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DRIVING UP OUR FLEET ROAD SAFETY SKILLS

FORS AUDIT SCHEME SETTING NEW STANDARDS

When the [Fleet Operator Recognition Scheme](#) was first launched, it was as part of a quest by Transport For London to improve road safety and reduce emissions across the capital.

From those early days in 2008, FORS rapidly gained traction and although the scheme has always remained voluntary TfL made it a requirement that all operators working on any of its projects be accredited.

The scheme was rolled out UK-wide in February 2015, with responsibility passing from TfL to the [FORS Community Partnership](#) under a concessionaire contract, and there are now more than 3,250 accredited fleet operators running a total of 215,000 vehicles — 67% of them already based outside the M25.

But despite the scheme's rapid growth, there are still hauliers who while knowing exactly how to comply with construction site H&S requirements are unaware of FORS or the benefits it can bring.

SO HOW DOES FORS WORK — AND WHAT ARE THE BENEFITS?

The scheme covers lorries, vans, buses, coaches, fleet cars, motorcycles and scooters — although HGVs have since the scheme's inception been the main focus — and has three levels of accreditation: bronze, silver, and gold.

A bronze-accredited operator has to be legally compliant and able to demonstrate that they follow good practice across all areas of their business. For silver, they need to demonstrate a commitment to becoming safer, greener and more efficient, while gold denotes an exceptional operator who has met specific targets and is continuing to improve.

The majority of fleet operators are currently accredited at bronze level, which is their passport to working not only for TfL but with other large-scale operators such as Laing O'Rourke and Thames Water, local authorities and other public bodies.

Achieving bronze involves a physical audit which has a 60% first-time pass rate. When FORS was rolled out across the UK, audit and subscription fees were introduced, so there is a cost involved — of time as well as money — and there needs to be a company-wide commitment not only to achieving the standard but to maintaining it, as FORS accreditation renews annually.

For family-run business M&N Transport (Wilts), the decision to go for bronze came after a client flagged up FORS during a tender process. The Westbury-based Company runs a 42-vehicle fleet and delivers specialised loads, including aggregates and stones, for clients across the UK.

Founder and Director Mike Burton said: *"We had been asked by Hanson Aggregates to look into becoming FORS-accredited so that we could be considered for their Hinckley Point project, and we quickly realised it would not only support this customer's goals but would also offer us a smarter way of working."*

The decision made, Mike wanted expert support before M&N Transport's first bronze audit and he selected [Road Skills](#), a specialist work-related road safety risk management and training provider and one of the first three companies to be made an official FORS associate.

Road Skills breaks down the FORS process using the Health and Safety Executive's *"plan-do-check-act"* system to make it easier for companies to comply across the bronze standard's four key areas: management, vehicles, drivers, and operations. *"The assessment process is about being able to provide evidence to the auditor of your relevant systems, procedures, and documentation,"* said Road Skills Director David Somers.

Team training is mostly carried out within the Company, but some may need outsourcing to training providers like Road Skills which equips managers with detailed start-to-finish guidance, risk assessments, policies, procedures and checklists in the [FORS PASS Fastrak](#) manual.

"We give clients everything they need to pass, and it's all designed to ensure they achieve accreditation within their required timescale," said David, adding: *"We also organise advanced driving, driver attitude workshops, and online driver training, as well as operator licence and telematics audits."*

"All these can play a key role in preparing operators and their drivers, not just for their first FORS bronze audit but throughout the year in readiness for the next one."

As well as raising manager and driver proficiency, FORS also requires operators to equip all vehicles above 3.5 tonnes gross weight with blind-spot mirrors, warning signage, and under-run side guard protection on both sides (side guards are also a legal requirement in London from 1st September 2015 under the [Safer Lorry Scheme](#)).

With M&N Transport, Road Skills FORS Advisor David Holloway made three visits before the FORS audit. During the first, he looked at the Company's existing processes, flagging up areas that did not align with FORS and offering guidance on how to improve. On the second, he looked at those improvements and any further changes needed, and on his final visit he conducted a mock audit to ensure the Company's team were fully prepared.

Mike said: “We took on board everything in the Road Skills manual and the FORS standards, and our vehicles were already meeting a high spec for emissions and safety — we had for example already invested in forward and rear-facing cameras, tracking systems and Mercedes’ predictive power control.”

He added: “Having expert help from Road Skills made the whole process so much quicker and less stressful, and we went into the real audit feeling totally confident that we were more than prepared.”

Because it works from one base, M&N Transport has “single operating centre accreditation”. Businesses with more than three bases are awarded “multi-operating centre accreditation”, and for large national operations there is “whole fleet accreditation” where FORS recognises an equivalent internal management system.

Once accredited, an operator can display the FORS logo along with their scheme ID number and accreditation level — bronze, silver, or gold.

Tangible benefits of FORS accreditation include lower insurance premiums and a reduction in fuel bills — the consequence of greater driver awareness, particularly of vulnerable road users, enhanced driving skills, and a high level of corporate responsibility.

It’s still early days for M&N Transport, but Mike is already aware of other benefits. “The focus FORS has brought is

allowing us to offer our customers across the construction and road transport sectors the peace of mind that not only is health and safety an integral part of our operation, but we are also constantly moving forward and striving to achieve even higher standards.”

WHAT DOES IT COST?

For an operator the size of M&N Transport, attaining and maintaining bronze FORS accreditation would cost...

- Annual subscription of £900 + VAT (for operations with between 26 and 50 vehicles)
- Audit fee of £450 + VAT (for operations with one site)

The lowest annual subscription is £65 for a single-vehicle operator, and audit costs vary depending on the number of centres to be included.

Support from specialist risk management and training companies like Road Skills is an additional cost.



Work-related road safety training specialist Road Skills was the third company to win FORS associate status following the scheme’s launch in 2008. There are now nearly 200.

One of the M&N Transport (Wilts) fleet showing the side guards fitted as part of the package of safety measures needed to achieve FORS bronze accreditation.



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DRIVEIT: THE LIGHT COMMERCIAL VEHICLE SHOW

UK CONSTRUCTION MEDIA REVIEWS THE SECOND ANNUAL DRIVEIT EXHIBITION WHICH TOOK PLACE IN BRUNTINGTHORPE BETWEEN 7TH – 9TH JULY.

Early July saw the second annual Drivelt event take place.

Lasting for three days, the Light Commercial Vehicle (LCV) show is the only one of its kind in the UK which brings buyers and sellers together in one place, giving the opportunity to test drive any vehicles to find out their suitability for any individual's particular business.

The exhibition is also fortunate to be able to count on the support of the Society of Motor Manufacturers and Traders (SMMT), which is vital to the success of Drivelt.

SMMT is in existence in order to promote the UK's automotive industry both at home and abroad, working with member companies to be the voice of the motor industry, promoting its position to the Government, stakeholders and the media.

The overall event itself was very impressive. During the time spent there, details were given about the industry, how vehicle registrations are on the rise, and experts from a range of fleets were on hand to give advice on which vehicles would be suitable for which businesses.

Potential buyers were able to try out a host of vehicles exhibited by Ford, Mercedes-Benz vans, Renault UK, Citroen, Vauxhall, Peugeot, Fiat, Renault Trucks, Izuzu, to name a few.

A personal experience saw the testing of a Peugeot CV Boxer Van. Given the chance to get to grips with the driving qualities of this LCV was interesting enough, but more so was delving deeper and finding

out exactly the type of advantages available to construction companies.

This included the fact that the vans have an option whereby the terrain travelled on could be detected and speeds/braking amended accordingly. This is especially reassuring for those taking heavy loads from site to site.

Elsewhere, Citroen went to innovative lengths to reassure potential customers that vans, despite the opinion of some, handle very well in all conditions.

A rally driver was on hand to take people around the track in their vans, taking corners at a minimum of 70mph in the process.

Of course, this is not what a construction company would or should use the vehicles for, but the wider point was made in an interesting way; vans are much easier to handle despite the common perception.

SMMT's involvement in this event is important. Their constant presence and that of their members helps to make Drivelt the success that it is.

During the event, SMMT celebrated the growing demand of LCVs this year in comparison to what has gone before. Commercial vehicles have reached a record half-year total of 209,515, with the van market hitting a high of more than 186,000 registered in the first six months.

The number of vans purchased in June exceeded 35,000, which represents a rise of 16.4% from June 2014.



Meanwhile, the total up to now this year is almost 20% higher than in 2014 and in terms of the rolling year, there has been an increase of 20.2% in van registrations.

Trucks also fared well in June with a 41.5% jump from June 2014 and in the year to date, 23,111 trucks have been registered; a 40.6% rise.

It continues a trend that has seen LCVs to 3.5 tonnes increase every year since 2012. As it stands, 2015's figure is set to comfortably eclipse that of 2014 which topped 300,000 new registrations.

But what can the increase be attributed to? Nigel Base, Commercial Vehicle Manager at SMMT, believes it is a combination of factors that are working together, with business confidence, home deliveries and the rise in self employment pinpointed.

He said: *"If you look at unemployment for example, about 50% of the reason for the drop is self employment. So electricians, plumbers etc are coming into the market."*

The advantages of personal leasing were also highlighted because, as Nigel added, it makes *"vehicles easier to purchase,"* given that companies or self employed specialists can pay around £300 a month to lease a vehicle.

This and the fact they are cheaper to run make them an important and viable alternative to larger industry vehicles.

Nigel added: *"Vans are cheaper, more flexible, cheaper to run and do about 30 miles to the gallon. The productivity is better because you can use a van 24 hours a day."*

But as much as the positive news about record vehicle registration, SMMT was also extremely keen to get another message out into the public domain; concerning the safety aspect of driving LCVs.

There is a need to raise awareness with the Department for Transport in particular interested in ensuring that vehicle operators drive and load in the safest way possible.

Nigel explained that in the market of MOT failures, 20% of cars fail at first presentation and although the figure is the same for trucks, when they are taken to a franchise dealer, failure drops to 5%, with some a 100% pass rate recorded

by some dealers which, Nigel said, *"tells you something about the regulation."*

"That's not a good statistic and also tells you something about the condition of these vehicles," he said.

"Also, when the Driver & Vehicle Standards Agency (DVSA) stop these vehicles at the roadside, 91% are overloaded, so it's a concern."

Much of the overloading issue is done entirely innocently, with workers unaware that they are doing so.

SMMT is looking to raise awareness through self-regulation with the help of the DVSA, Freight Transport Association (FTA), and Road Haulage Association (RHA). SMMT's members are also working hard to raise awareness and are fully cooperative in the process.

Leaflets have been produced and distributed, and there are daily walk-round checks.

Nigel continued: *"It's about culture more than anything. I don't think people are deliberately overloading. It's just about education."*

"We don't see the need for regulation but rather to raise awareness. You'll always have the serially non-compliant but they are a tiny proportion."

"Most people, if you gave them enough evidence, would become aware of it."

The challenge is making sure companies know when they are overloading vehicles, at what point they become too heavy and therefore dangerous, and ensuring that this message makes its way down the supply chain to end users and operators.

While this process is going to take time, it is a problem that SMMT believes is solvable.

So the experience of Drivelt was the whole package; enjoyable and informative regarding the use of the fleets, and eye opening in terms of what has been achieved by commercial fleet vehicles and what needs to be done in the future.

The [exhibition](#) is a must for anybody in the industry.



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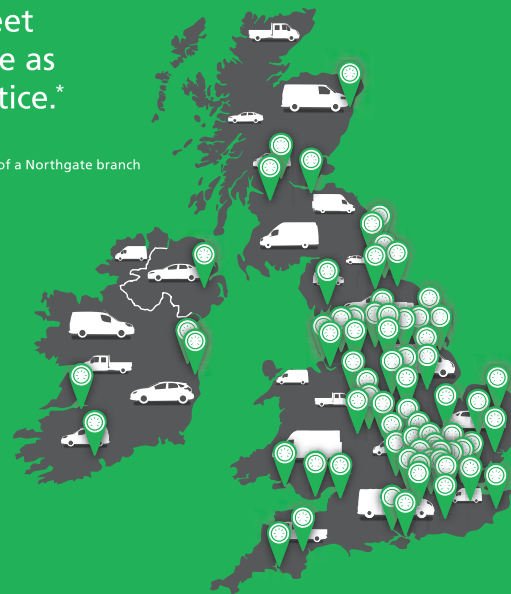
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DRIVER EDUCATION KEY TO ENDING FLEET DISPUTES OVER END-OF-CONTRACT VEHICLE DAMAGE CHARGES

ACFO CALLS FOR GREATER LEASING COMPANY CONSISTENCY OVER CHARGES

There has been a call to action for ACFO – the leading UK representative body for fleet decision-makers – to work with the British Vehicle Rental and Leasing Association (BVRLA) to achieve greater consistency in the application of damage charges when company cars and vans are defleeted.

End-of-contract charges, particularly those related to vehicle damage – end-of-contract excess mileage charges are also levied – were highlighted as the “*cause of the biggest degree of conflict*” between fleets and leasing companies at an ACFO seminar entitled ‘The End is Nigh’.

For many years the BVRLA has published a regularly updated ‘The Industry Fair Wear and Tear Standard’, which has been adopted by most of its leasing company members as the definitive guide to an acceptable condition for vehicles to be returned on defleet.

However, ACFO Deputy Chairman Caroline Sandall called for a greater consistency from leasing companies in the application of charges. She suggested that in many cases vehicle drivers did not recognise ‘damage’, particularly in relation to stone chips and alloy wheel scuffs, even though they resulted in a charge being levied.

Some leasing companies use a matrix to assess vehicle damage charges while others use actual charges, although repairs may not be carried out prior to a vehicle being sold.

Ms Sandall said: “*Fleets want to see a greater consistency in the application of charges. We want to work with the industry and industry bodies to improve the situation. Damage costs on defleet must be tackled. Fleets want to understand how costs are calculated and ensure they are transparent and fair.*”

This call to action followed a plea from Ian Hughes, Commercial Director at contract hire specialist Zenith, for ACFO to work with the BVRLA on behalf of fleets to create “*a modern solution*” embracing mobile phone apps and other technologies to ensure drivers better understood fair wear and tear guidance and provide fleets “*with a more workable solution*”.

Jim McNally, Chairman of the BVRLA’s Residual Value and Remarketing Committee, and Head of Asset Risk at leasing provider Alphabet, and Mr Hughes denied end-of-contract damage charges provided a “*profit centre*” for suppliers however.



Mr McNally said: *“If we are perceived to be ripping fleets off relationships will last one contract and that is bad news. We don’t want that to happen. End-of-contract charges are not a profit centre.”*

He highlighted that sometimes fleet operators were not aware or understood the cost to repair vehicle damage or that the cost to replace a lost car key could amount to *“several hundred pounds”* and added: *“As an industry we need to make drivers more aware of what is included within fair wear and tear and what isn’t.”*

Consequently, Mr Hughes said: *“Driver communication is key. We have a common interest in what is a deeply emotive topic. During the fleet life of a vehicle there are a number of opportunities to assess it and get feedback, but there are too many times where that is compressed into the last four months of a contract.”*

“It is essential that drivers meet leasing company representatives at the time of vehicle collection for face-to-face discussions on vehicle condition assessment. Too often the keys are simply left at reception for collection.”

That, he suggested, was ultimately a recipe for conflict when fair wear and tear damage reports were subsequently sent to fleet managers outlining charges. Arguing that leasing companies wanted to be *“fair and balanced”* when levying damage charges, Mr Hughes continued: *“Leasing companies are in the middle between the guide and the driver. There needs to be pro-activity in management of vehicles and that means mid-life notification of damage, pre-return inspections.”*

“Fleet managers and ourselves should perhaps carry out random condition checks in company car parks; employee workshops could be held to explain policy and procedures and an annual appraisal of vehicle condition should be part of an employee’s annual review.”

“Currently there is very little evidence of pro-activity on an on-going basis about vehicle damage and there needs to be an increased emphasis particularly on the lead up to the end of contract.”

Graham Short, Chairman of ACFO’s East Anglia Region and Fleet Engineer at Anglian Home Improvements, which operates a 1,400-strong fleet comprising 800 light commercial vehicles and 600 cars, said: *“We need to make drivers aware of damage costs and tell them to keep cars in good condition and what happens if they don’t.”*

Nora Leggett, the BVRLA’s Head of Member Services, said the Organisation could not dictate profit levels to leasing company members or that they should introduce a *“uniform matrix or policy on recharges”*, but added: *“We can bring to the marketplace something for members that will work to suit their stakeholders and client base.”*

DAMAGE CHARGES ARE “COMPLETELY AVOIDABLE” IN MANY CASES

The majority of company cars (71%) returned to vehicle leasing provider Zenith are subject to end-of-contract damage charges, but in 45% of instances the costs are *“completely avoidable”*, according to Mr Hughes.

Driver education and engagement is critical to charges being avoided, he said, highlighting that of 5,000 cars returned last year, 3,550 were the subject of damage charges. Yet on almost 1,700 of those vehicles the charges related to missing car keys and documents. In cases where end-of-contract damage charges were levied they totalled £250 or more on 1,953 cars (55%).

The average wear and tear damage charge applied by Zenith across all returned cars was £245 last year, which is slightly below the average recorded across Britain’s 50 largest contract hire and leasing companies in last year’s ‘FN50’ report.





Describing end-of-contract damage charges as “an irritation”, Mr Hughes called for pro-activity in vehicle management explaining that fleet procurement practices was driving down monthly lease rates.

He said: “There is no provision for me to waive costs. However, I have seen much evidence of charges not being passed on to drivers and no accountability for damage to the car and that is not great.”

TOP TIPS FOR FLEET MANAGERS TO AVOID END-OF-CONTRACT DAMAGE CHARGES

Advice to help fleet decision-makers curb end-of-contract damage charges has been issued by ACFO with further best practice guidance from Graham Short.

ACFO’s hints and tips to fleet chiefs include:

- Make sure there is a clear understanding of the contract with lease providers: what constitutes fair wear and tear, what will be charged and the matrix that will be used for charges; the collection and inspection process; the recharge process including timings and supporting documentation such as handover sheets to be signed by drivers, photographs of damage, and a cost breakdown of damage.
- Ensure company car policy and associated communications details the rules and procedures for drivers, what they will be charged and how that will be collected from them.
- Remind drivers weeks or months prior to collection of the expected return condition of the car; the process to report any incidents to enable repairs to take place prior to return; the process for handover

at the point of collection; the consequences of unacceptable condition and how any excess wear and tear will be handled.

- Have a clear process in place for managing complaints.

Mr Short, a poacher turned gamekeeper having previously worked as a vehicle remarketing manager for a contract hire company, agreed that end-of-contract damage charges was “one of the most contentious aspects of vehicle leasing”.

But, he admitted: “As fleets we are asking leasing companies to take a risk so it is fair that they make a profit, but there are steps fleet managers can take to limit their end-of-contract damage charge exposure.”

However, he said it was critical for fleet managers to explain the uses to which leased vehicles would be put during their fleet life so providers could “adjust contracts and any end of contract charges during a vehicle’s operating life”.

Anglian Home Improvements leases its company cars but outright purchases its vans to avoid the potentially huge end-of-contract charges on the latter given their usage.

Both Mr Short and Mr Hughes advocate a profit share related to the sale price of a vehicle returned in good condition as a mechanism for encouraging drivers to take pride in their company car.

Mr Short continued: “Drivers need to be told to keep cars in good condition and what will happen if they don’t.”



A seminar delegate vote suggested that around 75% of fleets recharged vehicle damage to drivers with Mr Short saying: “Drivers should be encouraged to look after company vehicles as if they were their own.”

He also advocated:

- Pre-return checks with drivers one month before vehicles were due to be returned. The use of reputable SMART repairers to undertake work prior to defleet.
- Checks to ensure vehicle service books, wheel nut socket sets, spare keys, parcel shelf, load cover and head restraints were all returned with a vehicle.
- If vehicle recharges were high then obtain a purchase price for a vehicle and sell it yourself.
- Fleet managers being present at the time of collection.

A host of “*common concerns*” have been expressed by fleet managers in relation to end-of-contract damage charges including; less tolerance from leasing companies if a vehicle contract was not going to be renewed; a charge for repairs not carried out ahead of vehicle sale; vehicles supplied with livery but then charged for its removal; and the inability to claim for charges on insurance.

BVRLA figures reveal that complaints relating to end-of-contract damage charges increased significantly last year, but Ms Leggett suggested that was due to huge rises in the number of cars leased via personal contract purchase schemes rather than from vehicle fleets where decision-makers understood the procedure.

She added: “We recommend that members are proactive in reminding customers about the recharge process and recommend all visible damage is recorded and signed for. We also recommend that no comment is made about the condition of a vehicle at collection time ahead of communication from the lessor.”

VEHICLE PREPARATION IS KEY TO STRONG SALE VALUES BEING ACHIEVED

Vehicle condition is critical to defleeted company cars and vans fetching top money when sold, but industry data suggests that an increasing number of poor quality models are reaching the market place.

Rupert Pontin, Head of Valuations at vehicle information provider Glass’s Guide, provided a string of data revealing that the first time sale of vehicles entered at auction was on the slide alongside vehicle condition gradings.

In urging vehicle vendors to do everything in their power to ensure a vehicle stood out at sale time to fetch strong money, Mr Pontin said: “Defleet volumes are increasing and will continue to increase.

“Condition grades have dropped significantly so it is important that, with the increase in vehicle numbers reaching auction halls, vehicle condition stabilises and improves because that is the only way that leasing companies will meet their residual value forecasts. Vehicle preparation levels must improve to gain the best return.”

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- **100+ claims** against the fleet each year before cameras fitted. **Payout approx £500K PA.**
- After cameras fitted, an **immediate 60% reduction in claims** against the fleet.
- Following that 60% reduction, **only 1 in 5 incidents were paid out** once investigated.
- **An astonishing 92% reduction in payouts** bringing claim cost down to **£40k PA.** A saving of **£460,000 per year** for the fleet.
- The systems paid for themselves **3 times over in 1 year.**

Many of our customers, have also benefitted from enhanced visibility around vehicles. Our clients can stream real time video enabling operations to deal with ANY vehicle based query instantly and remotely. We offer a range of systems from cloud-based accident management platforms to advanced cyclist detection solutions. Backed by FORS and CLOCS, we believe technology is the key to making our fleets safer. For more information or to arrange a demonstration for your fleet, please contact us.



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MAYOR REVEALS INITIATIVES TO MAKE LONDON THE ULEV CAPITAL OF EUROPE

The Mayor of London has set out his vision for plans to position London as Europe's leading city for ultra-low emission vehicles (ULEVs) with a detailed plan to accelerate the uptake of these vehicles in the capital. The plan includes a new £65M grant for zero-emission capable London taxis, as well as decommissioning grants for taxis more than ten years old.

There will also be a significant expansion of charging networks across London, with 150 new rapid charge points to be installed by 2018 to support these new vehicles. The Mayor also announced a maintained commitment to the ULEV congestion charge discount, improving its standards as vehicles become ever-more efficient.

London is home to the world's largest electric bus fleet, set to expand with the addition of two new all-electric routes and Transport for London due to have 300 zero-emission single-deck buses on the streets by 2020. The London Fire Brigade has followed suit with a £600,000 investment to replace 57 of its fleet's vehicles with range extender and hybrid electric equivalents by 2016. In a bid to encourage the uptake of ULEVs across road transport sectors, the Mayor will launch a Low Emission Commercial Vehicle programme in 2015 to develop refuelling infrastructure and accelerate low emission CV use. The plans also include support for the car club industry, with the aim of converting 50% of its fleet to ULEVs over the next ten years.

London's Deputy Mayor for Transport, Isabel Deding, said: "London has real potential to become the ultra-low

emission vehicle capital of Europe. We already have the world's largest green bus fleet and now we can welcome London Fire Brigade's commitment to electric vehicles. There is also a great opportunity for the capital's fleet of commercial and private vehicles to step forward and help to deliver our ambition for London to be a world leader in green vehicle technology. It will help us meet London's air quality challenge and provide economic benefits right across the UK – as shown by the Mayor's commitment to zero emission taxis which led to a £300million investment, creating 2,000 jobs and two factories in Coventry."

The ULEV delivery plan was launched at an event showcasing the latest ULEVs from manufacturers involved in the Go Ultra Low campaign. Hetal Shah, Head of Go Ultra Low, said: "London already leads the way with plug-in car registrations growing 203% this year. The planned infrastructure improvements will give even more Londoners the opportunity to save money and help improve local air quality. What's more, by deploying 1,000 ULEVs in its fleets the Greater London Authority is leading by example to local fleet operators looking to significantly reduce emissions and running costs."

Demand for ULEVs in the UK is growing strongly, with a four-fold increase in registrations so far this year. Automotive manufacturers have invested hugely into reducing vehicle emissions across all technologies with great success – NOX emissions have fallen 81% since 1990 and UK average new car CO₂ emissions are 4.2% below the EU's targets – and manufacturers continue to work tirelessly to improve these figures yet further.





INDUSTRY LEADERS TO WORK TOGETHER TO PROMOTE LOGISTICS

The four leading trade bodies that represent the UK logistics industry have pledged to work together to improve the industry's public image and attract more staff.

The Freight Transport Association (FTA), the Road Haulage Association (RHA), the Chartered Institute of Logistics and Transport (CILT) and the Institute of Road Transport Engineers (IRTE) held a round table discussion to establish a collaboration to promote the logistics sector in light of the industry's driver and technician shortage.

FTA Chief Executive David Wells said: *"We are delighted to announce we have agreed to form a joint organisation to promote our industry. We are in a battle for talent and facing a skills shortage so we need to up our game to attract young people, ethnic minorities and women to our industry – areas where we are seriously under-represented.*

"Working together in this way will create a powerful voice that will shout about the benefits of working in an industry that is vital to the UK economy."

The new joint organisation will be formalised by the end of September and will build on lessons learned from the successful FairFuelUK campaign, a collaborative body that lobbies against rises in fuel duty. The FTA and RHA are both founder members.

Commenting, RHA CEO Richard Burnett said: *"UK hauliers play a crucial role in moving the UK's economy and delivering daily life. As an organisation the RHA already works hard to give road transport operators a voice. By collaborating with the FTA, CILT and IRTE to raise the profile of the industry, we can make that voice even stronger"*.

CILT CEO Steve Agg said: *"We want to promote the public's appreciation of our industry, in all its forms, as well as attract more people to join our profession and therefore feel that it is vital we work with other leading industry partners to raise our industry's profile. The Institute's motto is 'Stronger Together' and we believe that by working together with the FTA, RHA and IRTE we can promote the many benefits of our industry."*

IRTE acting CEO Ian Chisholm added: *"The UK's road transport sector is the backbone of its economic infrastructure. We must continually look at where we are with regards to how we promote road transport, and who we attract to this vital industry. By working together we will have a stronger voice and be better able to support road transport professionals, ensuring the long-term viability of the UK's road transport network."*

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Gary Lavis

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SHORTLIST FOR 2015 LOW CARBON CHAMPIONS AWARDS REFLECTS INNOVATION IN GREEN TRANSPORT

The Low Carbon Vehicle Partnership (LowCVP) has revealed a diverse shortlist of innovative nominees for the 2015 Low Carbon Champions Awards. The shortlisted organisations and projects reflect the UK's continued progressive thinking in the area of low carbon transport.

The Awards, now in their fifth year, will be presented at the networking and Awards Dinner at the DoubleTree by Hilton, Milton Keynes in collaboration with Cenex on the evening of Wednesday 9th September 2015 – the first of two days of the Cenex Low Carbon Vehicle (LCV) 2015 event.

Returning by popular demand, the Master of Ceremonies will, for the second year running, be the actor and green vehicle enthusiast Robert Llewellyn, best known for his

role as 'Kryten' in BBC's Red Dwarf and for presenting Channel 4's Scrapheap Challenge.

The Awards celebrate outstanding and innovative practice in the UK in accelerating the shift to lower carbon vehicles and fuels and reducing road transport emissions. The LowCVP Low Carbon Champions Awards are one of a select few sustainable development awards schemes to have received accreditation by the Royal Society of the Arts (RSA), enabling category winners to go forward to the European Business Awards for the Environment (EBAE).

The Grand Prix sponsor of the 2015 Low Carbon Champions Awards is again Millbrook, host of the LCV event.



AWARDS CATEGORIES AND SHORTLIST:

Low Carbon Car / Van Manufacturer of the Year

(Sponsor: EDF Energy)

Shortlisted: Mitsubishi Motors UK; Nissan Motor (GB) Ltd; Volkswagen UK

Low Carbon Heavy Duty Vehicle Manufacturer of the Year

Shortlisted: BYD Europe B.V.; Optare - Electric Vehicles; Leyland Trucks; Scania GB

Low Carbon Vehicle Operator of the Year

(Sponsor: BAE Systems HybriDrive®)

Shortlisted: Dundee City Council; First Bus with City of York; Reading Buses

Low Carbon Fuel Initiative of the Year

Shortlisted: Convert2Green Ltd; GENeco; Rapid Charge Network project

2015 Award for Low Carbon Innovation by an SME

(Sponsor: Advanced Propulsion Centre UK)

Shortlisted: Avid Technology Limited; Wirth Research; Dearman Engine Co Ltd; Ashwoods

Low Carbon Road Transport Initiative of the Year

(Sponsor: The Bosch Group)

Shortlisted: Aberdeen City Council; ECO Stars; GENeco 2015 Outstanding Low Carbon Publication or Report

Shortlisted: Element Energy; ICCT; UK Power Networks; Urban Foresight

Special awards categories:

(No shortlist; winners announced on the night)

Outstanding Individual in Promoting Low Carbon Transport

'Grand Prix': Outstanding Achievement in Low Carbon Transport (Sponsor: Millbrook)

Commenting on this year's Awards shortlist, LowCVP Managing Director Andy Eastlake said: *"The record number of entries, as well as their quality and diversity, again show how the UK's vibrant low carbon vehicle and fuel sector is leading innovation in clean transport. This year's winners and shortlisted entrants can be truly proud of their achievements in the face of some tough competition. I look forward to seeing them all at the dinner and to the excitement of the final announcements."*

The LowCVP Champions Awards 2015 will be presented as the central feature of a networking awards dinner in collaboration with Cenex on the evening of Wednesday 9th September 2015 - the first of two days of the Cenex Low Carbon Vehicle 2015 event. This year the Awards are to be presented at a bigger and better venue at the DoubleTree by Hilton Hotel Milton Keynes at the MK Dons Stadium, nearly doubling the event capacity compared to last year.

The LowCVP Champions Awards were established in 2010 and this year's event is set to be the leading LCV industry social and networking occasion of the year. Cenex LCV2015, which is being held at Millbrook Proving Ground on 9th -10th September, is the UK's Premier Low Carbon Vehicle Event, attracting UK and international visitors and combining a technology exhibition with broad B2B focus, a Ride & Drive in a test track environment, networking activities and an extensive seminar programme. For more information visit www.cenex-lcv.co.uk/2015



BUILDING BETTER FLEET PERFORMANCE WITH FLEETMATICS

Fleetmatics, one of the UK's leading providers of mobile workforce solutions, helps businesses of all sizes achieve efficiency savings, improved performance, and greater customer satisfaction by providing actionable data on the activity of vehicles and drivers.

For busy owners and managers in the construction sector, access to real-time and historical data of this kind is proving to be an invaluable resource.

Using the Fleetmatics REVEAL™ system, small and medium-sized businesses can accurately track vehicles and members of staff who are out on the road, using features such as Live Map to provide an up-to-the minute overview of the workforce's whereabouts. As a result, managers can dispatch more efficiently, improve customer service by providing more accurate arrival times, and reduce the need to call drivers for updates.

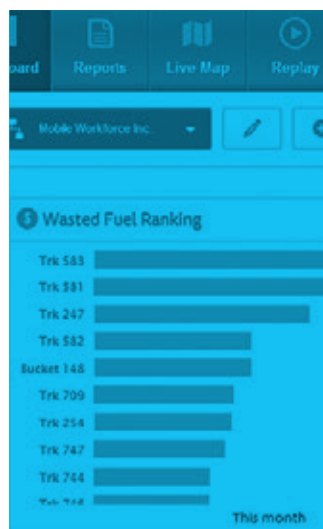
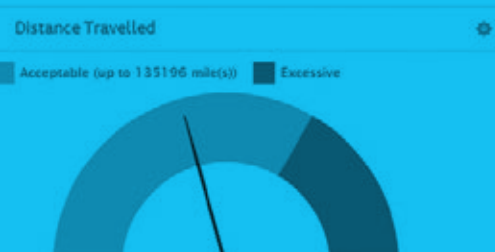
Additionally, the GPS-based system incorporates features such as real-time alerts, geofences, and custom reporting tools. These functions enable managers to tailor the system to their needs, whether they want to monitor driver behaviour, reduce fuel costs or optimise routing and job scheduling.

Bespoke reports can be generated on a daily, weekly or monthly basis, providing accurate summaries of start and finish times, idling times, number of hours worked, fuel and labour costs, driving style, carbon footprint, and productivity levels. These metrics can reference individual staff members, as well as vehicles, which gives managers greater visibility of workforce performance.

With 625,000 vehicles subscribed to the system globally, Fleetmatics can also supply its customers with useful benchmarking statistics, whereby users can compare their own fleet performance with those of competitors of a similar size and in similar industries.

Adoption of the technology opens up an array of actionable insights, allowing business owners to monitor the movements of their vehicles in real time and receive customisable live alerts when jobs are completed or when certain parameters are breached.

Derek Bryan, European Sales Director at Fleetmatics, explained: "The owners of small businesses face numerous challenges in terms of keeping their overhead under control and optimising their performance in competitive markets.



Without visibility of their fleet, they may not be fully aware of lost time, high fuel costs, excessive mileage, and avoidable wear and tear on vehicles. Our aim as a provider of GPS fleet management solutions is to empower business owners with fleet intelligence."

Lee Goodwin is the owner of Oakleafe Ltd, based in Dagenham, a building contractor that services the insurance repair sector across London and Essex. The company has a fleet of eight vans and faces the usual challenges of any construction company, including customer service, driver behaviour, and traffic citations.

Goodwin reports that on several occasions they have been able to resolve complaints that could have resulted in large insurance claims. In one instance, a lady contacted Goodwin and claimed that one of the company vans had bumped into her car causing substantial damage. "She provided us with the date and time of the alleged accident and the vehicle's registration number, we interrogated our tracker logs and were able to prove that the vehicle was 70 miles away at the time of the accident," Goodwin explains. "The insurance claim never followed."

When it comes to driver behaviour, Fleetmatics once again stepped up to the mark for Oakleafe, helping to prevent speeding and unauthorised use of the company vehicles. "Vans should not be going above 70mph – not only is it illegal, but it's too fast for a van and high speeds waste fuel," Goodwin explains. "Fleetmatics' instant alerts are set up on all the vehicles and so my drivers never speed."

Quantifiable financial benefits have also been reported by users of Fleetmatics REVEAL. Cornwall-based RBS Groundworks & Plant Hire was looking to switch to a GPS tracking system that would maximise productivity with

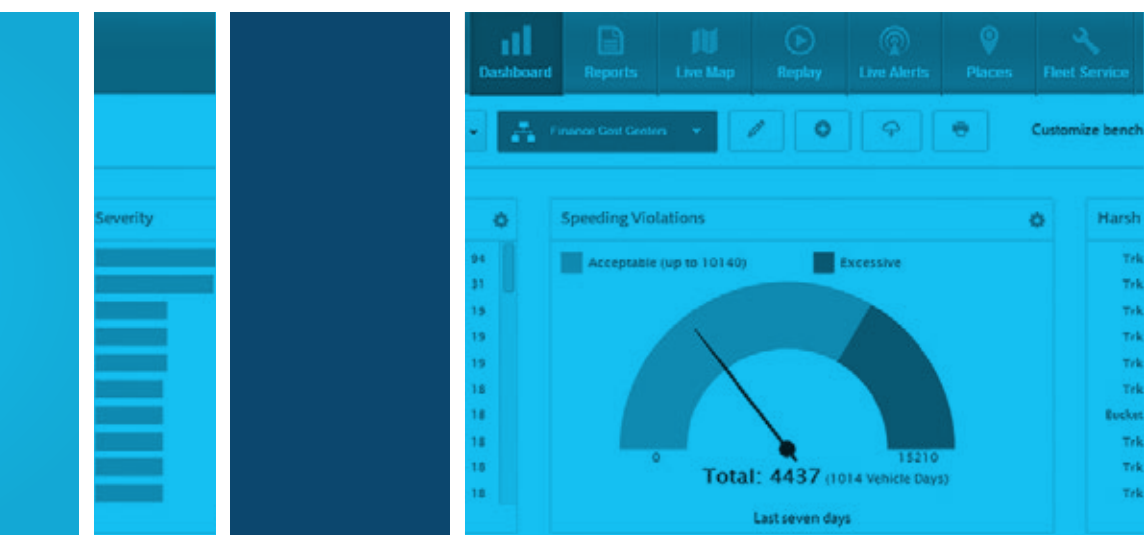


little effort. The company's main concerns were to improve diverting efficiencies, eliminate unauthorised personal use of company vehicles, and minimise idling times.

Since implementing Fleetmatics, RBS has seen a boost in productivity through improved operational efficiencies. Employee accountability has also improved. Since workers are now aware of the fleet tracking system, unauthorised personal use of the vehicles has been eliminated. RBS has also seen great fuel savings through the reduction of idling hours.

Rod Smith, Managing Director of IT said: "In our first year with Fleetmatics, we saved over £25,000 in overtime costs. We also saw tremendous savings of £18,000 in petrol costs."

Additionally, Mr Smith reported that customer service had improved as a result of better diverting and faster response times.



www.fleetmatics.co.uk

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WOMEN IN LOGISTICS AND TRANSPORT CONFERENCE CONFIRMED FOR CILT'S INTERNATIONAL CONVENTION

CILT has announced its plans for the Women in Logistics and Transport (WiLAT) conference at this year's CILT International Convention to be held in Dubai.

Since being launched in 2013 WiLAT, within CILT, has experienced significant growth throughout the world and leading female industry professionals will address delegates on the day about the success and the future of the group.

The conference will help formulate a three year plan to develop and implement programmes for all countries through to 2018 and will help to unlock the potential and advance the status of women in the transport and logistics sectors.

Nadia Abdul Aziz, Middle East Regional Coordinator, WiLAT, will welcome delegates before handing over to WiLAT Founder and Global Convenor, Aisha Ali Ibrahim. Aisha will report on the global development of WiLAT over the past 12 months.

Aisah Ali Ibrahim, WiLAT Founder and Global Convenor says: *"WiLAT empowers, mentors and unlocks business opportunities. The conference will enable networking, information sharing and will be a celebration of eminent female personalities in the industry. WiLAT will continue to demonstrate that we are stronger together."*

Dorothy Chan FCILT, WiLAT Global Advisor and Immediate Past President, CILT International, will be

on hand to present the Global Focus for the year. She'll be looking back on the success of WiLAT to date and will introduce the day's focus sessions, introducing themes of mentoring, empowerment, leadership and entrepreneurship for the future development of WiLAT.

THE FOCUS GROUPS WILL BE LED BY:

- Gayani De Alwis, Chair, WiLAT Sri Lanka, who will discuss mentoring for women.
- Sharifah Halima, Chair, WiLAT Malaysia, presenting on the topic of empowering women in the industry.
- Nadia Abdul Aziz, Middle East Regional Coordinator, WiLAT, who will promote women in assuming leadership roles.
- Vicky Koo, Chair, WiLAT Hong Kong, who will encourage women to own their own businesses in the sector.

The WiLAT conference will take place on Sunday 13th September and male and female members of CILT are welcome to attend.

A dinner will take place on Tuesday 15th September to honour Dorothy Chan, Past President of CILT and Global Advisor, WiLAT.

Stronger Together: Global Strategies for Success in Logistics and Transport is the theme for the CILT International Convention 2015. The convention takes place on 13th – 16th September, at Jumeirah Creekside Hotel, Dubai, United Arab Emirates.





LEASING BROKER SECTOR SEES 20% GROWTH IN 2014

The latest figures from the BVRLA show that leasing brokers are playing an increasingly important role in the vehicle finance sector.

The Association recently conducted its first ever survey of leasing broker activity, which showed that the channel has seen a 30% increase in fleet size over the past two years. Key funders reported that they had a total of 161,775 broker-originated vehicles on contract in 2014, an increase of 20% on the year before and 30% on 2012 levels.

The broker car lease fleet reached 119,036 units in 2014. Contract hire cars made up the largest portion, having grown to 73,140, up 15% on the previous year. The fastest

growing sector was personal contract hire, where the fleet size rose by 39% to 35,242 cars.

For commercial vehicles, van leasing volumes rose 19% to 42,739 units in 2014, driven by growth in contract hire (+14%) and finance lease (+27%) products.

Commenting on the figures, the BVRLA's Leasing Broker Committee Chairman Mike Potter, said: "Our sector is going from strength to strength and has a lot to be proud of."

"We are converting a whole new generation of consumers and businesses to the benefits of low-risk, fixed-cost motoring."



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