether to choose a plug-in company car. ACFO chair Caroline Sandall said: “Electric vehicle charge point anxiety is replacing ‘range anxiety’ as the big issue for drivers.”

 Carmakers’ enhancements to batteries, she says, have improved the range of EVs so significantly that drivers’ fears of running out of charge, before reaching their destination, are quickly being eroded. However, she warned: “Charge anxiety is now being replaced by charge point anxiety due to a number of concerns, including different vehicles requiring different connectors to enable charging to take place; and no standard payment system across all charge point providers.”

 The All-Party Parliamentary Group on Electric Vehicles has urged large public charge point operators to make their units interoperable. In a letter to operators last month, it said the “fragmented” system for charge point transactions, involving multiple cards, apps and accounts, is “putting off” fleet operators from adopting EVs. It says there is now a new urgent need for industry-led collaboration to simplify this experience.

 Even the most evangelical of EV advocates recognises that this is a major stumbling block. Simon King, procurement director at Mita, which has pledged to convert 20% of its car and small van fleet to EV by the end of 2021, said: “I’ve got between 10 and 15 apps for different charge point providers on my phone; a driver in a diesel van will have an Allstar card that they can use at pretty much any filling station. That’s our biggest issue.”

 And Catherine Hutt, innovation lead at Addison Lee, said: “Charging has been an issue for our drivers. The day I had to say ‘you are going to have to download about six different apps, my heart sank. We cannot let this carry on – it’s not sustainable.”

 A group of charge point providers has signed a roaming agreement to open up networks for EV drivers in the UK by the end of 2019 (fleetnews.co.uk, September 26). Alliesp, Charge4Europe, ChargeMap, ChargePoint, Engenie, EVBox, Franklin Energy, NewMotion and Travelcard will only require a single subscription to access any of their public charging stations.

 They have also agreed to share charging station information so EV drivers can see where and if a charge is available and what a charging session will cost them. Matt Western, chair of the all-party parliamentary group, said: “This announcement from the collaborating parties in e-mobility is absolutely a step in the right direction.”

 The agreement struck between the charge point operators is based on the Open Charge Point Interface, a standardised and open-source protocol commonly used in Europe. The all-party parliamentary group says interoperability agreements in markets such as the Netherlands, France and Germany have helped fuel the switch to EVs. Sylvie Zuzeula, CEO of NewMotion, says its wider experience in Europe also shows that making charging more “accessible and easy helps encourage EV adoption.”

 The Government announced in the summer that it wanted all new EVs to have rapid charge points to allow debit or credit card payments by spring 2020 (fleetnews.co.uk, July 15). BP Chargemaster supported the move and said its Polar network will offer contactless bank or credit card payments on all new 50kW and 75kW ultra-fast chargers. It will also retrofit all existing 50kW Ultra Charge units.

 “Rapid chargers are contactless tap and pay – you turn up and get your bank card out,” said Tom Callow, BP director of communications and strategy. “Customers have always been able to access the Polar network, which operates 7000 charge points in the UK, on a pay-as-you-go basis via a subscription (membership).

 Polar subscribers pay a monthly fee of £19.95 and, in turn, have cheaper charging rates. Sandall says “total uniformity” is required in terms of payment and type of plug/charging point.

 “Charge point providers and motor manufacturers need to unite in terms of the type of system and there needs to be complete uniformity in terms of payment – one card, one system,” she said.
**Fleets say fuel choice not changed by introduction of clean air zones**

More than half of decision-makers expect to run EVs by 2025, but switch will not be dramatic

By Gareth Roberts

The number of fleets operating pure electric vehicles (EVs) is expected to more than double in the next five years, new research suggests. Zero emission cars or vans are currently operated by around one in four fleets, but more than half expect to be running EVs by 2025. Diesel vehicles continue to dominate today, however, with 89% reporting the fuel type on their fleets, compared with 87% last year.

The findings are from the Operational Fleet Report 2019/20, jointly commissioned by The AA and Rivus Fleet Solutions and conducted by Populus.

It paints a picture of an industry grappling with balancing the commercial pressures and demands of running their current fleets with planning for changes they know are around the corner.

Henry Brace, chief executive officer at Rivus Fleet Solutions, says that, compared with last year’s report, there has been no “significant shift” to alternative fuel vehicles (AFVs).

But he added: “While diesel remains the main buying choice of fleet operators, increasing numbers are changing their views on the future usage of alternative fuel vehicles.

“We’re shifting towards a big change in the industry. With 57% of respondents expected to be using EVs in the next five years, we can see the switch from diesel to electric in the not-so-distant future.”

A third (33%) of the 500 fleet decision-makers questioned said they think pure EVs will be the most dominant fuel type on fleet in 10 years’ time.

In the meantime, however, the report says that a lack of consistency in local policy interventions, such as the London ultra-low emission zone (ULEZ) boundary expansion in 2021, the proposed Bristol City Council diesel ban and delay to clean air zones (CAZs) in Birmingham and Leeds, has pushed some operational fleets to replace diesel vehicles like-for-like rather than invest in new technologies.

Diesel’s dominance, according to those surveyed, is down to the fact it remains cheaper than alternatives and, with Euro 6-compliant engines, the latest vehicles meet the requirements of most CAZ legislation announced to date.

In fact, three-quarters (75%) still expect to be using diesel in their fleets in five years’ time, suggesting, while change is on the way, it won’t necessarily be dramatic. The report shows that a little less than a quarter (23%) of those surveyed had recently bought new Euro 6-diesels, while the introduction of clean air zones has prompted one in four to pay the fines (23%) and a similar proportion (25%) to move older, non-compliant vehicles to other parts of the country.

The majority (70%) of fleet decision-makers agreed that lack of consistency between CAZs was introducing further complexity to their operational planning.

Stuart Thomas, director of fleet and SME at The AA, said: “This year’s research has emphasised education and clarity are key if fleet decision-makers are to make effective judgements around investing in a clean air future.

“In the absence of clear guidance and a confirmed roadmap towards zero emissions, fleet operators and businesses are sticking to what they know, adding new diesels to their fleets and paying fines for non-compliance rather than investing in new EVs.”

Fleet managers do broadly support the Government’s clean air targets, however. This is especially the case for large fleets, where 82% support the introduction of CAZs throughout the UK (compared with 72% on average). The majority of businesses feel the fines are justified (63%) versus car-led fleets (72%). Something that different fleet types are in line with is actively looking for solutions to help them work within CAZs, such as systems to alert drivers when they are approaching a restricted zone (82% agreed this would be useful). Thomas said: “While many of these we interviewed don’t yet have the confidence to make big steps into an EV future, particularly commercial fleets where the vehicle choice is much more limited, it is promising to see how many of these surveyed expect to have EVs on their fleet over the coming decade.

“The question is, will this be quick enough to meet ambitious zero emission targets?”

**FUEL CHOICES – CURRENT AND PROJECTED**

<table>
<thead>
<tr>
<th>Fuel Type</th>
<th>Currently using in any capacity</th>
<th>Within next five years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diesel</td>
<td>100%</td>
<td>64%</td>
</tr>
<tr>
<td>Petrol</td>
<td>90%</td>
<td>29%</td>
</tr>
<tr>
<td>EV</td>
<td>50%</td>
<td>40%</td>
</tr>
<tr>
<td>PHEV</td>
<td>40%</td>
<td>30%</td>
</tr>
<tr>
<td>Bio-diesel</td>
<td>30%</td>
<td>20%</td>
</tr>
<tr>
<td>LPG</td>
<td>20%</td>
<td>10%</td>
</tr>
<tr>
<td>CNG</td>
<td>10%</td>
<td>5%</td>
</tr>
<tr>
<td>Hydrogen</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

*Source: Operational Fleet Report 2019/20*

**HENRY BRACE, RIVUS FLEET SOLUTIONS**

*WE'RE SHIFTING TOWARDS A BIG CHANGE IN THE INDUSTRY*

Official WLTP fuel consumption figures for the Audi Q5 50 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 are subject to approval. Actual fuel consumption and CO₂ emissions depend on the vehicle’s technical data such as engine power, accessories, and driver’s style. Further information may be obtained from Audi.”

*Introducing the Audi plug-in hybrid range.*

Search Audi hybrid

*Batteries included*
From generating data to driving business performance

TomTom Telematics is now Webfleet Solutions

Since our launch 20 years ago, we’ve grown to become a global leader in telematics, helping over 50,000 businesses manage vehicles and maximise productivity. Having recently been acquired by Bridgestone, we now change our name from TomTom Telematics to Webfleet Solutions. Our goal remains the same: to innovate fleet management and build the future of mobility solutions.

Let's drive business. Further.

WEBFLEET SOLUTIONS

a Bridgestone company

FP_FLEETNEW_418211id4106161.pdf 14.11.2019 16:44

NEWS HIGHLIGHTS

MOBILE PHONE CONVICTIONS RISE IN YORKSHIRE, NORTH-EAST AND EAST MIDLANDS

In Yorkshire, the number of drivers receiving penalty points for committing a CH09 offence (using mobile phone while driving) jumped by 22.6% between 2017 and 2018, with rises of 8% in the north-east and 5.7% in the East Midlands.

VOYNO OFFERS FLEET CAR DRIVERS ONE YEAR’S FREE ELECTRICITY

Voyo has announced that drivers and buyers of any new Volvo plug-in hybrid model will benefit from a year’s free electricity to charge their car. The offer is open to both private and business customers.

MAXXIS TYRES ADDS PEUGEOT 508S TO FLEET

Global tyre manufacturer Maxxis Tyres, has taken delivery of a fleet of 12 Peugeot 508s for its UK field sales team. The new fleet includes a mix of Allure and GT Line Fastback models.

EUROPCAR IMPROVES VEHICLE DELIVERY AND COLLECTION

In an effort to improve vehicle delivery and collection for business drivers, Europcar has announced the rollout of an enhanced customer service programme called DeliverRight.

NEW ŠKODA OCTAVIA OFFERS HYBRID VERSIONS

The new Škoda Octavia offers a plug-in hybrid version for the first time, plus mild hybrid, diesel and petrol versions.

BRIGHTON REVEALS LAMP POST CHARGE POINT PLAN

Brighton and Hove City Council has announced that more than 200 new electric vehicle (EV) charge points will be installed across the city over the next few months. Most of the charging points will be installed on lamp posts.

ENTERPRISE AND LIFTSHARE TO COLLABORATE ON NEW MOBILITY MODEL

Enterprise Car Club and Lифtshare say that by working together they will improve access to shared vehicles for both car club members and business users.

CLEAR CHANNEL UK REDUCES ANNUAL FLEET FINES BY £65,000

Outdoor advertising specialist Clear Channel UK, has prevented annual fleet vehicle fines of £65,000 by re-registering leased vehicles in lessee’s name.

LEASEPLAN ANNOUNCES PROGRESS ON NET-ZERO STRATEGY

LeasePlan has published its first annual Sustainability Report, outlining the company’s progress on its overall sustainability strategy, including its ambition to achieve net-zero emissions from its total fleet of 1.9 million vehicles by 2030.

SPECIFICATION AND STYLING UPGRADES FOR 2020 HONDA CIVIC

Honda has given the Civic a mid-refresh for 2020, improving the interior, styling and infotainment system. The Japanese brand says it has enhanced the car’s ‘premium feel’, yet retained its dynamic performance.

NISSAN APPOINTS PETER MCDONALD AS FLEET DIRECTOR

Peter McDonald has been appointed as the new fleet director of Nissan, replacing Iker Lazarraga who left earlier in the year. The former Seat fleet boss is tasked with pushing the Japanese brand’s EVs.

VVV IQ SPACE VIZZION CONCEPT PREVIEWS NEW ELECTRIC ESTATE

Volkswagen has revealed a new electric concept car at the LA Motor Show this week, the ID Space Vizzion. It is a five-door estate car that showcases the upcoming ID4 estate, which is due to launch in 2021.

FLEET NEWS POLL

WHAT IS THE MOST IMPORTANT ISSUE FOR YOU IN THIS GENERAL ELECTION?

Source: fleetnews.co.uk

Brexit: 18.2%

Environment: 8.3%

Other: 2.4%

Domestic agenda, NHS and education: 19.9%

Economy: 10.2%

Environment: 10.2%

Our poll shows Brexit is the number one consideration for readers at the general election, with just one-in-five (10.2%) saying that the environment is an important issue. The environment also failed to capture the imagination of voters, despite the efforts of Extinction Rebellion and the impending climate crisis. Fleet News hopes, however, that all parties will be keen to incentivise cleaner cars and vans to help fleets to make the switch in the future.

THIS WEEK’S POLL: When did you last have your eyesight tested?

To view the full story go to fleetnews.co.uk/News
Search All-New CLIO

Call Renault Business on 0800 731 7066

The official combined fuel consumption figures in mpg (l/100km) for the Renault All-New CLIO R.S. Line and S Edition are 54.3 (5.2). The official CO2 emissions are 99 g/km. WLTP figures shown are for comparability purposes, only compare figures with vehicles tested to the same technical procedures. Actual real-world driving results may vary depending on factors such as weather conditions, driving styles, vehicle load or any accessories fitted after registration. WLTP is a new test used for fuel consumption and CO2 figures, however, until April 2020 the CO2 figures are based on the outgoing (NEDC) test cycle which will be used to calculate vehicle tax on first registration. Please visit renault.co.uk/configure for WLTP figures for any selected options. Model shown: All-New CLIO R.S. Line.
The brevity of the general election period has restricted lobbying time on transport matters – and there’s plenty to discuss considering it’s becoming an election for radical ideas. So what’s on the cards? Labour is prioritising public transport with rail privatisation and enabling local councils to take public ownership of bus networks. It wants to ‘achieve the substantial majority’ of net zero carbon emissions by 2030 (a watered-down pledge from its September annual conference), with a ban on petrol and diesel cars, loans to help people buy electric cars and investment in the charging infrastructure. But, it will also invest in roads while adopting a Vision Zero approach to road safety, striving for zero deaths and serious injuries – it’s the only party to focus on safety. This supports previous Fleet News campaigns for the introduction of safety targets. The Lib Dems are keen to reduce car use through investment in cycling/walking, price freezes in rail and infrastructure investment in public transport. The party will commit to a net zero emissions target of 2045 and will tax, subsidise and regulate people into ultra-low emission vehicles. Like, Labour, it has pledged that every new car and small van will be electric by 2030 (not on EVs will be cut to 5%). It has also committed to World Health Organisation guidelines on air quality, a central tenet of the Fleet News/UK 100 Clean Air Declaration (see page 24). The Green Party will also bring forward a ban on petrol and diesel to 2030, leaving the Conservatives at the time of writing as the only party sticking to the original 2040 deadline. Noteworthy policies include preventing insurers from offering cover beyond the expiry date of the MOT certificate or the end of the exemption period. Road charging is firmly on the Greens’ agenda – the only party to make a commitment. Initially, this would be in highly congested and polluted areas. However, it wouldn’t be deployed in areas where it risks displacing traffic to other roads, especially in built-up areas.

As we went to press, the Conservative Party had not released its manifests. Although the Greens have been plenty of campaign-trail rhetoric about plug-in vehicles, one can’t help but wonder about the 2045 target and the fact that they are not committing to it. No one has tried to clarify next year’s BIK rates (see page 4), but it is highly unlikely the new Government will start fiddling with company car tax given the short timescales until its introduction.

**FOSSIL FUELS**

Glenn Ewen wrote:

Having read ‘Diesel still first choice for fleets’ (fleetnews.co.uk, November 15), it’s not a lack of clarity, but a lack of vehicles that’s the problem. For example, there are no petrol hybrid van choices (just one van) and no indication of when other manufacturers might join in. Seems they are continuing with either full electric, which will not work everywhere for a long, long time, or diesel, but as clean as they can get it (which is still dirty). Toyota has made a hydrogen fuel cell car and has opened up the technology to all. The only reason diesel is still the fuel of choice is because there is very little of anything else on offer. Lack of consistency by local authorities is the least influential factor if everyone just goes for clean (not cleanest available) vehicles. All we need is someone to make them, not try to keep cleaning up the dirty offerings, or making stuff that is only good for commuters.

**ROAD SAFETY**

Sage and Onion added:

Diesel cars are declining at a rapid rate in our car fleet, not as much driven by the CAZs, but more so by BIK where the drivers have a free choice within wholelife cost limits. The change is mainly towards petrol PHEVs and, while there are plenty of people who will argue that they aren’t as economical as they are claimed to be, they do offer other benefits that can easily offset any marginal increase in fuel cost compared with diesel.

Plus, we get ahead of the game in preparing our drivers for full electrification, which is coming whether we like it or not.
Drive into a cost-saving future

Fleet operators like you have a wide range of options to manage risk.

Get it right and significant savings can be achieved.

Our value for money risk management solutions include:

- Fleet risk audits
- Online and on-road driver assessments
- Driver training and development

For over 100 years, ROSPA has led the way in road safety. We have a huge amount of experience in helping organisations in the UK and internationally, achieve substantial business benefits from managing their drivers and vehicles more effectively.

✓ LOWER INSURANCE COSTS
✓ FEWER ROAD COLLISIONS
✓ FUEL SAVINGS
✓ REDUCED CO2 EMISSIONS
✓ REPAIR COSTS DOWN

FREE Driving for Work Handbook
Useful advice to help your drivers cope with the risks they face when driving for work.

www.rospa.com/road-safety-resources

RISK MANAGEMENT

Is fit-to-drive declaration enough?

Ean Lewis wrote:
Having read ‘Fit-to-drive declarations becoming more important’ (BusinessWeek.co.uk, November 12), self-declarations simply will not work for the ‘not so innocent’ employees who do drink to excess on a school night or who do take drugs.

As to whether or not those employees who drive ‘fleet’ cars are any better or worse because they are within a fleet environment, is a simple supposition.

Unless the company properly screens for both drink and drugs, assuming it is safer remains just a guess.

ELECTRIC VEHICLES

Helping drivers make the switch

Martin K wrote:
Having read ‘Businesses with low-emission fleets set to receive appeal to consumers’ (BusinessWeek.co.uk, November 14), Ashley Barnett is right when he says that persuading motorists to make the switch to electric vehicles relies on them being educated, encouraged and incentivised to consider a low emission option. I also have to agree that for lower-mileage users, who mainly drive in urban areas, there’s simply no reason to delay moving into an electric vehicle and enjoying the wholelife cost benefits.

David Watts wrote:
Having read ‘Hybrid cars better than plug-ins for CO2 reductions, says Emissions Analytics’ (BusinessWeek.co.uk, September 30), the problem with using a Dutch data set is that fully exposed private fuel is the norm in the Netherlands (due to a very low BIK) so there is clearly no incentive to plug-in.

This will significantly distort these figures and makes them, essentially, irrelevant for comparison purposes.

However, what it does highlight is that if you do not have a fuel policy that actively encourages drivers to plug their cars in then the mpg will be poor.

Whereas, the opposite will be true if you have an appropriate fuel policy.

You can also ask about...

- Our Fleet Safety Awards
- RoSPA Fleet Membership
- Annual Road Safety Conference

If you’d like more information or a quote, get in touch:

enquiries@rospa.com
0121 248 2233

You have your say
NISSAN NAVARA N-GUARD
WHATEVER YOUR DAY LOOKS LIKE, TAKE IT ON, N-GUARD STYLE.

Tough by design, with a commanding 3.5 tonne towing capacity and 1 tonne payload. Smart by technology, with NissanConnect and Intelligent Around View Monitor. The award-winning Navara. Take every adventure head on.

NISSAN FLEET. WE MEAN BUSINESS.

Nissan Navara N-Guard dCi 190 4WD Manual: COMBINED 31.7MPG (8.2L/100km). CO2: emissions 235g/km. BIK £3,430*. CO2 FROM 235G/KM. NCAP 4*. MPG COMBINED 31.7 MPG. TCO £33,657*. For terms and conditions relating to Nissan technology please visit www.nissan.co.uk/technology. 5 year/100,000 mile warranty comes first manufacturer warranty, subject to vehicle age and mileage. New vehicle only. Exclusions and terms apply. Figures quoted are for Navara N-Guard Double Cab, 2.3 dCi 160 4WD Manual, NEC supplied by C&M Limited. Nissan Motor (GB) Limited does not offer tax advice and recommends that all Company Car drivers consult their own accountant with regards to their particular tax situation. Information correct at time of going to print. Nissan Motor (GB) Ltd, Metro Office Park, Denham Way, Rickmansworth, Hertfordshire WD3 9PS. Registered in England No. 2154468.
Fuel cell vehicles have been overshadowed by battery electric cars in the race to zero emissions. But they shouldn’t be overlooked. Andrew Ryan reports

Battery electric vehicles (BEVs) dominate the landscape of zero emission motoring. Government, manufacturers and suppliers are spending billions of pounds to develop and introduce the technology, with more BEVs being launched and more charge points being installed on a weekly basis.

However, BEVs grant the only zero-emission option – and, for some, they aren’t even the best option either.

Hydrogen fuel cell electric vehicles (FCEVs) have been sitting in the background for many years. Hyundai brought the first commercially available model – the ix35 – to market in 2013. The manufacturer has been developing FCEV systems since 1998 when it opened a dedicated R&D centre.

One beneficiary is the Liverpool City Region Combined Authority, which was awarded £6.4m earlier this year for a bus project which will see a new hydrogen refuelling station and potentially up to 12 hydrogen powered buses on the area’s roads.

Meanwhile, London has placed an order for 20 FCEV buses due to start work next year.

"The larger the vehicle, the more hydrogen makes sense," says Callum Smith, business development officer at ITM Power, which operates seven hydrogen refuelling stations in the UK, with a further six under construction.

"You can fill up a hydrogen bus in roughly 10 minutes. In a battery electric bus you can use almost half of the battery on the heater alone, while hydrogen refuelling stations use the fuel cell. Those get 250 miles while you are looking at a 100-mile range with the battery electric bus." While examples such as this show why it is clear hydrogen is suited to larger vehicles, it may be less obvious why the fuel is relevant for passenger cars.

"I think hydrogen will be really important in heavier vehicles and non-automotive applications," says Tom Callow, BP Chargemaster. "As a real niche – a 3% type niche – product. The EV charging infrastructure, battery capacity and everything else is accelerating at such a pace I can’t see it stacking up economically."

Nevertheless, the FCEV’s potential has attracted the attention of the Government as it looks to reduce transport emissions. The Office for Low Emission Vehicles has a £233m fund to accelerate the take-up of hydrogen vehicles and the roll-out of infrastructure.

One beneficiary is the Liverpool City Region Combined Authority, which was awarded £6.4m earlier this year for a bus project which will see a new hydrogen refuelling station and potentially up to 25 hydrogen powered buses on the area’s roads.

Government, manufacturers and suppliers are spending billions of pounds to develop and introduce the technology, with more BEVs being launched and more charge points being installed on a weekly basis.

However, BEVs grant the only zero-emission option – and, for some, they aren’t even the best option either.

Hydrogen fuel cell electric vehicles (FCEVs) have been sitting in the background for many years. Hyundai brought the first commercially available model – the ix35 – to market in 2013. The manufacturer has been developing FCEV systems since 1998 when it opened a dedicated R&D centre.

One beneficiary is the Liverpool City Region Combined Authority, which was awarded £6.4m earlier this year for a bus project which will see a new hydrogen refuelling station and potentially up to 12 hydrogen powered buses on the area’s roads.

Meanwhile, London has placed an order for 20 FCEV buses due to start work next year.

"The larger the vehicle, the more hydrogen makes sense," says Callum Smith, business development officer at ITM Power, which operates seven hydrogen refuelling stations in the UK, with a further six under construction.

"You can fill up a hydrogen bus in roughly 10 minutes. In a battery electric bus you can use almost half of the battery on the heater alone, while hydrogen refuelling stations use the fuel cell. Those get 250 miles while you are looking at a 100-mile range with the battery electric bus."

While examples such as this show why it is clear hydrogen is suited to larger vehicles, it may be less obvious why the fuel is relevant for passenger cars.

"I think hydrogen will be really important in heavier vehicles and non-automotive applications," says Tom Callow, BP Chargemaster. "As a real niche – a 3% type niche – product. The EV charging infrastructure, battery capacity and everything else is accelerating at such a pace I can’t see it stacking up economically."

Nevertheless, the FCEV’s potential has attracted the attention of the Government as it looks to reduce transport emissions. The Office for Low Emission Vehicles has a £233m fund to accelerate the take-up of hydrogen vehicles and the roll-out of infrastructure.

One beneficiary is the Liverpool City Region Combined Authority, which was awarded £6.4m earlier this year for a bus project which will see a new hydrogen refuelling station and potentially up to 25 hydrogen powered buses on the area’s roads.

Meanwhile, London has placed an order for 20 FCEV buses due to start work next year.

"The larger the vehicle, the more hydrogen makes sense," says Callum Smith, business development officer at ITM Power, which operates seven hydrogen refuelling stations in the UK, with a further six under construction.

"You can fill up a hydrogen bus in roughly 10 minutes. In a battery electric bus you can use almost half of the battery on the heater alone, while hydrogen refuelling stations use the fuel cell. Those get 250 miles while you are looking at a 100-mile range with the battery electric bus."

While examples such as this show why it is clear hydrogen is suited to larger vehicles, it may be less obvious why the fuel is relevant for passenger cars.

"I think hydrogen will be really important in heavier vehicles and non-automotive applications," says Tom Callow, BP Chargemaster. "As a real niche – a 3% type niche – product. The EV charging infrastructure, battery capacity and everything else is accelerating at such a pace I can’t see it stacking up economically."

Nevertheless, the argument is not that FCEV should replace BEV in all applications, but should complement it, dependent on user requirements.

"For smaller vehicles and lower distances travelled, BEVs are perfect," says Paul Marchant, senior business manager at leasing company Arval, which has carried out a series of hydrogen roadtests to raise awareness of the technology.

"You plug them in, drive to the office, and as most people only do 20 miles a day, electric cars will suit them. For the occasional longer trip, they might consider a plug-in hybrid."

"When you get to the drive cycles that demand a lot of distance and a lot of time, that’s where hydrogen works because it’s so easy to fill up. I can fill my Toyota Mirai from empty in about four minutes, that 4.5kg of hydrogen gets me about 300 miles and the only emission is water, so what’s not to like?"
TOMORROW’S FLEET: FCEVs

Jay Hunt, Toyota

Obvious answers are the current lack of availability and cost of FCEVs and the limited refuelling infrastructure. However, both scenarios will change in the future, according to Jon Hunt, manager alternative fuel at Toyota.

‘By 2025, you will start to see all the main carmakers having a fuel cell in the market,’ he says. ‘Between 2025 and 2030 is when you will start to see an acceleration. Again, it won’t be commonplace everywhere but in certain areas. California has mandates, but also the desire, to change and so do markets like the UK.

‘Post 2030 is when you will start to see that real push, and that will be driven not only by the adoption of new cars, but simply because you won’t be able to achieve the average emission requirements with any other solution.’

Toyota and Hyundai are leading the development of FCEVs, while Honda also has experience of the technology with its FCX Clarity.

BMW is expected to launch an FCEV in 2022, while Hyundai last year entered a cross-licensing agreement with Audi for fuel cell technology, with the German manufacturer announcing it would intensify its development of hydrogen fuel cell technology by re-establishing its h-tron programme. It says a limited-volume Audi FCEV could be offered as part of a lease programme by 2023, with volume production of models during the second half of the next decade.

BY 2025, YOU WILL START TO SEE ALL THE MAIN CAR MAKERS HAVING A FUEL CELL OFFER IN THE MARKET

Vehicles with fuel cells will also fall. The two FCEVs available in the UK retail at almost £70,000, but it will not be long until the price of hydrogen cars falls more in line with conventional vehicles.

‘It’s difficult to forecast because it is dependent on volumes, but we pretty clearly indicated that around the mid-2020s, you will have price parity with conventional cars,’ says Hunt.

This is because the cost of the components are no more than the material cost for a conventional car. FCEVs don’t require the same emissions control systems, the amount of platinum in the fuel stack is not much different than in a diesel catalyst, and there are no oils.

‘Overall, at scale you could achieve a lower price point – but it’s that scale you need,’ Hunt says.

‘We do get a bit too hung up, generally, on the purchase price. In the fleet market, the cost of ownership is more important and the vehicle’s residual value (RV) is the biggest part of that.’

The interesting thing with fuel cells is that your operational costs can be low because in the fuel...
EXCELLENT YEAR-ROUND PERFORMANCE.

Vector 4Seasons Gen-2

- Safety and control in all weather conditions
- Quiet and comfortable ride
- No need to switch between summer and winter tyres

CELL SYSTEM THERE IS JUST ONE MAINTENANCE PART WHICH IS A DE-IONISING FILTER LIKE YOU HAVE AT HOME ON YOUR HOT WATER SYSTEM, WHICH NEEDS REPLACING EVERY 30,000 MILES.

"So, when you look at the maintenance and you consider your RV, the fuel cell system will hold an intrinsic value because the components in the fuel stack itself are designed not to wear out and will still do the same job as it did when made.

"You can put it in another powertrain, you can use it for stationary power, you can recycle 100% of it, so you’ve got a value in the component which is maintained and that means your RV has a bottom because it always has a market.

"You will dispose of your internal combustion engine car when it becomes too expensive to maintain the engine, transmission or other components; you will do the same with a BEV when the battery degrades to a point when it is not usable.

"This simply won’t happen with an FCEV.”

While future launches will increase the number of FCEVs in the UK, the number is currently tiny – combined, 150 Mirai, Nexo and Hyundai ix35 hydrogen-powered cars, and a handful of buses.

This creates a chicken and egg situation when it comes to providing and expanding the refuelling infrastructure, says Smith. At the moment there are just 17 publicly-accessible refuelling stations.

Phil Killingley, deputy head of the Office for Low Emission Vehicles, adds: “You can take different approaches to the roll-out of hydrogen refuelling stations. You can scatter the country and hope the vehicles come along, or, given that the vehicle supply is relatively limited, you can seek to achieve high utilisation of stations with captive fleets and it is the latter approach we have gone for in the UK.”

Hydrogen has the advantage that stations can use renewable energy on site to create hydrogen through electrolysis, meaning that as well as the process being eco-friendly, they do not have to be connected to a wider refuelling network or grid.

However, the infrastructure will never be able to match that of BEVs, with home and work-based charging accounting for a large proportion of its refill requirements.

Alternatively, hydrogen can be created through industrial processes and transported to the stations. Five of ITM’s stations are in the London area and are used by fleets including private hire firm Green Tomato Cars (see case study, page 30), which is operating around 50 Mirai models, and the Metropolitan Police which has 21.

“Our stations are based on who has got a fleet that wants them,” says Smith. “For example, there is a gap in the network between Sheffield and Aberdeen and we could easily put a station in there, but if there is not a fleet to use it, then it wouldn’t be a project we would go ahead with.”

Smith says a great example of how it can roll-out hydrogen refuelling stations is its Birmingham bus project, which will open in Q1 next year to provide fuel for 20 hydrogen buses.

“The reason our project in Birmingham is so key is that it concentrates on that fleet of buses, and we can then say let’s put a public refuelling station on it as well,” he adds.

“How will we think the refuelling infrastructure will initially be expanded?”

HOW SAFE ARE FUEL CELL VEHICLES?

“A lot of people say ‘hydrogen, it’s going to explode’ and hydrogen does have a high energy density, but if you manage it safely then it does a good job and is super safe,” says Sylvie Childs, senior product manager at Hyundai.

Its Nexo was the first FCEV crash-tested by Euro NCAP and achieved the maximum five-star safety rating.

“The safety should dispel concerns around how hydrogen fuel cell powered vehicles perform in a crash,” says Matthew Avery, director of research at Thatcham Research.

“With the Nexo, Hyundai has successfully demonstrated that alternative fuelled vehicles need not pose a risk to car safety.”

Toyota has taken a similarly thorough approach to safety for Mirai: each of the materials chosen for its hydrogen tank has been selected to contain the fuel safely. Its carbon fibre-wrapped polymer-lined tanks absorb five times the crash energy of steel.

In a collision, the hydrogen system shuts off to prevent the gas from travelling to potentially damaged systems outside of the tank.

CELL SYSTEM THERE IS JUST ONE MAINTENANCE PART WHICH IS A DE-IONISING FILTER LIKE YOU HAVE AT HOME ON YOUR HOT WATER SYSTEM, WHICH NEEDS REPLACING EVERY 30,000 MILES.
Hydrogen fuel cell electric vehicles prove ideal for private hire company Green Tomato Cars to reduce its emissions. Andrew Ryan reports

A trial which has seen Green Tomato Cars rack up more than one million miles in Toyota Mirai hydrogen fuel cell electric vehicles (FCEVs) has shown the technology works effectively with few operational compromises needed, says Cenex, the independent not-for-profit low emission vehicle research and consultancy organisation.

The London-based private hire company took its first two Mirai models in 2015 and increased its fleet of FCEVs to 27 in 2018 under the pan-European Zefer project (see panel right).

“Clearly it is best if the vehicle stays within a reasonable reach of the refuelling network,” says Spears.

“Minimal” adjustments to incorporate the FCEVs into its daily operations were made.

The majority of refuelling stations are in London and Green Tomato Cars’ dispatching software ensures that, effectively, their calls are limited to within 10 miles of the M25. In practice that has not been a big issue, as 96% of the journeys are already within the M25 or just outside.

LIMITED REFUELING

The limited refuelling infrastructure – there are five stations in London – and issues such as no hydrogen being available or stations being unavailable through either being upgraded or maintained, has combined with driver unfamiliarity with the technology to cause them to refuel more often than they need to.

“Data shows they can drive 312 miles on a tank of hydrogen, which means they only have to refuel every few days or so, but the average amount refuelled is about 2.3kg,” says Spears.

“Passengers are charged a small premium if they ask for a zero emission taxi when they call the private hire vehicle company or use its app,” adds Spears.

“In practice, 10% of people do that; 90% of the time they don’t really want a hydrogen taxi, they may not,” says Spears.

The public-private partnership aims to identify any barriers to widespread adoption of the technology.

As well as the 50 Toyota Mirai models on Green Tomato Cars’ fleet, Zefer is also contributing towards 10 vehicles for the Metropolitan Police.

Driver attitudes to FCEVs will also be assessed to understand changes in attitudes, lessons learned and the impact of the trial, which runs to September 2023. It also aims to identify any barriers to widespread adoption of the technology.

Trials which have seen Green Tomato Cars rack up more than one million miles in Toyota Mirai hydrogen fuel cell electric vehicles (FCEVs) have shown the technology works effectively with few operational compromises needed, says Cenex, the independent not-for-profit low emission vehicle research and consultancy organisation.

The London-based private hire company took its first two Mirai models in 2015 and increased its fleet of FCEVs to 27 in 2018 under the pan-European Zefer project (see panel right).

It has just added another 25 to its 60-strong low emission fleet under the programme.

Before taking on the latest batch of FCEVs, its 27 Mirai cars had travelled one million miles, carrying 80,000 passengers, with each vehicle saving more than four times its own weight in CO2, equivalent to 7.6 tonnes per car.

“Clearly it is best if the vehicle stays within a reasonable reach of the refuelling network,” says Spears.

“Minimal” adjustments to incorporate the FCEVs into its daily operations were made.

The majority of refuelling stations are in London and Green Tomato Cars’ dispatching software ensures that, effectively, their calls are limited to within 10 miles of the M25. In practice that has not been a big issue, as 96% of the journeys are already within the M25 or just outside.”

LIMITED REFUELING

The limited refuelling infrastructure – there are five stations in London – and issues such as no hydrogen being available or stations being unavailable through either being upgraded or maintained, has combined with driver unfamiliarity with the technology to cause them to refuel more often than they need to.

“There data shows they can drive 312 miles on a tank of hydrogen, which means they only have to refuel every few days or so, but the average amount refuelled is about 2.3kg,” says Spears.

“Passengers are charged a small premium if they ask for a zero emission taxi when they call the private hire vehicle company or use its app,” adds Spears.

“In practice, 10% of people do that; 90% of the time they don’t really want a hydrogen taxi, they may not,” says Spears.

Driver attitudes to FCEVs will also be assessed to understand changes in attitudes, lessons learned and the impact of the trial, which runs to September 2023. It also aims to identify any barriers to widespread adoption of the technology.

As well as the 50 Toyota Mirai models on Green Tomato Cars’ fleet, Zefer is also contributing towards 10 vehicles for the Metropolitan Police.

In 18 Months, there have only been 2 Incidents when a vehicle has actually run out of Fuel

Peter Spears, Cenex
BP Fuel & Charge delivers maximum flexibility to fleet managers

For cost-cutting and convenience, BP’s cards provide the ready answers

Thousands of businesses across the UK utilise fuel cards on a day-to-day basis to cut costs, monitor spending and analyse fleet driver activity. Increasingly, in a world where data drives profit margins and productivity, the right fuel card removes the hassle of old-school paperwork mountains.

As a simpler and more cost-effective way of paying for fuel, fuel cards are becoming increasingly important and offer cost-effective savings which can no longer be ignored by savvy managers.

With so many cards and brands apparently offering countrywide networks and the cheapest deals, it’s vital to find the right fuel partner with a proven, trusted reputation. That’s why many more public sector and private organisations are turning to one of the country’s best-known brands to provide a simple solution so their sector and private organisations are right fuel partner with a proven, trusted partner with a proven, trusted reputation. That’s why many more public sector and private organisations are turning to one of the country’s best-known brands to provide a simple solution so their sectors can deliver 24/7.

The BP Plus cross-acceptance network allows drivers access to a network of around 3,500 fuel sites around the UK, keeping public sector bodies on the move at all times.

BP’s innovative Fuel & Charge card option adds to this by offering a seamless, nationwide option for managers and fleet vehicles of all engine types. And, as commercial fleets are facing more fuel prices than ever before, BP has stepped in to cover all bases with the largest public charging network in the UK.

BP’s Fuel & Charge package covers access to Polar – the UK’s largest public charging network which consists of more than 7,000 charging points.

With one look at the Polar app, drivers can quickly check their closest available £1 charging point.

Besides this unprecedented nationwide network, BP offers customers fully integrated support through the installation of home and office charging via BP Chargemaster. With an extensive public charging network – and work and home charging solutions – BP is committed to ensuring EV is a viable option for more and more fleet customers.

With BP Chargemaster also installing ultra-fast charge points on BP forecourts in the coming months, these chargers demonstrate the company’s green credentials.

The new 15kW chargers are able to provide convenient ultra-fast charging to the latest and next generation of EVs. The easy-to-navigate BP Fuel & Charge card online reporting provides one simple solution and an overview of expenses for individual fuel types and EV charging in one place, allowing precious admin time to be cut to a minimum.

Thanks to BP’s innovative new fuel card option, fleet managers can now focus on their business and enjoy a whole host of industry-leading benefits – including competitive pricing, an extensive network, enhanced security and easy control of fleet admin and management information.

ADVERTISEMENT FEATURE

WEAKEST LINK IN THE SMART REVOLUTION

“The central problem for any ‘smart’ technology is how it deals with the dumb user,” says Philip Gomm

EXTREME CONDITIONS

It’s a case of dealing with the dumb user, with the smart technology failing. “Too often it’s the end user who is the limiting factor of a ‘smart’ technology,” says Philip Gomm, Head of External Communications, RAC Foundation

As one of the UK’s leading experts on vehicle safety, Gomm highlights that the technology of today’s driver assistance systems is often far from foolproof. “There is one fundamental flaw in the idealised view of the world and that is the assumption that people actually have a chance in the times and dates that they travel, between different modes of travel, and in whether they actually need to travel at all.”

The silver lining to the travel chaos brought on by the hot and wet weather seen in recent weeks is that any remaining doubt there is that we have to future-proof our networks for climate change has surely melted – or been washed – away.

“Leaves on the line? ‘We did tell you autumn was coming. ‘Over-running engineering work? ‘Didn’t you see our Twitter feed?’ Staff shortages? ‘It was there on our website.’ Flooding? ‘You saw the weather forecast, didn’t you?’ The silver lining to the travel chaos brought on by both the hot and wet weather seen in recent weeks is that any remaining doubt there is that we have to future-proof our networks for climate change has surely melted – or been washed – away.

It is not that technology has failed to improve our travelling lives. In many cases, things are plainly much harder to deliver it.

A Smart network or system is only ever as reliable as its weakest link.

It is easy to talk up an idea, but often much harder to deliver it.

The provision of information to the customer about disruption is not a substitute for running a dependable service.

If transport thinkers – be they evolutionists or revolutionists – can keep those things in mind, then they’re smart indeed.

To find out more or apply for a card visit www.bpplus.co.uk or call us on 0345 603 0723

TOMORROW’S FLEET: GUEST OPINION

Philip Gomm

Philip Gomm is the Head of External Communications for the RAC Foundation, an independent transport research body. Prior to joining the Foundation he was a reporter for ITV News.
The Clean Air Declaration in Detail

Urgent action to eliminate air pollution must be a national priority and, as local leaders and business leaders, are committed to prioritising action to protect people’s health and to tackle Climate Change. Inadequate investment, a lack of national frameworks and consistent approaches, and the absence of necessary powers are stifling our ability to act.

Together we can eliminate air pollution by working in partnership and if action is taken forward across Government:

- Require, and provide necessary resources for, the meeting of world-leading World Health Organization air pollution standards, as a minimum, in the Environment Bill that will eliminate pollution from controllable sources.
- Establish a programme that provides financial support for the poorest in society and for small businesses to switch to cleaner vehicles and active travel including via a £1.5bn Fleet Renewal Programme and also to stimulate the market to deliver cleaner vehicles, including heavy freight, municipal vehicles and for retrofit solutions.
- Grant local authorities the powers and funding they need to deliver zero-emission transport networks, encourage and enable behaviour change and tackle non-road transport sources of pollution including: public transport, infrastructure, construction and heavy freight.
- Create certainty for business and local government by setting out an ambitious roadmap to 2030 as part of a strengthened UK Government Clean Air Strategy that empowers business, local authorities and public bodies to collaborate with confidence and put in place the necessary actions needed for clean air.

To sign the pledge, go to https://www.uk100.org/pledge-signup/

NEXT STEPS

- A letter to the Prime Minister from the summit – pending election result.
- A letter to MPs ahead of the Environment Bill beginning its passage through Parliament highlighting the shared priorities of local leaders – pending election result.
- A programme of work to enable the implication of the Clean Air Summit commitments to convene local authorities and business to inform the development of Clean Air legislation: the Clean Air Summit.
- A joint submission between local leaders to the next UK Government budget and future Comprehensive Spending Review.
- A programme of work that agrees how the voices of local leaders will feature prominently in the COP26 meeting in Glasgow, December 2021, and places prominently in the COP26 meeting in Glasgow.

Part of the work being carried out by Fleet News and UK100 to convene local authorities and business to inform the development of Clean Air legislation, the Clean Air Summit (CASU).

Businesses have called for greater clarity, consistency and support at a national Clean Air Summit as local councils across the country create detailed air quality plans, some including clean air zones (CAZs).

Fleet News and UK100, the network of local government leaders who have pledged to shift to 100% clean energy by 2050, held an air quality event in Birmingham, attended by fleets and local government leaders, to agree a Clean Air Declaration that demands urgent action to be taken as a national priority to eliminate air pollution.

The initiative, sponsored by ALD, Enterprise Group and Geotab, had three objectives:

- To form a consensus between local authorities and business for the need to take urgent action on air quality and climate change – “climate emergency is a health emergency”, said Simon Stevens, chief executive at NHS England – while a commit-


Headline 34

Summit sees authorities agree how to approach next Government, Stephen Briers reports

Fleet News/UK100 air quality declaration gets green light from mayors and council bosses

Sponsored by

ALD Automotive

Enterprise

Geotab

George Freeman, then minister for the future of transport at the Department for Transport, stating “30,000 preventable deaths per year (caused by air pollution) is pretty compelling. This is about the health of the nation, the economy and the people.”

Polly Billington, chief executive of UK100 who chaired the Clean Air Summit, said the debate felt a very different conversation than we previously had with transport authorities, suggesting a recognition that the stakes had been raised.

“There was a lot of consensus about what is needed, including from business,” she said. “Collaboration and local powers are essential to take action and make decisions.”

Sadiq Khan, while lending his backing to the Clean Air Declaration, undertook the implemen-

tation of the Environment Bill in meeting the needs of residents on air quality, but added, “It needs a lot of work to be fit for purpose.”

Nick Hunt, minister for London, accepted the feedback, describing the Environment Bill as a ‘critical mechanism’ that would require future politicians to take action because it would be written into law.

He also recognised the need for a political debate, calling air quality and climate change “arguably more important than Brexit.”

Hunt said: “This is a long-term work that needs cross-party consensus at local and national level.”

Freeman, a former health minister, pointed to the need to build an ecosystem with research and development, business and public support.

“This goes across the silos for integrated transport planning where mayors and cities are given freedom and support to accelerate the uptake of legislation for the good of our citizens and the country,” he said.

In recognising the investment challenge that could potentially stiffle some initiatives, Freeman added: “I dream of a world where we can show clean cities, save the Treasury money and then we reward mayors like Andy Burnham for their work.”

Public and private engagement was a recurring theme of the discussions, with a need for public-private partnerships and a cleaner transport system.

Burnham said: “If we don’t, it will be divisive and that would be a big mistake. We can’t have increasing challenges without offering solutions – that will create resentment.”

34

November 28, 2019 | Fleet News

35

November 28, 2019 | Fleet News

34

November 28, 2019 | Fleet News

35

November 28, 2019 | Fleet News
Air Quality Debates

We believe that both the private and public sector need to come together to accelerate the adoption of connected transportation initiatives. The role of people and goods through our communities by leveraging big data, electric and alternative fuel vehicles will reduce NOx, particulate matter and GHG while providing health and socio-economic benefits to our communities. The Clean Air Declaration, which Geotab wholly supports, is a crucial step in engaging business and policymakers to build a cleaner future for all of us.

Ed Kulperger, vice-president Europe, Geotab

“Business has its own part to play but also needs help from the Government. We have heavily engaged them in our plans through the Chamber of Commerce. We don’t want to see a job or business lost as a result of cleaning the air.”

Steve Winter, head of fleet at Centrica, said: “Businesses just want an opportunity to throw themselves into the vehicular clean-up. We have heavily engaged them in our plans through the Chamber of Commerce. We don’t want to see a job or business lost as a result of cleaning the air.”

But the investment return on 100 vehicles “could be as soon as six years, he said, making it financially viable, not sure anyone has the answers yet.”

Paul Gatti, Royal Mail fleet director, raised concerns about the cost of investing in electric vehicles, suggesting a need for greater financial support or incentives from Government.

Payback on a single purchase could be as soon as six years, he said, making it financially viable, but the investment return on 100 vehicles “could be as long as 10 years because of all the additional infrastructure costs for charge that volume of vehicles”.

However, Oxford City Council is trialling a super-exergy hub with £41 million of funding that will help to provide the necessary electricity supply for local charging points.

Council leader Susan Brown told Fleet News: “If everyone wants to charge and we have the existing network, we would run out of energy. Our battery is an important potential solution that is about storing and re-using energy. It could be rolled out nationally.”

Meanwhile, Marvin Rees, mayor of Bristol, which is consulting on its own CAZ, said the air quality challenge was “real and immediate” and welcomed the declaration debate as it “brings cities together behind a common vision, which is important”.

He added: “Cities have to play a leadership role to shape national and international policy. But, if we approach this through Westminster and Whitehall with single runs of money within a central vision, we won’t win.”

Nevertheless, support and structure from central government was also a vital element.

“We have to get a bankable commitment from the Government as to what point we are at – what’s the future on transport connectivity, clean air,” Rees said. He also stressed the need for councils to work with local businesses to encourage “shared ownership and commitments to make meaningful change.”

Bringing people and business on the air quality journey would ultimately determine the success of national and local government policy. Engagement was crucial, according to Susan Brown.

“If we give them the arguments and the education, then we can take them with us,” she said. “The declaration is a good way to challenge the way we live our lives and make real changes.”

Car ownership in Oxford is declining as the city invests in alternatives options, prioritising walking, cycling and public transport “in that order”, and electric vehicles.

The council recently closed a consultation on restricting traffic in certain areas and hours to then electric vehicles. Car ownership in Oxford is declining as the city invests in alternatives options, prioritising walking, cycling and public transport “in that order”, and electric vehicles.

The council recently closed a consultation on restricting traffic in certain areas and hours to then electric vehicles. Car ownership in Oxford is declining as the city invests in alternatives options, prioritising walking, cycling and public transport “in that order”, and electric vehicles.

“One reason why Oxford is pushing ahead with this, as for a lot of UK cities, is that the local authorities have historically had a historic relationship with business and their needs. Therefore, the declaration is a start and there is momentum that we can’t afford to lose.”

Matt Dale, head of consultancy, ALD Automotive

“We see how major towns and cities are impacted by severe air quality and congestion issues where no single mode of transport is the silver bullet. We are working with local authorities to provide a multi-modal solution for business and private by running proof of concept trials to show them that there are solutions that are viable through digital options (Mobility as a Solution) rather than infrastructure.”

Ben Lawson, vice-president – strategy UK and Ireland, Enterprise Holdings

“Collaboration is not understood as well as it should be by local authorities but they have to engage with the private sector. They talk about it, and they really want to achieve it, but they don’t have a historic relationship with business so we have to break down those barriers. This [the declaration] is a start and there is momentum that we can’t afford to lose.”

Matt Dale, head of consultancy, ALD Automotive

“One reason why Oxford is pushing ahead with this, as for a lot of UK cities, is that the local authorities have historically had a historic relationship with business and their needs. Therefore, the declaration is a start and there is momentum that we can’t afford to lose.”

Matt Dale, head of consultancy, ALD Automotive

“Collaboration is not understood as well as it should be by local authorities but they have to engage with the private sector. They talk about it, and they really want to achieve it, but they don’t have a historic relationship with business so we have to break down those barriers. This [the declaration] is a start and there is momentum that we can’t afford to lose.”

Matt Dale, head of consultancy, ALD Automotive

“Collaboration is not understood as well as it should be by local authorities but they have to engage with the private sector. They talk about it, and they really want to achieve it, but they don’t have a historic relationship with business so we have to break down those barriers. This [the declaration] is a start and there is momentum that we can’t afford to lose.”

Matt Dale, head of consultancy, ALD Automotive

“Collaboration is not understood as well as it should be by local authorities but they have to engage with the private sector. They talk about it, and they really want to achieve it, but they don’t have a historic relationship with business so we have to break down those barriers. This [the declaration] is a start and there is momentum that we can’t afford to lose.”

Matt Dale, head of consultancy, ALD Automotive

“We see how major towns and cities are impacted by severe air quality and congestion issues where no single mode of transport is the silver bullet. We are working with local authorities to provide a multi-modal solution for business and private by running proof of concept trials to show them that there are solutions that are viable through digital options (Mobility as a Solution) rather than infrastructure.”

Ben Lawson, vice-president – strategy UK and Ireland, Enterprise Holdings

“Collaboration is not understood as well as it should be by local authorities but they have to engage with the private sector. They talk about it, and they really want to achieve it, but they don’t have a historic relationship with business so we have to break down those barriers. This [the declaration] is a start and there is momentum that we can’t afford to lose.”

Matt Dale, head of consultancy, ALD Automotive

“We see how major towns and cities are impacted by severe air quality and congestion issues where no single mode of transport is the silver bullet. We are working with local authorities to provide a multi-modal solution for business and private by running proof of concept trials to show them that there are solutions that are viable through digital options (Mobility as a Solution) rather than infrastructure.”

Ben Lawson, vice-president – strategy UK and Ireland, Enterprise Holdings

"Collaboration is not understood as well as it should be by local authorities but they have to engage with the private sector. They talk about it, and they really want to achieve it, but they don’t have a historic relationship with business so we have to break down those barriers. This [the declaration] is a start and there is momentum that we can’t afford to lose."
For the past few years, fleets have faced faster, bigger changes than at almost any other time in recent memory. Some of these changes have been technological, such as the rise of alternatively fuelled vehicles. Some have been legislative, such as the introduction of a new company car tax regime. But there’s one thread that runs through almost all of them – they are designed to encourage cleaner travel.

This is certainly true of one of the most significant changes facing British motorists in the years ahead, clean air zones (CAZs). These have been a while in the making. Back in 2017, the Government’s Air Quality Plan identified almost 30 local authorities where urgent action was required to bring harmful air pollution – particularly nitrogen dioxide (NO2) – back within legal limits.

Many more local authorities have subsequently been added to the list. They have all been ordered to devise air improvement action plans in which a CAZ could play a part.

What is a CAZ? In short, it’s a designated area where special action is taken to reduce air pollution. There are two main types of CAZ for local authorities to consider.

The first is a charging CAZ, which imposes fees on dirtier vehicles that travel through it; much like London’s new Ultra-Low Emission Zone (ULEZ).

The second is a non-charging CAZ, where there are no fees for motorists but, instead, a range of other green schemes, such as improved road layouts or extra charging points.

For the past couple of years, local authorities have been drawing up their clean air action plans – and deciding whether they will include CAZs and of what type. In 2020, we’ll start to see some of those decisions being implemented.

Leeds is set to introduce a CAZ that imposes charges on all HGVs, buses, coaches, taxis and private hire vehicles that do not meet emission standards. Both is expected to do similar, although its charging CAZ will also encompass vans. Beyond 2020, cities including Bristol, Coventry, Manchester and Birmingham are expected to introduce CAZs.

This shouldn’t be a moment of panic for companies, fleets and motorists. Where charging CAZs are introduced, the emission standards are likely to be the same as in London’s ULEZ – which means petrol cars and vans will avoid fees if they meet Euro 4 standards; diesel cars and vans if they meet Euro 6; and HGVs if they meet Euro VI. Many vehicles satisfy these standards already, so won’t face any charges.

However, it’s time to be prepared. This starts with knowledge. What CAZs are planned for the areas in which you operate? Are they charging or non-charging CAZs? If they are charging CAZs, will your vehicles be affected? With these basic questions and others answered, you can then proceed to make decisions that match your situation.

With the introduction of CAZs, as well as of other policies such as 0% company car tax for zero-emission vehicles, it may even be the time to consider going electric.

Happily, ALD Automotive is here to help with this process. In conjunction with the University of the West of England, we have already produced a research report on Bristol’s proposed CAZs – and the effect they would have on fleets. Others will be published for other cities in the weeks and months ahead.

What’s more, our award-winning interactive Mobility Experience has prepared numerous fleets for the automotive challenges of the future, as has our team of expert consultants. Please get in touch with us today to plan your route through the coming CAZs.

For more information:
Email: matt.dale@aldautomotive.com

ALD Automotive partners with university to research Bristol’s CAZs

ALD Automotive

INCREASING VEHICLE EXCISE DUTY, THE RISE OF ELECTRIC VEHICLES, CHANGING COMPANY CAR TAX AND THE EMERGENCE OF CLEAN AIR ZONES. LET ALD AUTOMOTIVE HELP YOU CREATE A CLEAR VISION FOR YOUR FUTURE MOBILITY NEEDS.

WWW.ALDAUTOMOTIVE.CO.UK
Shared mobility is part of the route to a cleaner environment

Last month’s Clean Air Summit saw Enterprise and many other organisations contribute to a declaration delivered to local authorities and mayors around the UK. It set out a number of recommendations to central and local government on ways to reduce, and even eliminate, air pollution.

Cleaner vehicles and shared travel, unsurprisingly, a key element. Cars remain a vital part of the transport mix.

This is reinforced by the recent CREDS Report on shared mobility, which said there needs to be a higher concentration of newer, lower-emission cars on the road and that they should be used more intensively.

It’s an intriguing debate, and there’s a reason that car clubs feature so heavily in these discussions. They encourage people to drive fewer miles in lower emission vehicles – and that improves air quality and reduces congestion.

For example, Enterprise’s car club vehicles are located within 500 metres of more than 180 railway stations, helping to create mobility hubs.

In fact, two-thirds of Enterprise Car Club members say they’ve travelled by train and then used a car club vehicle on the last leg of their trip. This means they drive around 70 fewer miles per trip as a result of combining rail and car.

Shared mobility means shared access: having the right vehicle at the right place when people need to make a trip. When a car is the best option, rental companies can offer low-emission, hybrid and plug-in electric vehicles.

That said, cars have to be available where drivers need them most. Enterprise has invested in around 2,200 car club vehicles in 170 communities across the country – many in smaller towns rather than just major cities. This includes car club vehicles at 105 of our branches across the country, the vast majority of which are accessible to the public 24/7/365.

It’s a national network designed to promote greater usage of low-emission vehicles, by making them available to all.

The business case for using these vehicles is even cleaner. The Highland Council estimates it cut annual business travel by more than 800,000 miles and saved more than 350 tonnes of CO2 in the year since introducing an Enterprise Car Club employee programme.

But we need to encourage more organisations to share vehicles. That means focusing on new ways to make that viable: car-sharing programmes for business trips and the daily commute or creating ‘virtual’ pool cars for employees to share instead of driving their own, often older and more polluting vehicles.

We could also encourage councils to focus their procurement on opening up car club availability to drive consumer usage: cars that are available to employees on weekdays during normal office hours and to the public outside those hours.

This isn’t a pipe dream – we can achieve it today. However, the wealth of shared mobility options offered by car clubs, although on the increase, is still not really considered part of the mainstream.

The good news is that with every success story, it’s getting closer.

Enterprise strategy is to have car club vehicles in the right place

“Enterprise has invested in around 2,200 car club vehicles in 170 communities across the country”
– Ben Lawson, Enterprise Holdings vice-president of Strategy and Project Development for the UK & Ireland

At Enterprise, we have more vehicles at more locations than anyone else, so you can rent by the hour, day, month or even year to accomplish your mission.

Whatever, whenever, wherever and for however long you need it. We can provide it.

However extreme the mission gets.

enterprise.co.uk
K fleets have to consider alternative fuels as government and local authorities tighten the grip on tackling air quality in major cities across the country. Our Electric Vehicle Suitability Assessment (EVSA) provides a fast, customisable, and robust assessment on which vehicles can move to electric.

The introduction of clean air zones (CAZs) in major cities across the UK is forcing fleet operators to consider cleaner vehicles. Due to air quality concerns, national and local authorities have taken action to clean up the transport ecosystem, targeting vehicles. CAZs, already active in London and Glasgow, are set to be introduced in other major cities over the next two years. Vehicles that do not meet emission standards within the restricted zone will face a daily fine.

Electric vehicles (EVs) are compliant within these zones. Therefore, they are an attractive proposition for fleets operating within city centres. First movers in the last-mile delivery sector already see significant operational benefits with a reduction in fuel and maintenance costs. However, upfront costs and range anxiety remain considerable barriers.

“Successful EV adoption requires telematics”

Building the business case for EVs requires significant investment, time, and labour resources. This is why successful EV adoption requires telematics. Geotab’s European launch of EVSA looks to address some of the critical concerns experienced by fleets going electric.

The assessment leverages current vehicle (petrol, diesel, or hybrid) data to access which vehicles in the fleet are best suited for EV replacement based on range capability and total cost of ownership evaluations.

EV battery range is vital for fleet operators considering whether the vehicles can meet the daily driving demands. The assessment errs on the side of caution, assuming a below-average battery energy efficiency, and taking the longest single distance covered by each fleet vehicle.

The intent is that the EVSA will recommend an EV and the fleet manager can have a high level of confidence in the range capability. Also, fleets can adjust specific parameters such as vehicle ownership period and EV incentives making the assessment customisable to the fleet. With Geotab’s support, we can help make the transition to electric as seamless as possible.

To learn more about the EVSA, visit www.geotab.com/fleet-management-solutions/electric-vehicles
Welfare is very big on our agenda

NGN is determined to turn vans into better environments for its mobile workforce. Andrew Ryan reports

Safety has long been a cornerstone of a successful fleet, with employee well-being also rising up the agenda for many organisations. However, what sets it apart from many fleets is its focus on the welfare of its mobile workforce.

“It’s nice for those of us who work in offices or depots to have a lovely environment with nice kitchens, toilets and showers, and then we thought ‘why don’t we do this for our engineers?’” says Sarah Cooper-Birkenhead, fleet and plant manager at the organisation.

They are in their vans for seven, eight, 10 hours a day if they get called out on an emergency, but if they’re on call they could be sat in that van all night monitoring a gas escape.

“That vehicle is their office for the day: they drive it, do their job in it, have their break in it. They probably speak to their wives and kids from it.

“That’s why probably the biggest thing for me at the moment is making that environment for those guys as nice as our offices are. Welfare is very big on our agenda.”

This focus has seen NGN, which is responsible for distributing gas to homes and businesses across the north of England, review the specifications of its commercial vehicle fleet, with its 3.5-tonne Ford Transits the first to benefit from the initiative.

Under the new specifications, introduced in 2016, Transits are fitted with a microwave, hot water supply, handwashing facilities and anti-slip grip mats.

“We’ve added air-conditioning to our future specs, which is something a lot of fleets don’t really tend to do because it is an additional cost, but I don’t think you can put a price on staff welfare,” adds Cooper-Birkenhead.

NGN currently runs just more than 300 Transits, which also feature an on-board compressor needed by the engineers to power the tools required to dig up roads and carry out emergency repairs. This reduces risk as the compressor would otherwise need to be towed.

Next in line for the welfare improvements are the Ford Transit Connect vans used by the organisation’s first call operatives - the engineers who respond immediately to emergency calls to establish the source of any suspected gas leak. NGN has 334 of these.

“They just have a basic handwash facility so last year we looked into this and said ‘why don’t we start looking to introduce some of the improvements we’re making in the larger van fleet into the smaller van fleet such as hot water and handwash?’”

Sarah Cooper-Birkenhead has been with NGN for close to three years, but only stepped up to fleet and plant manager in August.
Cooper-Birkenhead, who was appointed as NGN’s fleet and plant manager in August, succeeding Mark Squires who left to become operations support director at St John Ambulance.

She had previously worked at the organisation since January 2017 as its fleet and facilities compliance officer, having joined from the fleet team at Yorkshire’s Ambulance Service NHS Trust.

“A lot of what we are doing is based on the foundation that Mark set when he started with NGN. The vision he had for our fleet is the same as mine, so it’s nice to carry on with,” adds Cooper-Birkenhead.

Other than safety and welfare, her other major focus is on improving the environmental credentials of NGN’s fleet. At the moment, 96% of its operational fleet vehicles are diesel, with the exceptions being the petrol-electric Toyota RAV4 hybrids, the hydrogen fuel cell Mirai and these CN5-powered dropside vans.

“I’d have a full fleet of electric, CNG and hydrogen vehicles now, but there are barriers and challenges with the infrastructure and the availability of the vehicles,” says Cooper-Birkenhead.

One of the driving forces behind NGN’s desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million

Company cars...
Northern Gas Networks has a fleet of 114 company cars, and is the training is considering the introduction of a CO2 cap of 95g/km. Cooper-Birkenhead says the new cap would reflect the 95g/km desire to run a cleaner fleet is the organisation’s involvement in what it describes as “the world’s largest clean energy project” – H21 – which could prevent 12.5 million tonnes of CO2 being emitted into the atmosphere by 2050.

Three years ago, a feasibility study carried out by the company concluded it was technologically possible and economically viable to decarbonise the UK’s gas distribution networks by converting them from natural gas to 100% hydrogen.

Following on from this, NGN is now part of a £9 million project looking at the issue: its 41% North of England report sets out detailed plans on how hydrogen could be used to deliver clean energy to nearly four million homes and 40,000 businesses and industries in the north of England by 2034. The project also proposes a six-phase UK rollout which could see a further 12 million
APC projects to save 156m tonnes of CO2

Government/industry-funded body looks to bring great ideas to production – but don’t expect EVs that can travel 300-plus miles any time soon, reports Stephen Briers

"Electric vehicles (EVs) are very important and they will be the solution for light duty, short distance trips," says Constance. "For heavy duty and long distance, we need other solutions which is where thermal propulsion comes in for fuel cell projects – an area that needs serious development."

He can point to several successes, including Ashwoods industrial drives, which are now in production, and its £16m support for Ford’s plug-in hybrid Transit Connect trials. "Until then, all EV programmes were handled by Ford global HQ Detroit, but our grant attracted the programme to Dunton Ford’s technical centre in Essex."

APC has also supported an £11m Jaguar Land Rover-led project on high volume e-machine technology by Metropolitan Police. APC’s extensive experience makes it ideally placed to provide insight about the real opportunities offered by alternative fuels and battery technology – and it has some surprising views. For example, it does not believe manufacturers will be launching mainstream vehicles with 300-plus mile ranges any time soon. "We could produce batteries with this range, but we don’t think that’s where it’s going to go," says Constance. "Most people need 30-40 miles a day so 200-250 miles is no problem for most people."

"Otherwise, a means of a lot extra weight and cost for something that won’t get used. A 300-plus range is what people expect today and they are asking them to change their habits is a challenge. That’s why manufacturers talk about longer ranges, but rational behaviour will override."

The more immediate priority is to get cost down. "The opportunity on EVs is as great on light commercial vehicles as it is on cars. A list of vans and light-duty trucks don’t run near to their payloads, especially if they run in congested cities – there is a load of applications where electric is okay," Constance says. "The challenge for heavy duty trucks is hydrogen and coal as a fuel to give a fuel cell versus internal combustion engine."

APC is also supporting an EV with "leading-edge technology" being developed by Lotus and Yasa Motors, and a Mclaren/BMW joint venture on battery technology. "It means more control, more life and better packaging," says Constance.

In conjunction with Loughborough University, APC also supported a trial of hydrogen fuel cell technology by Metropolitan Police. "For heavy duty and long distance, we need other solutions which is where thermal propulsion comes in for fuel cell projects – an area that needs serious development."

APC has pledged 85% of its funding pot to projects, but has spent less than half so far, says Ian Constance.
Mobility changes the rules at award-winning Enterprise

Access and convenience are key to keeping services as Enterprise looks to ‘complement other modes of transport rather than try to compete’, reports Gareth Roberts.

र

...
Should using telematics data form the basis for incentivising drivers?

Roundtable is baffled by the prospect of rewarding drivers for doing what they should do

By Andrew Ryan

Telematics technology continues to have a major impact on the effective and efficient operation of a fleet. Organisations can use it to improve driver behaviour, track vehicles or improve vehicle utilisation, offering the potential to make significant savings.

The technology and how it can be used was among the topics debated at a recent Fleet News roundtable, sponsored by Verityon, which took place at the Majestic Hotel in Harrogate.

Fleet News: How has telematics technology impacted on the operation of your fleet?
Matt Hammond, fleet manager at Atadrail Services: Introduction of telematics is the best thing we’ve done for our fleet. I absolutely swear by it. It’s saved us an unbelievable amount of money.
We had it in cars to capture business mileage and the amount we saved on dodgy expense claims was astounding. We then started using it in our van fleet for driver analysis and to improve fuel economy and found we were saving £1 million plus a year through efficiencies, damage reduction and reduced wear and tear.
We were identifying vehicles that were travelling seven or eight miles a day so we were able to remove unnecessary vehicles from the fleet.
Stephen Jackson, head of plant and transport at O’Connor Utilities: We’ve got telemetry in all our cars, vans, trucks and plant. We’ve recently been looking at camera systems. About 40 or 50 of our trucks have got two-camera systems installed where we can remotely review and download footage, so we can see any incidents, drivers not wearing seatbelt, drivers smoking, drivers doing this or drivers doing that.
We have recently been looking at two-camera systems which have forward-facing and driver-facing cameras because you can tell an awful lot from the build up to an incident through the driver’s expressions and reactions.
It can also pick up whether the driver spends too long looking out of the offside window and things like that. It records by exception because we don’t want to sit there all day looking at x number of vehicles. A lot of our vans are hired and another good thing about the two-camera system is that they can be installed in an hour. I think the future may be telemetry combined with cameras.
Tracy Barker, fleet manager at Nobla UK: We don’t use telematics. We’ve always had a lot of resistance from HR because the bulk of our fleet are benefit cars and they don’t feel the need to put telematics on. Chris Woodcock, fleet manager – Europe, Africa & Middle East, Cummins: We have a similar challenge. Across our fleet we probably get telematics in all our UK commercial vehicles and cars.
We used the telematics in our cars as a stolen tracker type of thing, we didn’t do anything more with it. The agreement with the drivers was that the technology would be in but we wouldn’t be monitoring anything. We’ve got three levels of cars: park, the feel of the job and good cars. We are going through each of these and looking at how we treat them. Pool cars should absolutely have telematics in, the tool of the job cars probably should, but we need to have a debate about park cars and decide whether or not that’s what we want to do as well.

Fleet News: Do you use the data from the telematics system to incentivise improved driver behaviour?
Chris Woodcock: Gamification is something we’ve talked about for 2021.
Matt Hammond: I’ve strongly resisted this. Why do you want to incentivise somebody to do what they should be doing? It baffles me, this incentivising somebody to drive a company vehicle how they should be driving a company vehicle.
Brian Mart, transport manager at Yorkshire Water: I’ve worked with telematics for probably the best part of 12 years on some fairly big fleets like Sainsbury’s. What did it do, rather usefully, was to calibrate champions – those that were the exceptionally good drivers, rather than chastise the worst.
What it tended to do was put together a package of different measures, such as harsh acceleration, harsh braking and idling, and use that to create a driving style.
Ultimately that driving style improves performance and economy and is used as a measure.
We’ve then compared drivers against one another, so there was a bit of competition. They’re not incentivising people in terms of points, they might occasionally put the coffee machines on free vend or something for a day, but it allowed drivers to get used to the technology.
You would occasionally get guys that were silly, and once that starts going round the whole fleet, it doesn’t half make people focus.
The thing about telematics is that, once in place, people are switched on to it.
They understand they are being monitored. They can’t drive like an idiot, they’ve got to take ownership, they’ve got to take control and basically pay attention to what they are at the wheel. If you don’t have it, I think you are missing out.

Fleet News: What challenges are you facing at the moment?
Chris Woodcock: One of the challenges we are experiencing is the realisation of existing vehicles. We are finding new starters, or people being promoted into a car grade, are putting back on the vehicles that we would normally have been able to give them because they are far more aware than they used to be of what’s going on with things like benefit in-kind tax.
People are almost refusing to take a certain car because it’s in a certain BIK band and we are having some real HR challenges with that.
People are asking why can’t I order a new car because I need to take advantage of better BIK rates? That’s probably the biggest challenge for us at the moment.
About 12 to 18 months ago people would have accepted a spare car on the premise that they could order a car shortly afterwards, but we are seeing a lot more noise now about people saying it’s not fair to put them in a car that’s going to cost them £500 a month where their grade can order one that costs £150.
Tracy Barker: We’ve had something similar, especially with new starters who have had a wider option of vehicles in their previous employment. A number of people who we have tried to allocate an existing car to have opted out of the company car scheme for their probationary period thinking that after that period we will then give them a list of vehicles to choose from, which wasn’t necessarily the case.
Steve Lucas, transport manager at Novus Solutions: It’s a difficult time. There are so many changes on the way with things like clean air zones coming in, so we have shortened our perspective on how far ahead we are looking. Instead of looking four or five years ahead we are looking at two and are trying to build some flexibility to change within that as well.

ATTENDEES
1 Stephen Jackson, head of plant and transport, O’Connor Utilities
2 Andrew Baxter, deputy editor (interim), Fleet News
3 Matt Hammond, fleet manager, Atadrail Services
4 Brian Mart, transport manager, Yorkshire Water
5 Steve Lucas, transport manager, Novus Solutions
6 Tracy Barker, fleet manager, Nobla UK
7 Steve O’Callaghan, group fleet and transport manager, Eric Wright Group
8 Rachel Holgate, fleet manager, Eric Wright
9 Stewart Wright, product manager, Verityon
10 Nathan Prizeman, sales account manager, Verityon
11 Chris Woodcock, fleet manager – Europe, Africa & Middle East, Cummins
Today’s Fleet: Benchmarking

Let’s recap on fleet safety benchmarks covered since the start of 2019, says DfBB’s Simon Turner.

1 in 3 companies insist on EuroNCAP five-star cars

1 in 6 Drivers claim to have been involved in an incident as a result of phone call from a work colleague

9 out of 10 Drivers use their own cars for work.

One third don’t have business insurance

Drivers must do their homework to prove they are on the right path to ensuring they are compliant.

Drivers claim to have been involved in an incident as a result of phone call from a work colleague

9 out of 10 Drivers use their own cars for work.

One third don’t have business insurance

Drivers must do their homework to prove they are on the right path to ensuring they are compliant.

Drivers claim to have been involved in an incident as a result of phone call from a work colleague

9 out of 10 Drivers use their own cars for work.

One third don’t have business insurance

Drivers must do their homework to prove they are on the right path to ensuring they are compliant.

Drivers claim to have been involved in an incident as a result of phone call from a work colleague

9 out of 10 Drivers use their own cars for work.

One third don’t have business insurance

Drivers must do their homework to prove they are on the right path to ensuring they are compliant.

Drivers claim to have been involved in an incident as a result of phone call from a work colleague

9 out of 10 Drivers use their own cars for work.

One third don’t have business insurance

Drivers must do their homework to prove they are on the right path to ensuring they are compliant.

Drivers claim to have been involved in an incident as a result of phone call from a work colleague

9 out of 10 Drivers use their own cars for work.

One third don’t have business insurance

Drivers must do their homework to prove they are on the right path to ensuring they are compliant.

Drivers claim to have been involved in an incident as a result of phone call from a work colleague

9 out of 10 Drivers use their own cars for work.

One third don’t have business insurance

Drivers must do their homework to prove they are on the right path to ensuring they are compliant.
**Overcoming the Challenges of Managing a Grey Fleet**

ICFM director Peter Eldridge performs a little crystal ball gazing and suggests that several alternatives to ‘grey fleet’ may offer better solutions.

Who is Peter Eldridge?

Peter Eldridge joined ICFM in 1993, making him one of its longest-serving members. The ICFM was founded in 1992 and remains the UK’s only independent, not-for-profit organisation dedicated to furthering the educational, professional development and networking opportunities for fleet professionals. Courses include introductory programmes, advanced diploma and distance learning. Please mention icfm.com for further information.

One of the challenges currently faced by fleet operators is the direct result of the increasing migration of traditional company car users to the grey fleet alternative – privately-owned vehicles driven on company business. So what is driving businesses to consider grey fleet as a policy change from the traditional company car fleet option? The answer is, essentially, continuing fleet uncertainty in a particularly challenging global marketplace.

Recent industry estimates suggest that there are more than 1.4 million grey fleet cars on the UK’s roads and that figure is growing annually. Meanwhile, benefits-in-kind (BiK) tax returns to HMRC show that the number of company cars on the UK’s roads has declined annually over the past decade or more. Most of this decline, fueled by growth in the number of employees opting for a cash allowance in lieu of a company car. But, while grey fleet drivers are long-established, or the ‘new generation’ that have taken the cash allowance in lieu of a company car. The position is likely to change over the next two or three years as more energy efficient models from mainstream manufacturers become available.

Peter Eldridge joined ICFM in 1993, making him one of its longest-serving members. The ICFM was founded in 1992 and remains the UK’s only independent, not-for-profit organisation dedicated to furthering the educational, professional development and networking opportunities for fleet professionals. Courses include introductory programmes, advanced diploma and distance learning. Please mention icfm.com for further information.

For information about ICFM leadership and management training, go to www.icfm.com.

First and foremost, establish what is the driving factor for making such a change. Is it the business or the drivers that are the instigators? Why is there a grey fleet operation ‘back on our radar’?

The challenges currently faced by fleet operators are the direct result of the increasing migration of traditional company car users to the grey fleet alternative – privately-owned vehicles driven on company business.

Peter Eldridge joined ICFM in 1993, making him one of its longest-serving members. The ICFM was founded in 1992 and remains the UK’s only independent, not-for-profit organisation dedicated to furthering the educational, professional development and networking opportunities for fleet professionals. Courses include introductory programmes, advanced diploma and distance learning. Please mention icfm.com for further information.

For information about ICFM leadership and management training, go to www.icfm.com.

Who is Peter Eldridge?

Peter Eldridge joined ICFM in 1993, making him one of its longest-serving members. The ICFM was founded in 1992 and remains the UK’s only independent, not-for-profit organisation dedicated to furthering the educational, professional development and networking opportunities for fleet professionals. Courses include introductory programmes, advanced diploma and distance learning. Please mention icfm.com for further information.

For information about ICFM leadership and management training, go to www.icfm.com.
As businesses move away from ownership, rental delivers flexibility

Avis is building on its successful offering within the commercial vehicle market, as more and more businesses look for flexible options.

Louisa Bell – General Manager, Avis UK, said: “The demand for commercial vehicles continues to grow in the UK and we have taken their professional expertise from ownership across both cars and vans.”

Bell added: “We've got a really broad range of vehicles available at Avis. We're seeing businesses move away from ownership across both cars and vans.”

Avis UK launches commercial vehicle supersite

Avis has announced the launch of a supersite for commercial vehicles at Castleford in Yorkshire.

Bell said: “It's a huge step on from having paper and pen, to having electronic signature technology to help improve the transparency of our service and any damage.”

For more information visit www.avis.co.uk/vans, call 0808 234 0284 or email Avisbusiness@avis.co.uk
Clean air zones require joined up approach from local authorities

**SPEAKER**
Jason Torrance, clean air cities director at UK100 (Cities by 2050)

By Matt De Prez

Fleet News and UK100 initiative with business and local authority policymakers is seeking to secure national and local support for the delivery of clean air zones (CAZs) – see page 34.

Jason Torrance, clean air cities director at UK100, said it is “vital for companies to understand the significant reductions that are emerging as part of the development of the strategic road network (SRN).”

He believes the UK can achieve its ambition and political priority for zero-emission vehicles and the target of building £5 billion-worth of new production capacity for Highways England, £10m for the Faraday Battery Challenge, £20m for the Centre for Connected & Autonomous Vehicles (CCAV), £65m for the Department for Business, Energy and Industrial Strategy’s Advanced Propulsion Centre UK (see p48), £23m for the Forth Valley Economy Challenge, £23m for East Midlands, £15m for the Department for Transport and £2m for the North West Network (brands like Aston Martin and Morgan). Jakeman said the funding will "address the biggest industrial and societal challenges". The projects will last three months and will start on January 1, 2020. Next year will be a key milestone for transport, Jakeman said, "as we make the transition to advanced electric vehicles".

Leavy said bringing 5G to vehicles will lead to a nationwide licensing system and in-vehicle connectivity will also have big implications for transport evolution.

The projects will last three months and will start on January 1, 2020. Next year will be a key milestone for transport, Jakeman said, “as we make the transition to advanced electric vehicles”.

By Tom Seymour

**50% is OLEV’s minimum ambition for ULEVs by 2030**

The projects will last three months and will start on January 1, 2020. Next year will be a key milestone for transport, Jakeman said, “as we make the transition to advanced electric vehicles”.

By Tom Seymour

Efficient movement of people and goods

**SPEAKERS**
Karl Jakeman, connected transport innovation lead, Innovate UK
Peter Leavy, Vodafone IoT portfolio manager, Connected Car Services

By Tom Seymour

Fleet Live 2019 Review

Speaker Jason Torrance, clean air cities director at UK100 (Cities by 2050) was a place to learn and to do business. More than 110 exhibitors shared expertise and experiences and made contacts. Mobility, safety and climate well-being were key topics for the delegates, with the seminar sessions packed over the course of the two days. "The most popular" was the presentations on electric vehicles. The sessions were standing room only as fleets clamored to find out the best ways to introduce EV strategies into their operations to cut CO2 emissions. This year saw the introduction of a new Tomorrow’s Fleet Zone which featured a purpose-built street of the future, Electra Avenue. The exhibit took visitors into the world of the autonomous vehicle, innovative electric vehicles, charging solutions, mobility apps, e-cargo bikes and other future products and services.

More than 110 speakers, guaranteed that the live theatres were always busy. Here are a few highlights we look at some of the subjects they covered...

Clean air zones require joined up approach from local authorities

"We’ve ended up with a whole hotchpotch of different zones and different solutions, with potentially different charging regimes," Torrance said. "Concern about the lack of consistency is growing. This is something that needs to be tackled going forward. Many companies have incredibly powerful solutions, but what is happening in Southam has not been known in Newcastle." He believes the UK can achieve greater consistency.

"Working in partnership with business is both a challenge and an opportunity for local leaders," he said. "There is a responsibility for Government to provide a framework and resources and for local authorities to show ambition and political priority for things that are on the ground."

Tomorrow’s Fleet Zone which featured a purpose-built street of the future, Electra Avenue. The exhibit took visitors into the world of the autonomous vehicle, innovative electric vehicles, charging solutions, mobility apps, e-cargo bikes and other future products and services.

More than 110 speakers, guaranteed that the live theatres were always busy. Here are a few highlights we look at some of the subjects they covered...

"Working in partnership with business is both a challenge and an opportunity for local leaders," he said. "There is a responsibility for Government to provide a framework and resources and for local authorities to show ambition and political priority for things that are on the ground."
Flexible benefits are no longer flexible

By Andrew Baster

Flexible benefits are dead; the world has moved on. Enterprises are looking to different things for different people... but it's just not working,” said Jack Curzon, consulting director, Thomsons Online Benefits, speaking at the IR35 2019 REVIEW.

"Choosing benefits from a list once a year, or even monthly, is not flexible enough. Today, if someone was doing online shopping – to buy something, you genuinely potentially get it a month later. “Thomsons Online Benefits is a global employee benefits and HR consultancy that provides HR technology and software to help companies in the world.

Share this:
More

Driver recruitment and retention in commercial fleets

By Jeremy Bennett

The UK’s largest parclcy delivery and courier business is addressing the shortage of drivers with a recruitment and apprenticeship programme. Hermes UK, second only in size to the Royal Mail, delivers 1.2 million parcels per day with a fleet of 450,000 articulated vehicles and 15,000 trailers. But it is facing a challenge on a number of fronts. A 2017 survey of drivers and their 400 drivers is 50, there is a national shortage of qualified drivers, the number of EU workers to call on is decreasing due to Brexit, the impact of IR35 and the lack of women drivers.

There is a national shortage of around 40,000 professional drivers, presenting a competition for resources. Of the 350,000 qualified drivers in the UK, 65,000 (19%) are from the EU. Brexit could reduce the number of EU employees the company can call upon. And just 2% of female drivers. All women are drivers from age 16 and 18% are off payroll or they are limited company employees. They will, therefore, be impacted by the IR35 HMRC legisla-

The average age of Royal Mail’s 400 drivers is 50

By Matt De Prez

fleet managers must ‘adapt or die’ as Mobility as a Service (MaaS) is expected to change fleets forever, according to Sandra Witzel from mobility services provider Skedgo. She said fleet managers must embrace a user-centric mindset by taking their focus off the vehicle and putting it on the proposition.

"Stop thinking about ownership and start thinking about an inte-
grated mobility mindset,” she told delegates.

"But take a look at Uber, it’s not a car company. So, if they don’t want people to own a car, they don’t allow you to own a car. It is the same with MaaS as seamless as driving doesn’t exist yet. It will be a world where people will be able to access different transport modes and we want to see the economy of the UK’s second largest city transport planners, such as Oxford City Council and Transport for the West Midlands (TfWM), forming a partnership to deliver a combination of travel services – to be booked through one provider and in one transaction.

The industry also needs to adapt to provide a single insurance solution for an entire journey, which could include trains, buses, taxis and short-term hire vehicles. ’’

Tony Douglas, BMW Mobility Services’ head of brand, outlined how the Munich car manufacturer has struck a deal with rival Daimler. "Working together, BMW’s and Daimler’s Car2go mobility services will take on the world’s largest electric car rental giant getting left behind by the tech-giants of Silicon Valley. While BMW and Daimler’s Mercedes brand will very much change, compute as rivals in the automotive manufacturing space, both partners have decided that when it comes to mobility services, they are “stronger together than separately”, Douglas told Fleet Live delegates that the mobility space is accelerating, and while there is no longer a threshold for being bigger than the IT industry. With the younger generation demanding how transport and roads becoming increasingly linked with work, the future of urban car ownership and is therefore investing in mobility solu-

London’s ultra-low emission zone ULEZ with live in April, while other clean air zones (CAZ) are expected to range in size, with some expected to charge in early 2019. Once the UK is expected to have a CAZ in every city. With the younger generation demanding that their employment and the latest transport technologies, such as Oxford City Council and Transport for the West Midlands (TfWM) for earmark will introduce a CAZ from April this year. Libraries of different electric cars and vans paying £5 per day to enter the zone, while HGVs and buses will be charged £50. Chris Lane, head of transport innovation, TfWM said: “The scheme has started well, however, with overall speeds falling 10% on roads into the city over the past year. It helps to analyse traffic flow, which helps to improve congestion at key points in the city electorate’s transport strategy, saving the city millions of pounds per year. “It helps to analyse traffic flow, which helps to improve congestion at key points in the city electorate’s transport strategy, saving the city millions of pounds per year. “It helps to analyse traffic flow, which helps to improve congestion at key points in the city electorate’s transport strategy, saving the city millions of pounds per year.”

London’s ultra-low emission zone ULEZ, which will come into force in April, 2019, is expected to have a CAZ in every city. With the younger generation demanding that their employment and the latest transport technologies, such as Oxford City Council and Transport for the West Midlands (TfWM) for earmark will introduce a CAZ from April this year. Libraries of different electric cars and vans paying £5 per day to enter the zone, while HGVs and buses will be charged £50. Chris Lane, head of transport innovation, TfWM said: “The scheme has started well, however, with overall speeds falling 10% on roads into the city over the past year. It helps to analyse traffic flow, which helps to improve congestion at key points in the city electorate’s transport strategy, saving the city millions of pounds per year. “It helps to analyse traffic flow, which helps to improve congestion at key points in the city electorate’s transport strategy, saving the city millions of pounds per year.”

London’s ultra-low emission zone ULEZ, which will come into force in April, 2019, is expected to have a CAZ in every city. With the younger generation demanding that their employment and the latest transport technologies, such as Oxford City Council and Transport for the West Midlands (TfWM) for earmark will introduce a CAZ from April this year. Libraries of different electric cars and vans paying £5 per day to enter the zone, while HGVs and buses will be charged £50. Chris Lane, head of transport innovation, TfWM said: “The scheme has started well, however, with overall speeds falling 10% on roads into the city over the past year. It helps to analyse traffic flow, which helps to improve congestion at key points in the city electorate’s transport strategy, saving the city millions of pounds per year. “It helps to analyse traffic flow, which helps to improve congestion at key points in the city electorate’s transport strategy, saving the city millions of pounds per year.”
Mobility strategies for van and truck operators

By Andrew Baxter

Dave Phatak, director of Ford Commercial Solutions, at Ford Mobility Europe

D ave Phatak presented Ford’s insight on last mile delivery and how businesses will operate in the future within cities looking to reduce emissions, improve air quality and leverage connected technology.

According to Phatak, 50% of the world’s population lives in cities. “It is set to rise to 70%, of a rapidly growing world population, living in cities by the middle of the century. Combining this with an always-connected society and the ‘sharing economy’, with increasing consumer demand for the immediate delivery of goods and services, and it’s little surprise Phatak’s assessment is that ‘the current model will lead to gridlock’.”

Speaking at a TED talk eight years ago, Bill Ford, chairman, Ford Motor Company and the great grandson of Henry Ford, said: “It’s clear the mobility model we have today simply will not work tomorrow. We are going to build smart cars, but we also need to build smart roads, smart parking, smart public transportation systems and more.”

Ford’s assertion was that we need new infrastructure and a new assessment of how vehicles operate within their environment. In short, he concluded that we need smart vehicles to operate in a smart world. This will be enabled through connectivity, electrification, shared mobility and ultimately, through to autonomous vehicles (AVs).

Strategically, Ford looks at time horizons in terms of ‘near’, ‘near-term’ and ‘far’. Phatak explained: “For us, ‘near’ means autonomous and fully shared; ‘near-term’ means electrified and maybe partially shared, but right here and now, connectivity is the enabler that allows us to take these first steps on that journey.”

The Ford Mobility City Data Report ‘started with a few hypotheses and then shared; but right here and now, connected autonomous vehicles (AVs), connectivity, electrification, shared mobility and ultimately, towards autonomous vehicles (AVs).”

During the subsequent 12-month trial in London, 163 connected LCVs collectively drove one million kilometres, amassed 15,000 days of vehicle operation and 500 million data records, equating to 10 years’ worth of data collection. The trial showed how taking a large number of connected vehicles and treating them as a distributed sensor network allows Ford “to touch the broad aspiration of not only making our customers’ businesses better but to help broader society too,” Phatak added.

Driver retention and recruitment in commercial fleets

By Jeremy Benn

A perfect storm is threatening lorry and van drivers in 2020, and Brexit is only making it worse.

“If you don’t start looking at the issues now you’re in for a hell of a surprise and we’re only going to be left wondering why your competitors can run off with your business,” warns agency executive, director and chief executive Kieran Smith.

There is a shortage of HGV and UTV operators from Brexit, IR35 and a driver shortage.

The UK is suffering from a shortage of 50,000 to 60,000 drivers. Currently, only 50% of all operators here are from the EU. “How does the industry keep those delivered in the past 10 years?” says Smith. “We have problems.”

The industry is quoted with approximately 42,000 newly qualified drivers entering the market compared with 13,000 leaving annually but the next six-to-12 months are critical.

And IR35 represents an immediate threat to the small and medium enterprises in the European jobs market.

The Government has confirmed its intention to continue consulta- tion following the implementation of IR35 in April 2020. This will end an effective, tax-free system of paying labour costs around the UK by allowing agency workers to define themselves as limited companies, they can minimise their tax by around 19-20% [after tax even get a tax rebate] by putting their expenses against their wages, paying themselves dividends or minimising their taxes, for example.

Under IR35, they should be PAYE workers. And it is up to the contractor/end user to declare the worker status and the agencies to pay the driver’s tax.

Teddies, savings have led to the larger hauliers replacing full-time staff with agency workers. Agencies, have been unable to charge their margins by 10%, further reducing the labour cost, pure to the end worker.

The migration of agency work from limited company status to PAYE, together with agency worker regulat- ions, will mean their net pay drop to an ‘unacceptable level’, £13,000 less than an permanent person under PAYE circumstances.

No sign, said Smith, would accept this.

As the introduction of IR35 to the private sector is going to turn the current system on its head, effectively raising agency labour costs around the country, 25%, which will raise the cost to the end user by around 30%, and this money goes to IR35.

The proprietaries are sharing their situation with organisations and IR35 in the UK is a sector with 25% that will cost the companies to make their organisations to raise awareness of the issues among their staff.

Pedestrians, cyclists and motorcycle- riders are classed as the most vulnerable road users. In 2018 alone, 354 motorcycle riders, 294 cyclists and 456 pedestrians were killed on the UK Roads.

In the same year, DfT conducted an online survey of 107 fleet managers specifically responsible for more than a million vehicles.

More than a third (38%) of respondents believed their organisation had the right policies and practices in place to protect cyclists, motorcyclists and pedestrians. However, only one in four organisations (27%) had Anti-social Behaviour (ASB) policies in place.

The Department for Transport has said it will soon become a legal requirement for vehicles to be fitted with ADRs.

Fleets that don’t get on board now will quickly find themselves on the back foot, said a coalition of conventionally-fuelled vehicles possibly ending within two-by-20s.

Gary McKee, former Dundee City Council corporate fleet manager explained how the city became a pioneer with plug-in vehicles.

He told delegates the key was to focus on three elements of change: getting EVs on the road, providing charging infrastructure and convincing other people to make the switch.

He was joined on stage by Fraser Crichton, the council’s new corporate fleet operations manager.

Together they outlined the impor- tance of a strong network support to accompany any desire to go electric.

The council invested heavily in charging infrastructure, not only supporting its own fleet but also encouraging other businesses and private individuals to get electric vehicles.

The council also provides free parking for EV drivers.

Simon King, fleet procurement director, presented a case study on Milic’s journey to switch a large proportion of its car and van fleet to EV.

The company has committed to moving 20% of its small van and car fleet to electric by the end of 2020 and, as members of EV0X, aims to transi- tion its entire fleet of 3,000 vehicles to electric by 2030.

For King, the transition is a ‘no-brainer’ with EVs offering lower wholesale costs, reducing BK for drivers and contributing to the compa- ny’s green agenda.

Employees love them as a company car,” he said. “They pay people money – that makes them happy.”

According to Mr King’s fleet managers is simple: start early.

However, with manufacturers struggling to fill demand already, King said manufacturers are simply not inter- ested in supporting large fleet orders and you must be prepared to pay the waiting game to get hold of stock.

Protecting vulnerable road users

By Andrew Baxter

Paul planting vulnerable road users and mien- ing that company’s drivers will be involved in a crunch, are two of the most important steps that managers can take towards raising road safety standards.

However, according to road safety charity Brake, just 52% of organisations currently have driver handbooks that include guidance on protecting vulnerable road users.

Ross Moorlock, chief operating officer, Brake.

Three-quarters (74%) of respondents believed their organisation had the right policies in place to protect cyclists, motorcyclists and pedestrians. However, only one in four organisations (27%) had Anti-social Behaviour (ASB) policies in place.

In the same year, DfT conducted an online survey of 107 fleet managers specifically responsible for more than a million vehicles.

More than a third (38%) of respondents believed their organisation had the right policies and practices in place to protect cyclists, motorcyclists and pedestrians. However, only one in four organisations (27%) had Anti-social Behaviour (ASB) policies in place.

The Department for Transport has said it will soon become a legal requirement for vehicles to be fitted with ADRs.

Fleets that don’t get on board now will quickly find themselves on the back foot, said a coalition of conventionally-fuelled vehicles possibly ending within two-by-20s.

Gary McKee, former Dundee City Council corporate fleet manager explained how the city became a pioneer with plug-in vehicles.

He told delegates the key was to focus on three elements of change: getting EVs on the road, providing charging infrastructure and convincing other people to make the switch.

He was joined on stage by Fraser Crichton, the council’s new corporate fleet operations manager.

Together they outlined the impor- tance of a strong network support to accompany any desire to go electric.

The council invested heavily in charging infrastructure, not only supporting its own fleet but also encouraging other businesses and private individuals to get electric vehicles.

The council also provides free parking for EV drivers.

Simon King, fleet procurement director, presented a case study on Milic’s journey to switch a large proportion of its car and van fleet to EV.

The company has committed to moving 20% of its small van and car fleet to electric by the end of 2020 and, as members of EV0X, aims to transi- tion its entire fleet of 3,000 vehicles to electric by 2030.

For King, the transition is a ‘no-brainer’ with EVs offering lower wholesale costs, reducing BK for drivers and contributing to the compa- ny’s green agenda.

Employees love them as a company car,” he said. “They pay people money – that makes them happy.”

According to Mr King’s fleet managers is simple: start early.

However, with manufacturers struggling to fill demand already, King said manufacturers are simply not inter- ested in supporting large fleet orders and you must be prepared to pay the waiting game to get hold of stock.
On the face of it, little has changed, but the upgraded interior makes this a good Sport LAND ROVER DISCOVERY SPORT

IGNITION: FIRST DRIVE

By Matt de Prez

I
don’t appear that Land Rover has done much to the ‘new’ Discovery Sport, but don’t let these familiar looks deceive you. The car has had quite an overhaul. The visual appeal of Land Rover’s family-friendly SUV has never been called into question. Therefore the big changes have been applied under the skin with the existing body remaining largely unchanged.

A new platform, shared with the Evoque, increases stiffness by 10% while also making way for new 48v mild hybrid technology.

The interior has also been given an upgrade, gaining high-quality materials and improved controls and instruments. For fleets there’s an entry-level front-wheel drive version with an RDE2-compliant diesel engine called the D150. It is the most frugal, emitting 140g/km, with a manual gearbox.

Next year, a plug-in hybrid model with a three-cylinder petrol engine will join the line-up with more power and better efficiency but, until then, we’ll have to make do with the petrol and diesel offerings.

The D190 packs more punch and comes with four-wheel drive and an eight-speed automatic. It’s not RDE2-compliant though, but manages 167g/km thanks to that mild-hybrid system. Rounding off the diesel offering is the D240. It does a much better job of hauling the Discovery Sport’s weight, but high CO2 emissions of 168g/km make it an uncompetitive fleet choice.

It’s the same story with the P200 and P250 petrols. While they are smooth and quiet, the company car tax proposition is poor. The plug-in hybrid couldn’t come soon enough, it seems.

The D180 packs more punch and comes with four-wheel drive and an eight-speed automatic. It’s not RDE2-compliant though, but manages 167g/km thanks to that mild-hybrid system. Rounding off the diesel offering is the D240. It does a much better job of hauling the Discovery Sport’s weight, but high CO2 emissions of 168g/km make it an uncompetitive fleet choice.

It’s the same story with the P200 and P250 petrols. While they are smooth and quiet, the company car tax proposition is poor. The plug-in hybrid couldn’t come soon enough, it seems.

The D180 packs more punch and comes with four-wheel drive and an eight-speed automatic. It’s not RDE2-compliant though, but manages 167g/km thanks to that mild-hybrid system. Rounding off the diesel offering is the D240. It does a much better job of hauling the Discovery Sport’s weight, but high CO2 emissions of 168g/km make it an uncompetitive fleet choice.

It’s the same story with the P200 and P250 petrols. While they are smooth and quiet, the company car tax proposition is poor. The plug-in hybrid couldn’t come soon enough, it seems.

Unsurprisingly, the electric versions all use the same combination of BIPSS electric motor and 38.8kWh lithium-ion battery pack, which is an evolution of the drivetrain already deployed by the existing XW e-Up – the main difference being an increase in battery capacity, dramatically extending the distance you can drive between plug sockets.

Charging time is 13-16 hours on a regular three-pin supply, or a more reasonable four hours on a typical 7kW home charger or wallbox. A 40kW rapid charger on the public charging network will give you an 80% top-up in 40 minutes. Still not as practical as filling the tank at a petrol station, but potentially manageable – though perhaps still only really suitable for drivers who are able to plug in the Mi Electric overnight or during the day at work.

What’s particularly appealing about Seat’s take on this electrification process, however, is just how normal it’s made the whole thing seem. The Mi has a few subtle electric badges on the outside, otherwise looks like a regular city car – and a smartly specified one at that, given the standard 16-inch alloy wheels. There are no funny grilles or other outlandish details here.

This normality transfers successfully to the driving experience, too. While some rivals have a little wind noise disturbs the calm. Rado comfort is great for something so small, while the steering is swift and direct, ideal for threading your way through urban traffic.

There’s no big central touchscreen. Seat relies on a smartphone interface and a pair of apps to deliver a broader multimedia experience in the Mi Electric. But safety kit is boosted with new lane-keeping assist and traffic sign recognition, and the single trim level comes generously equipped.

Looking for a small electric car that makes the transition from petrol or diesel as painless as possible? The Mi Electric is an excellent contender.
TOYOTA C-HR

If it isn’t broken, don’t fix it’ approach means the facelifted C-HR offers few surprises

By Phil Huff

According to Toyota research, most C-HR drivers and up in the car thanks to its styling, so in facelifting the latest model, its Japanese designers haven’t spent too much time changing what’s clearly a winning formula.

A bar connects the rear light clusters to look like a spoiler

The front has some new LED headlights and a modified bumper, while the rear now sports a black bar that connects the light clusters that look like a spoiler and accentuates the width of the car. And that’s about it.

Significant changes to the cabin are also

The C-HR has always been a fine car to drive, neutrally balanced.

The extra performance hits economy a little, but a surprisingly sprightly turn of pace. It’s

The 50% increase in power makes a world of difference to performance, with the C-HR now

The existing 1.8-litre hybrid remains, still

The paucity of storage continues in the cabin, as you might like, but the rear is tight and, thanks to its styling, so in facelifting according to Toyota research, most

The infotainment touchscreen still juts out of the top of the dashboard, but now there are columns clad in more expensive feeling materials that are noticeable by their absence, although it is now a limited number of places for a phone, keys or wallet.

The C-HR now has a satellite navigation system as standard, while some levels of the infotainment system, such as the Apple CarPlay, have been added to the spec, but the infotainment system with its own lid remains.

The 68kg increase in kerb weight means there’s no occasional kick in the back, but the effect is a continuous drone from the engine, which is little more than a rounding error away from the official figures, while the onboard computer showed that 58% of the time behind the wheel had been spent with the engine switched off.

The infotainment system now has a touch screen, but the infotainment system with its own lid remains.

The C-HR now has a satellite navigation system as standard, while some levels of the infotainment system, such as the Apple CarPlay, have been added to the spec, but the infotainment system with its own lid remains.

The 68kg increase in kerb weight means there’s no occasional kick in the back, but the effect is a continuous drone from the engine, which is little more than a rounding error away from the official figures, while the onboard computer showed that 58% of the time behind the wheel had been spent with the engine switched off.

The infotainment system now has a touch screen, but the infotainment system with its own lid remains.

The C-HR now has a satellite navigation system as standard, while some levels of the infotainment system, such as the Apple CarPlay, have been added to the spec, but the infotainment system with its own lid remains.

The 68kg increase in kerb weight means there’s no occasional kick in the back, but the effect is a continuous drone from the engine, which is little more than a rounding error away from the official figures, while the onboard computer showed that 58% of the time behind the wheel had been spent with the engine switched off.

The infotainment system now has a touch screen, but the infotainment system with its own lid remains.

The C-HR now has a satellite navigation system as standard, while some levels of the infotainment system, such as the Apple CarPlay, have been added to the spec, but the infotainment system with its own lid remains.

The 68kg increase in kerb weight means there’s no occasional kick in the back, but the effect is a continuous drone from the engine, which is little more than a rounding error away from the official figures, while the onboard computer showed that 58% of the time behind the wheel had been spent with the engine switched off.

The infotainment system now has a touch screen, but the infotainment system with its own lid remains.

The C-HR now has a satellite navigation system as standard, while some levels of the infotainment system, such as the Apple CarPlay, have been added to the spec, but the infotainment system with its own lid remains.

The 68kg increase in kerb weight means there’s no occasional kick in the back, but the effect is a continuous drone from the engine, which is little more than a rounding error away from the official figures, while the onboard computer showed that 58% of the time behind the wheel had been spent with the engine switched off.

The infotainment system now has a touch screen, but the infotainment system with its own lid remains.

The C-HR now has a satellite navigation system as standard, while some levels of the infotainment system, such as the Apple CarPlay, have been added to the spec, but the infotainment system with its own lid remains.

The 68kg increase in kerb weight means there’s no occasional kick in the back, but the effect is a continuous drone from the engine, which is little more than a rounding error away from the official figures, while the onboard computer showed that 58% of the time behind the wheel had been spent with the engine switched off.
There is something a little bit different about the Peugeot 508 that will be missed as it leaves the Fleet News long-term test fleet. Eye-catching design features, both inside and out, highlight its French credentials. The front tusk-like LED lights and fastback styling give it that kerbside appeal, while the small, cropped steering wheel and piano key-style controls maintain that attention to detail inside.

Design-conscious company car drivers could be easily swayed when comparing it with rivals such as the Audi A5 and Volkswagen Arteon, especially when its appeal is not just skin deep.

The 508 has clocked up hundreds of miles on a mix of roads on test, culminating in a round trip from Peterborough to Powys as it was put through its final paces.

The 1.5-litre BlueHDi unit on our test car travelled effortlessly along the West Midlands motorways, while the light steering made it feel equally at home on the winding country roads in the mid-Wales valleys.

By Matt de Prez
After six faultless months with the Mercedes E 300 de I have to ask myself, have I been a responsible plug-in hybrid driver?

I'd like to think so.

I've been charging the car as often as I can, including at home, but only where it doesn't inconvenience me too much – so not midway through a journey.

If you don't plug it in, the car intelligently chooses when to charge itself on the move and, of course, captures waste energy when braking – so the battery is never completely flat. It always keeps enough charge to operate like a normal hybrid, boosting acceleration and running on electric in stop-start traffic.

A full charge registers an available range of 22 miles, but I have been delving into figures assembled over the past six months and these indicate a rather more impressive performance from the battery.

In 7,500 miles of driving, the car achieved 2,900 zero-emission miles – that's more than a third. It's not uncommon to see economy figures way into the 80s on long journeys, where the diesel engine has a major advantage over its petrol rivals.

Combine that with its effortless drive, cheap BIK and high kerb appeal and I can't see what more a company car driver could want. I know I'm going to miss it terribly.
Safety systems mandatory in all new CVs from 2020

Subject, of course, to the new UK Government confirming that it will continue to mirror European road safety rules

By Gareth Roberts

New vans and trucks will have to be equipped with certain advanced driver safety systems by 2022 under new European-wide rules approved this month. Politicians hope the measures will significantly reduce the number of fatalities and severe injuries on the roads.

Under the regulations, all vehicles (including trucks, buses, vans and cars) will have to be equipped with speed limiters and the wiring for pressure monitoring devices.

It is yet to be confirmed if the UK will implement the regulations after Brexit, although the Government has previously said the UK will mirror European road safety rules.

All this is, of course, subject to the outcome of the general election.

Vehicle manufacturers will also have to fit driver distraction warning systems, reversing detectors, accident data recorders and tyre pressure monitoring devices.

Vans and cars have the additional requirement of being fitted with autonomous emergency braking (AEB) and lane-keeping systems, as well as enlarged head impact protection zones capable of mitigating injuries in collisions with vulnerable road users, such as pedestrians and cyclists.

The European Council rubber-stamped the plans for the safety measures after the European Parliament had given its approval in March (fleetnews.co.uk, March 27).

Timo Harakka of the European Transport Safety Council said: “The new rules will help us to reduce significantly the number of fatalities and severe injuries.”

Road safety organisation the European Transport Safety Council (ETSC) estimates the measures could cut fatalities by 30% and save 25,000 lives across Europe over the next 15 years.

The new rules also say trucks and buses must be designed and manufactured in such a way that the blind spots around the vehicle are significantly reduced. Furthermore, they will have to be equipped with aerosol systems capable of detecting pedestrians and cyclists located in proximity to the vehicle.

The measures reflect the Direct Vision Standard (DVS) being introduced in London from October 26, according to the ETSC.

Based on how much a driver can see directly through their cab windows, DVS employs a star system which rates HGVs over 12 tonnes from zero (lowest) to five (highest).

DVS requires HGVs operating within the Greater London boundary to meet a minimum ‘one-star’ rating or for operators to fit ‘Safe System’ measures to improve vehicle safety.

Vehicles rated between one and five stars will be compliant until 2024, when vehicles two stars and below will require a Progressive Safety System in order to operate in London (subject to consultation).

Commercial fleets operating within the M25 are being urged to apply now (subject to consultation).

The system can be overridden by the driver pressing hard on the accelerator and the ETSC has suggested that there should initially be an interlock to completely deactivate it.

Details of how the breathalyser system will work are yet to be revealed, but it is thought they will be aimed at tackling repeat offenders.

Systems in use in countries such as Australia and the United States use breathalyser technology similar to police and home testing kits.

They require drivers to provide a clear breath sample via a built-in unit before allowing the engine to start.

They can then require additional samples at random intervals to stop drink-drivers from getting a sober friend to provide a sample.

Joshua Harris, director of campaigns at the road safety charity Brake, said: “Drink-driving and speeding are a scourge on our roads and the cause of devastating crashes every day.”

“It’s fantastic to hear that alcohol interlock compatibility and speed limiting technology will soon be mandatory.”

New vehicles will also be required to be fitted with electronic data recorders that store data on the car’s status in the moments immediately before a collision. Such information is vital to understanding why crashes occur and for preventing future collisions.

Volkswagen Commercial Vehicles, which has AEB as a standard fit across its van range, says that fitting the safety system on all vans in the UK has the potential to stop almost 2,500 crashes per year.

Analysis of Department for Transport van accident statistics reveals 2.4% incidents involving vans weighing up to 3.5 tonnes could have been avoided if AEB had been fitted – preventing 36 deaths and serious injuries.

AEB systems also have the potential to cut third party insurance claims by 45%, meaning lower costs and less time off the road for van drivers and fleet operators.

Vehicles fitted with AEB also benefit from an average insurance premium saving of 10% compared with those without.

Mike Avery, director of research at Thatcham Research, said: “With the number of accidents involving vans increasing year on year, AEB’s proven ability to avoid and mitigate collisions should not be overlooked.”

These new rules will help us to reduce significantly the number of fatalities and severe injuries

Timo Harakka, European Council

The tools at our disposal include detailed weather forecasts on an hourly basis. The level of detail includes altitude, road temperature, air temperature within specific areas, humidity, risk and advice on whether to treat roads, or not.

In addition, on-board route optimisation technology is used along with the ability to control the driver setting out on the day.

As a result, our drivers work an average, 41% of their roads. Local authorities are bound by duty to ensure, so far as is reasonably practicable, that safe passage along a highway is not endangered by snow or ice.

As a result, our drivers work an 11-hour duty covering a 24-hour period throughout this time.

To achieve this, local authority staff have a suite of technologies to ensure compliance.

The system can be overridden by the driver pressing hard on the accelerator and the ETSC has suggested that there should initially be an interlock to completely deactivate it.

Details of how the breathalyser system will work are yet to be revealed, but it is thought they will be aimed at tackling repeat offenders.

Systems in use in countries such as Australia and the United States use breathalyser technology similar to police and home testing kits.

They require drivers to provide a clear breath sample via a built-in unit before allowing the engine to start.

They can then require additional samples at random intervals to stop drink-drivers from getting a sober friend to provide a sample.

Joshua Harris, director of campaigns at the road safety charity Brake, said: “Drink-driving and speeding are a scourge on our roads and the cause of devastating crashes every day.”

“It’s fantastic to hear that alcohol interlock compatibility and speed limiting technology will soon be mandatory.”

New vehicles will also be required to be fitted with electronic data recorders that store data on the car’s status in the moments immediately before a collision. Such information is vital to understanding why crashes occur and for preventing future collisions.

Volkswagen Commercial Vehicles, which has AEB as a standard fit across its van range, says that fitting the safety system on all vans in the UK has the potential to stop almost 2,500 crashes per year.

Analysis of Department for Transport van accident statistics reveals 2.4% incidents involving vans weighing up to 3.5 tonnes could have been avoided if AEB had been fitted – preventing 36 deaths and serious injuries.

AEB systems also have the potential to cut third party insurance claims by 45%, meaning lower costs and less time off the road for van drivers and fleet operators.

Vehicles fitted with AEB also benefit from an average insurance premium saving of 10% compared with those without.

Mike Avery, director of research at Thatcham Research, said: “With the number of accidents involving vans increasing year on year, AEB’s proven ability to avoid and mitigate collisions should not be overlooked.”
New Fit2Drive website
Glasgow City Council – in partnership with Healthy Working Lives (HWW), Police Scotland and RoSPA (Scottish Road Policing Agency) – has launched a new website (www.fit2drive.scot) to aid organisations with managing their drivers’ fitness to drive. The website provides advice and information on a range of topics including: driver health and the company, company policy and procedures, documentation and licensing as well as the prevention of ill health, plus videos for training. There is a misconception among many employers who believe a driver’s fitness to drive is their responsibility. As a result, it is not often considered as part of occupational health and safety management. However, ensuring your drivers are fit to drive applies to all occupational drivers (sales staff, managers driving to meetings etc.) and not just professional large goods vehicle (LGV) and passenger-carrying vehicle (PCV) drivers.

Why manage fitness to drive?
Collisions cause immeasurable pain and grief and suffering to casualties, their relatives and friends. Financial costs can include: adverse publicity; lost economic output; damage to vehicles; insurance claims and potential legal costs. However, there are also more hidden costs to the UK’s economy such as use of emergency response teams and NHS resources. Both the Road Traffic Act and the Health and Safety at Work Act apply to work-related road safety. Employers have a duty to assess risks in the workplace, including driving activities. If an employee is involved in a motoring incident there can be serious consequences for not only the employee, but the employer also. The police may investigate under the Road Traffic Act and work with Health & Safety Executive (HSE) to determine whether the employer’s actions – or lack of actions – contributed to the incident. Following the investigation, and dependent on the findings, prosecution may follow.

The Health and Safety at Work etc Act 1974 (HSW Act)
Employers have duties under health and safety law for on-the-road work activities. The HSW Act states you must ensure, so far as reasonably practicable, the health and safety of all employees while at work. You must also ensure that others are not put at risk by your work-related driving activities. Individuals who are self-employed have similar responsibilities.

‘So far as reasonably practicable’ means balancing the level of risk against the measures needed to control the real risk in terms of money, time or trouble. However, you do not need to take action if it would be grossly disproportionate to the level of risk.

You also have duties under road traffic law, e.g. the Road Traffic Act and the Road Vehicles (Construction and Use) Regulations, which are enforced by the police and other agencies such as the Driver and Vehicle Standards Agency (DVSA). In most cases, the police will take the lead on investigating road traffic incidents on public roads. HSE will usually only take enforcement action when the police identify that serious management failures have been a significant contributory factor.

If one of your employees is killed, for example, while driving for work, and there is evidence that serious management failures resulted in a gross breach of a relevant duty of care, your company or organisation could be at risk of being prosecuted under the Corporations Manslaughter and Corporate Homicide Act 2007.
Given the technology available, there is little excuse for excessive downtime, says Matt de Prez, commercial director at LeasePlan UK. “Access to better data is instrumental in helping fleet operators get the most out of vehicles. By optimising their fleet utilisation through data-driven insights, companies can make their vehicles work longer, harder and smarter, leading to improved safety, productivity and significant cost savings in the long term,” says Chris Black, commercial director at LeasePlan UK.

He adds: “Key to this is real-time health checks for each vehicle, which allow for proactive servicing. Defects that have the potential to become significant problems are identified at an earlier stage, often instantaneously reducing the likelihood of them becoming bigger problems and causing vehicles to be off the road for longer.”

According to LeasePlan, the industry average for downtime is approximately four days per year for light commercial vehicles (LCVs). That equates to around £800 per vehicle per day, although the actual cost can be upwards of £1,000. However, for fleets using data-generated intelligence this figure can be significantly lower. For example, downtime for LCVs using LeasePlan’s Uptime Live averaged a little more than one day per year over the past 12 months – resulting in around £2,000 in efficiency-related savings.

A programme to increase vehicle utilisation and minimise downtime has seen Metropolitan Housing reduce rental costs by more than £7,000 per year over the past 12 months – resulting in more than £2,400 in efficiency-related savings. Metropolitan Housing, says his programme's access to better data is instrumental in helping fleet operators get the most out of vehicles.

“You cannot run your business, you cannot innovate and you cannot compete without data,” says Dirk Schilim, EVP at global telematics provider Geotab. “Today’s fleets already run on data and connectivity as the ‘third industrial revolution’. It connects all involved in goods: drivers, schedulers, fleet operators, workshops, manufacturers and insurance companies or authorities. They receive information in real-time which was previously unavailable: about the condition of the tractor unit and semitrailer, traffic and weather conditions, the parking availability at motorway service stations, rest areas and much more.”

As vehicles become more intelligent and analytics-driven, the depth of what can be understood from a vehicle is increasing rapidly. Matt de Prez is echoing heavily in clarifying that its parent company, Daimler AG, describes connectivity as ‘the third industrial revolution’.

“Key to this is real-time health checks for each vehicle, which allow for proactive servicing. Defects that have the potential to become significant problems are identified at an earlier stage, often instantaneously reducing the likelihood of them becoming bigger problems and causing vehicles to be off the road for longer.”

According to LeasePlan, the industry average for downtime is approximately four days per year for light commercial vehicles (LCVs). That equates to around £800 per vehicle per day, although the actual cost can be upwards of £1,000. However, for fleets using data-generated intelligence this figure can be significantly lower. For example, downtime for LCVs using LeasePlan’s Uptime Live averaged a little more than one day per year over the past 12 months – resulting in around £2,000 in efficiency-related savings.

A programme to increase vehicle utilisation and minimise downtime has seen Metropolitan Housing reduce rental costs by more than £7,000 per year over the past 12 months – resulting in more than £2,400 in efficiency-related savings.

“You cannot run your business, you cannot innovate and you cannot compete without data,” says Dirk Schilim, EVP at global telematics provider Geotab. “Today’s fleets already run on data and connectivity as the ‘third industrial revolution’. It connects all involved in goods: drivers, schedulers, fleet operators, workshops, manufacturers and insurance companies or authorities.”

They receive information in real-time which was previously unavailable: about the condition of the tractor unit and semitrailer, traffic and weather conditions, the parking availability at motorway service stations, rest areas and much more.”

As vehicles become more intelligent and analytics-driven, the depth of what can be understood from a vehicle is increasing rapidly. Matt de Prez is echoing heavily in clarifying that its parent company, Daimler AG, describes connectivity as ‘the third industrial revolution’.

“Key to this is real-time health checks for each vehicle, which allow for proactive servicing. Defects that have the potential to become significant problems are identified at an earlier stage, often instantaneously reducing the likelihood of them becoming bigger problems and causing vehicles to be off the road for longer.”

According to LeasePlan, the industry average for downtime is approximately four days per year for light commercial vehicles (LCVs). That equates to around £800 per vehicle per day, although the actual cost can be upwards of £1,000. However, for fleets using data-generated intelligence this figure can be significantly lower. For example, downtime for LCVs using LeasePlan’s Uptime Live averaged a little more than one day per year over the past 12 months – resulting in around £2,000 in efficiency-related savings.

A programme to increase vehicle utilisation and minimise downtime has seen Metropolitan Housing reduce rental costs by more than £7,000 per year over the past 12 months – resulting in more than £2,400 in efficiency-related savings.
The importance of keeping your vehicles on the road: Businesses risk losing £800 per day due to van downtime.

UK businesses are collectively losing up to £2.4 billion per year on van downtime. Recent research* revealed that Light Commercial Vehicle (LCV) operators estimate that each of their vans spend on average four days a year in the garage. Each day off the road costs a business £800, meaning an average £3,200 of lost revenue per year.

With stakes as high as these, LCV downtime can become a major source of stress and concern. Aside from the cost implication, vans off the road can present a reputational threat to a business. In fact, almost two-thirds (63%) of van operators admit their business would find it problematic to uphold promises to customers if their vans were out of service for a week.

Businesses of all sizes are under pressure to be agile and react quickly in today’s volatile economic and political climate. However, their fleets often fail to reflect the current reality as it continues to be a political climate. However, their fleet often fails to meet customers on the road, allowing them to focus on what’s at the heart of their business.

As the economic importance of vans grow, it is crucial that businesses understand the implications that van downtime can have on drivers’ productivity and on the fleet budget. With over a third (36%) of businesses having to rent a van on a short-term basis in the past year, the cost of vehicle downtime has been pushed even higher.

With this in mind, Northgate’s bespoke packages can be tailored for customers looking for minimum term contracts, to ensure they have stability with their hired vehicles. These terms can run from 12 to 48 months – giving customers the assurance that their future van rental requirements are taken care of. Northgate also understands that such commitment is not required by every business and as a result offers total flexibility, allowing organisations to rent for as long as they need to do so as part of the flexible hire package. Northgate can also purchase, for fair market value, the existing vans fleets of its customers, giving clients an immediate cash injection into their business whilst also providing them with new, economical, fit-for-purpose vans.

With 47% of businesses incurring fines or penalties when their vans are out of action for a week, Northgate understands how downtime can become mission-critical. In order to keep UK businesses on the move, its vehicles are fully maintained and serviced, with road tax taken care of and 24/7 breakdown cover included as a standard. Using the Northgate Vehicle Inspection App, drivers can complete inspections in a matter of minutes and submit results in real-time, enabling issues to be dealt with quickly and effectively. Minimising downtime, whether it is caused by mechanical problems, incident damage or scheduled maintenance, will deliver greater productivity and free up the company’s financial resources for strategic investment.

If Vanonomics sounds like it can help keep your business driving forward, get in touch. It really is that simple.

*IFF Research August 2018 on behalf of Northgate plc

**Find out how Northgate can help your business visit northgatevehiclehire.co.uk or call 0330 042 0903**
Keeping your business moving
At Zenith we take a holistic approach to managing uptime. We know that keeping your business-critical fleet on the road is vital and every second of downtime can impact your bottom line and your reputation, so we’re here to get it back up and running quickly.

No two fleets are the same, which is why we work closely with our customers to calculate the cost of downtime using our flexible Whole Life Cost model. This means that every customer can have their own methodology built around the areas that are most important to them, from PMI inspections and driver wages to the penalties for non-delivery and missed deadlines.

Our approach to vehicle management reduces maintenance delays, increases efficiency and ensures our customers can deliver great service to their customers.

Our customers have seen significant increases in vehicle availability enabling tangible financial and operational efficiency benefits.

Our in-house team are fully operational 24/7/365, from liaising with workshops to out-of-hours cost authorisations.

Our aim is to make the process of getting vehicles serviced or repaired as straightforward and efficient as possible.

We take a proactive approach to the scheduling of routine maintenance and PMI inspections and target on-time inspections and a first-time MOT pass. Customers benefit from the ability to digitally submit defects and date stamp their own vehicles.

Our dedicated and technically skilled first-response team manage roadside breakdowns, unscheduled maintenance requirements and vehicle defects. This ensures that once we know about a problem it’s dealt with as quickly as it can be.

Our skilled mechanical engineers provide expertise and knowledge of our customers’ vehicles and ensure repair costs are minimised.

UPTIME STARTS WITH PREVENTION
Maximising uptime starts with preventative maintenance. From driver training to minimising wear and tear, to daily checks, regular servicing and compliance monitoring, we take a granular view of each vehicle and its operational requirements.

When a vehicle needs to be off the road we avoid peak periods by supporting out-of-hours maintenance, including overnight servicing, to minimise the impact. Every customer has a dedicated vehicle off-road (VOR) management team, process and system with expertise across the board, including any ancillary equipment.

LEADERS IN INNOVATION
Our customer-first approach means we are service-led and technology enabled. We stay one step ahead by analysing telematics mileage data and monitoring compliance and electronic defect reporting to suggest and schedule maintenance requirements. To further maximise uptime, location data allows us to book a vehicle into a local repair agent.

To maximise uptime and reduce costs, get in touch today.
Call us 0344 848 9311 or go to zenith.co.uk
By John Lewis

Renault’s car and van network is not the only one to sell the recently-revised Master. It is available through the Renault Trucks network, too, and the truck maker is determined to keep carving out its own niche in the 3.5-tonne market with the latest model.

The new Master carries in a revamped front-end with a raised bonnet line and a prominent, aggressive-looking grille. Changes have been made to the dashboard and a whole host of safety devices are either fitted as standard or offered as options.

They include a camera that provides continuous (unless you switch it off) vision rearwards using a display on the upper part of the windscreen. Master’s 2.3-litre dCi diesel has been refreshed, with a new cooling system and offering more power than was available previously.

Renault Trucks is hoping to spark interest in the new Master because of its comfort and design. It has particular expertise in special conversions, many of which are offered under its Ready for Business programme.

It has particular expertise in special conversions, many of which are offered under its Ready for Business programme. While mainstream Masters gross at up to 4.5 tonnes, it uniquely offers a six-tonne dCi Master converted by Nefra in the Netherlands. Payload capacity is three tonnes.

Other conversions it has been instrumental in developing include a 3.5-tonne OptiTipper with a pod to hold tools produced in association with Market Drayton-based PD Stevens. The bodybuilder also offers the Master-based OptiTraffic traffic management vehicle.

Renault Trucks is hoping to spark interest in the Master in its util with a special launch edition, Powered by either the 147PS (heavy duty) or 152PS (light duty) diesel, Red Edition models have a high level of specification including air-conditioning, side-wind assist and cruise control with a speed-limiter. They are also distinguished by Red Edition logos and are marketed with three option packs; Comfort, Delivery and Safety. The last-named includes advanced emergency braking system and lane-departure warning.

We took to the highways of Warwickshire in a 147PS L3H2 3.5-tonne Red Edition rear-wheel-drive van and we were agreeably impressed by its sharp handling and overall feeling of stability.

With no weight in the back, performance was not an issue, and the van’s unladen ride was smoother than expected. In-cabin noise levels were suppressed. On the downside, the gear change could have been slicker and Renault might want to consider upgrading the quality of some of the plastic trim it uses. The cab is roomy, comfortable and well-equipped though, with ample storage space for all the items drivers are likely to want to carry around with them. Fuel economy? We averaged 29.4mpg over a 127-mile route.

A lover of cycling, if Chadaway had his way, there would be more cycle paths and routes across the UK. If not in fleet, he would like to be a professional adventure cyclist.

My first memories associated with a car is family holidays in the old Escort estate. My sister and I would be packed in the car first and then everything else around us until we could barely see out of the windows. We would, invariably, need a comfort stop 20 minutes from home which would lead to constant packing/unpacking of the car and some choice words from the front seats.

A book I would recommend others read is The Chimp Paradox by Steve Peters.

If money was no object I would develop an alternative sustainable power solution and work on providing free Internet for all.

My favourite movie quote is: ‘There’s no place like home’ from The Wizard of Oz.

If I were made transport minister for the day I would mandate a plan for more cycle paths and routes across the UK, along with bike hire schemes in every major conurbation. Hopefully then, not every journey would have to be made by car.

My hobbies and interests are time with the family, cycling and running.

The song I would have on my driving playlist is Song 2 by Blur.

My pet hate is over-promising and under-delivering.

My company in three words: Happy, fast-paced and hard working.

Career influence: I’ve been lucky enough to meet a huge range of people that have all added value to my career. But, most importantly, my wife has been the greatest influence due to her ability to know when to ask about work and when not to.

What makes a good MD? Building a great team around you; knowing what is going on around them; and breaking down any barriers they and the team may have.

If I wasn’t in fleet…

Advice to fleet newcomers: Consider electric vehicles [EVs] for your fleet ASAP. The more demand we make, the faster innovation and supply will accelerate, and we also know that hydrogen is the future... well, in my opinion anyway.

If I wasn’t in fleet…

A professional adventure cyclist.
It’s time to be involved...

An evening dedicated to acknowledging exemplary performance

Sponsor

Sponsoring one of the most coveted awards in the industry will not only allow you to strengthen existing relationships but also forge new ones with some of the best performing companies of the year.

Book your table

Can you afford to miss this exclusive networking opportunity – one night to meet the fleet industry under one roof? Book now to firmly secure your seats at the fleet industry Oscars.

Tables selling fast – book now to secure best possible position

www.fleetnewsawards.com
or call 01733 395133